



# SALES ORDER PROCESSING

## MAS 90®

for:

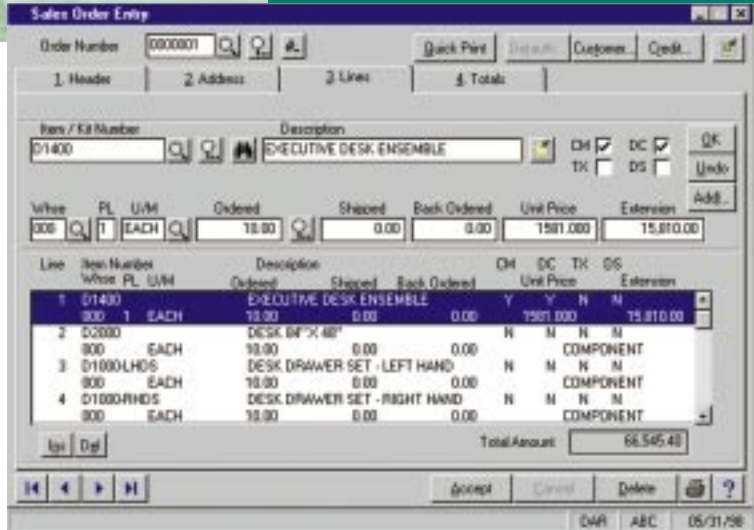
Windows®

Client/Server for Windows NT®

Client/Server for UNIX® Systems

### REPORTS

- Sales Orders
- Open Orders by Promise Date
- Picking Sheets
- Sales Invoices
- C.O.D. Labels
- Shipping Labels
- Backorder report
- Monthly Sales Recap by Product Line
- Monthly Sales Recap by Warehouse
- Monthly Sales Recap by Warehouse/Product Line
- Monthly Sales Recap by Division
- Daily Sales Journal
- Daily Drop Ship Report
- Daily Gross Profit Journal
- Daily Backorder Report
- Daily Sales Recap Reports
- Daily Transaction Register
- General Ledger Posting Recap
- Sales Order Recap
- Open Sales Order Report
- Open Orders by Item Report
- Tax Journal Detail Report
- Tax Journal Summary Report
- Auto Generate Orders Register
- Sales Order/Quote History Report
- Customer Sales History Report
- Lot/Serial Number History Report



When a customer calls to place an order, you need to have lots of information at your fingertips. With MAS 90, you'll have the customer's international and domestic mailing addresses, as well as the customer shipping address(es), you'll know the availability of specific units in inventory, or alternate items if those being ordered are out of stock, in addition to item pricing, quantity pricing, specific customer pricing, costs, customer credit limits, credit card deposit information and much more. The MAS 90 Sales Order Processing module gives you quick and accurate access to information when you need it!

As customer orders are filled and completed, you need to invoice the orders and properly ship them. All original sales order information can be recalled, allowing you to enter exact quantities shipped and backordered. You can have the system automatically generate invoices for you from a range of Sales Orders, and automatically print a Daily Backorder Report. You can affix all finished shipping cartons with shipping labels and, if appropriate, C.O.D. tags including billable freight.

You can design and print all quotations, sales orders, picking sheets, invoices and statements using the built-in Crystal Reports™ software. Logos and other graphics may be added to each form, and you can select the font size, color and type for each data field on the form for a professional custom look.

When you integrate this module with the MAS 90 Inventory Management, Accounts Receivable and Purchase Order Processing modules and internet.access, you can have a powerful, flexible and easy-to-use distribution system.

*See reverse side for list of features*



## FEATURES

Blanket Orders and Repeating Orders	Large orders shipped over a period of time can be handled easily. You can issue new orders against the blanket order to speed shipment and invoice processing. You can enter repeating orders once and recall them later for customers who regularly order the same items. Sales orders and/or invoices can be automatically generated from repeating orders. Orders and/or invoices can be faxed in batches or individually to customers.
Order History and Quotations	Order and order history files can save orders after invoicing, save cancelled orders for “lost sale” analysis and track sales order history. Quotations can be entered, printed and later converted to standard orders when the customer places the order.
Promise Date Per Line Item	A promise date is available on each line in Sales Order Entry, allowing you to enter a unique promise date for all or some of the items on a sales order. This date prints on the open sales order report and open sales order by item report.
Sales Kit Processing	You can define sales kits using the Inventory Management module and use them during sales order entry and invoice data entry. Component items for a sales kit are automatically exploded during data entry.
Extended Item Descriptions and User-Defined Fields (UDFs) For Line Item	Enter extended item descriptions for inventory items, miscellaneous items and special items during sales order entry and invoice data entry. Create UDFs in sales orders, invoices and history files. UDFs can flow from inventory items to sales order and purchase order lines.
Alias Item Numbers	Access inventory alias item numbers during sales order entry and invoice data entry, and print alias item numbers on sales order forms. Alias numbers can be customer specific, vendor specific or global.
Lot/Serial Numbers	If an inventory item uses the lot or serial method of valuation, you can enter the lot/serial numbers as you are entering the invoice.
Split Commissions	You can “split” commission on any sales order or invoice among up to five separate salespersons, and apply commission overrides for sales managers.
Alternate Items and Alternate Warehouse	When entering orders for out-of-stock items, you can display a list of alternate items or alternate warehouses for selection during sales order entry and invoice data entry.
Drop Ship Items	You can create sales orders or invoices for drop shipment to customers. The daily drop ship report recaps all items to be drop-shipped, detailed by vendor and item.
Customer Last Purchase History	Use this program to display and maintain item purchase history information for customers, and to assist you in determining specific items and prices from past customer purchases.
Non-Stock Items	You can enter sales orders or invoices for special items not in your inventory and also enter charges for miscellaneous non-inventory items.
Drill-Down	Sales order invoices stored in the accounts receivable invoice history file can easily be found, viewed and/or printed from general ledger or accounts receivable with the click of a mouse using cross-module drill-down. Lot/serial number information can also be viewed during drill-downs.
Gross Margin Checking and Display	With this feature, you can optionally show gross margins (price v. cost) on screen to permit salesperson to see how much latitude is available for special pricing. Also, you can set a minimum margin below which password override is required.