

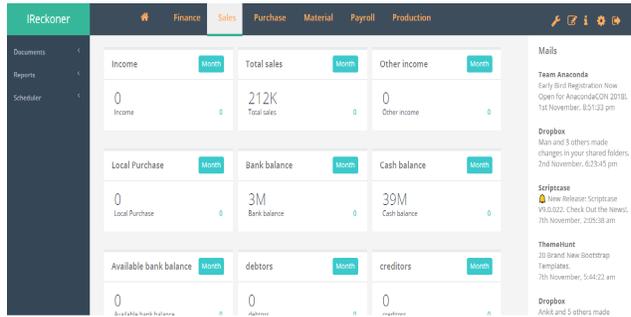


iReckoner Sales Management

Spend your time focusing on selling, not recording data.

FEATURES

- Align Sales On Clear Targets
- Conveniently accessible customers, products or contracts related information when creating quotations
- Specify payment terms(if required) to each Sales Order to reduce paperwork and turnaround time.
- Get Clear Pricing strategies
- Easy taxing process including credit term and discounts offered on a one-time or a recurring basis.



SUB-MODULES

Sales RFQ:

- Records the specifications of products as given by the customer
- Gives an idea of customer requirements and helps during the preparation of quotation
- Based on RFQs quotation is prepared and is send to the Customer

Sales Quotation:

- Help your salespeople work more efficiently by using predefined products, price lists.
- Get access to stock availabilities in the different warehouses
- Can be prepared either with respect to a Customer inquiry document or without any reference.

Sales Order:

- Use different addresses for shipping and billing, etc.
- Use pricelists to record special conditions for a specific customer
- Save time with the ability to modify sales orders

Sales Delivery:

- Easy delivery processes by giving sales and service real-time data
- Available in multiple currencies and multiple Units of Measurement for single item.
- Keep track of the status of your orders, of the amount of the orders and the expected delivery date.

Sales Invoice:

- Easily create invoices based on the quotes you have sent to your clients.
- Bill based on sales orders, delivery orders, contracts, or time and material.
- Use the status overview to help keep track of drafts, paid and unpaid invoices
- Make your own definition and analyze your invoicing by product, customer, salesperson,

etc.

Sales Return:

- Easy return process
- Return delivered goods incase any fault exists in the delivered products
- Create invoice for the refunds

Credit Note:

- Generate a Credit Note against a sales invoice, and reduce accounts payable in cases like return of damaged goods.
- Issued on sales return

Reporting:

- Simple but effective sales reporting
- Track and trace your sales process
- Transform raw data into valuable insights
- Use sales reports to see information about your customers' orders based on criteria such as sales by month, by channel, or by staff.