



**SAGE PFW**

**ORDER ENTRY PRO**

■ **CUSTOMIZATION**

Save time and resources with customizable features that allow you to tailor your system to your unique business requirements today and easily adapt to changes in the future.

■ **MULTI-CURRENCY CAPABILITIES**

Extend the reach of your business into the global marketplace. Extensive multi-currency capabilities provide the functionality you need to capitalize on international opportunities.

■ **ACCESS BUSINESS CRITICAL INFORMATION**

Quick and easy access to vital information empowers your employees to confidently respond to customer inquiries—enhancing productivity and customer satisfaction.

■ **STREAMLINED INTEGRATION**

Eliminate redundant data entry and automate your workflow process, as Order Entry Pro provides a comprehensive, fully integrated system that streamlines order management.

■ **AUTOMATED EFFICIENCY**

Extensive automatic features simplify the ordering process, saving time, eliminating errors and facilitating smooth, cost-efficient operations.

■ **ACCURATE ORDER PROCESSING**

Take control of your order processing using default data entry fields to quickly enter and view customer information, suggest alternate items for out of stock inventory, and instantly check order and shipment status.

■ **INSIGHTFUL REPORTS AND DRILL-DOWN CAPABILITIES**

Transform your data to gain the insight you need to more effectively manage your business with flexible, customizable reporting.

| Line | Item Key    | Description | Location | Qty Ord | Qty Rem | Unit | Unit Price | Unit | Disc Pct | Tax | Account Num  |
|------|-------------|-------------|----------|---------|---------|------|------------|------|----------|-----|--------------|
| 1    | RED PRIME C | Red Prime C | FGLOC    | 1.000   | 1.000   | EACH | 0.00       | EACH | 25       | EX  | 4110-1000-00 |
| 2    |             | NonDlesfm   |          | 0.000   | 0.000   |      | 0.00       |      | 0        |     |              |
| 3    | APR-FLAVOR  | APRICOT F   | FGLOC    | 2.000   | 2.000   | EACH | 7.58       | EACH | 0        | EX  | 4110-2000-00 |
| 4    | EU2048-WH-1 | ENAMEL UI   | FGLOC    | 5.000   | 5.000   | EACH | 221.11     | EACH | 15       | AD  | 4110-2000-00 |
| 5    | FFJSTPRX    | ONE GAL     | FGLOC    | 1.000   | 1.000   | GAL  | 9.48       | GAL  | 0        | CAL | 4110-2000-00 |
| 6    | TIDIOXIDE   | TITANIUM I  | RMLOC    | 1.000   | 1.000   | LB   | 12.55      | LB   | 0        | EX  | 4110-2000-00 |
| 7    |             | Customizat  |          | 1.000   | 1.000   |      | 55.00      |      | 0        | EX  | 4110-2000-00 |

  

| Cust/Item/Acct Num/Acct Desc/Tax/Curr | Item Profile              | Lot Number | Price Table/Contract | Line Item Totals | Order Totals        |
|---------------------------------------|---------------------------|------------|----------------------|------------------|---------------------|
| Osborne Golf Club                     | Extended                  |            |                      | 1,105.57         | Discount 165.84     |
| ENAMEL UNDERCOAT WHITE                | Discount                  |            |                      | 165.84           | Sub Total 1,031.92  |
| 4110-2000-000-DG/1                    | Tax                       |            |                      | 72.83            | Tax 73.56           |
| Sales-Equipment EAST                  | Tax On Tot/Price Incl Tax |            |                      |                  | Freight 0.00        |
| California - DC                       | Net                       |            |                      | 1,012.56         | Order 1,105.48      |
| BRITISH POUNDS                        | Qty On Hand               |            |                      | 0.000            | Qty Available 0.000 |

Ultimately, customer satisfaction defines success in the competitive process manufacturing industry. From initial contact to product delivery, your customer relationships depend upon each step of the sales cycle being handled accurately and efficiently. Sage PFW ERP provides comprehensive, highly flexible tools for strategic planning and handling of crucial tasks. Powerful and precise capabilities help you efficiently manage your ordering processes allowing you to lower costs, expedite deliveries, and improve your customer satisfaction. Take better care of your company's most valuable asset—your customer—with the Sage PFW Order Entry Pro module and reap the benefits.

Capitalize on extensive quote, new order, back order, cancellation, shipment and prepayment capabilities that improve order tracking and productivity. Price tables, contract pricing and other sophisticated options allow you to easily adjust your prices to accommodate virtually any pricing specification. At the same time, flexible sales, inventory and split commission calculations enable you to provide desirable incentives that can propel sales. Powerful features, such as immediate access to up-to-date inventory and account information allow your employees to provide accurate and quick responses, taking customer service to an elevated level.

Sage PFW is developed to meet the needs of your business, providing fast, dependable, customizable order entry and data security. Unlike the majority of manufacturing software, Sage PFW is the only software of its kind that was developed specifically to address the unique challenges of process manufacturing. Its complete solution of powerful financial and process manufacturing modules provide specifically targeted capabilities to boost production, maximize profits, and increase efficiency in your supply chain. For more information about Sage PFW and to reach a higher level of performance and profitability, please contact your local business partner, or call us directly toll free at 888-473-5135. You may also visit our Web site at: [www.sagesoftware.com](http://www.sagesoftware.com) or e-mail us at: [sagepfwinfo@sage.com](mailto:sagepfwinfo@sage.com)



# Sage PFW

## Order Entry Pro

*"There's nothing as intense and powerful as what we have now with Sage PFW. The system is amazingly user-friendly, yet also has the capabilities to do very complex accounting. It's exactly what we need."*

Lori Haight, Office Manager  
Bomark Ink, Inc.

### FEATURES

#### Customization

Increase efficiency and productivity by effectively processing information according to your unique business requirements. Exclusive customization templates enable you to remove, rename, require or prevent entry, and set minimum/maximum numeric ranges for any data entry field. Additionally, you can hide entire screen tabs that are not required in your business and even create your own field-level help. The result culminates in a system tailored for maximum functionality and efficiency, ensuring usability and reducing training requirements—in short, an order entry solution that contributes to the success of your company!

#### Multi-currency Capabilities

Expand your business into the international marketplace and take advantage of the opportunities in the global economy. Order Entry Pro makes it easy and convenient for your international customers to do business with you by providing orders and invoices in their currency. In fact, you can enter transactions in virtually any currency and the proper exchange rate is automatically applied as they are processed—eliminating manual computations and ensuring accuracy. The General Ledger is automatically adjusted to reflect gain or loss due to currency fluctuation. Integration with the Multi-Currency Manager module empowers you to tap into the global economy and set your profits soaring.

#### Access Business Critical Information

Boost your customer satisfaction, up sell and cross sell items, and increase productivity by providing your employees quick and easy access to critical information. Universal Notes and Attachments functionality allows your salespeople to provide valuable information to your customers at the point of sale and much more. Further improve your responsiveness to inquiries utilizing instant access to the vital sales history, contract and production information you need without ever leaving your order entry screen. Just click to view customer and alternate items, lead times, quantity breaks, contract prices, sales history and more. Sage PFW's powerful capabilities take the guesswork out of your customer inquiries—ensuring confident business interactions.

#### Streamlined Integration

Make shipping decisions with confidence and operate more efficiently. With this fully integrated solution, you can seamlessly add customers, process invoices and check status of inventory items—including on-hand, committed-to-sale, and committed-to-production quantities. In addition, Order Entry Pro eliminates redundant entry efforts by automatically updating Accounts Receivable with invoice and payment information, Inventory Pro with quantities and costs, Bank Book with check receipts, and the General Ledger with all transaction activity. Minimize data entry and maximize productivity by taking advantage of the synergy Order Entry Pro brings to your other Sage PFW modules.

#### Automated Efficiency

Strategically motivate your sales team by maintaining flexible commission incentives for up to 10 levels of either total sales or gross profit. In addition to fast sales of surplus, seasonal, or other special items, inventory commissions can be set up for user-defined items and time periods. Increased order volume can be quickly processed utilizing historical orders as templates for new orders and by recurring orders at user-specified cycle dates. Additional time saving features allow you to combine orders by setting quantities, location, tax status, required date, ship date and general ledger accounts for each line item. These and other streamlined ordering options, such as multiple ship-to addresses per customer, will save your company valuable time and money.

#### Accurate Order Processing

Improve customer satisfaction by creating detailed quotes and automatically converting them to new orders that provide a full audit trail—tracking all historical data regarding sales and shipments, and maintaining invoice history indefinitely. With its complete flexibility and powerful options, Order Entry Pro puts you in total control of pricing. In addition to multiple pricing schemes, quantity price breaks and price specials that match complex pricing requirements, you can also take advantage of special customer contract pricing. Robust processing features include immediate data validation using visual red-flag alerts, automatically assigning order numbers using a user-defined numbering convention, converting order units of measure and costs, tracking of lot, bin, and SSSC details, and the ability to check inventory and credit information while entering an order. This built-in flexibility delivers maximum functionality and you'll quickly realize the benefit in your bottom line.

#### Insightful Reports and Drill-Down Capabilities

Effectively managing sales means making decisions based on the most up-to-date business intelligence. Order Entry Pro provides critical information on order status, inventory, commitments, shipping status and invoice history. Further explore your data using Financial Explorer to perform comprehensive inquiries and drill downs from anywhere in the system. Sage PFW Order Entry Pro empowers you to analyze trends for those big picture insights that help you to boost your bottom line and plan more effectively for your company's future.