

## **SunSystems Order Management Modules:**

### **Sales Management**

SunSystems provides full sales order management through its Sales module, which delivers complete functionality for Sales Invoicing and Sales Management. In addition, there are options to deliver profiling specifically for customers, and Advanced Pricing. The solution ensures that organizations can streamline the sales, order and distribution operations, in order to deliver high levels of customer service.

- Sales Order Entry/Processing: quotation system, quotation to order conversion, online inventory queries, inventory balance updates, and definable sales order types, flexible sales order stage sequencing, invoicing
- Customer Management: definable customer details, multiple addresses, definable characteristics per customer (i.e. credit limit)
- Credit Management: workflow for orders on credit hold, automated credit limit warning, payment monitoring
- Reporting on Sales: Standard reports, e.g. customer listing, order status, sales listing
  - \* Sales analysis based on item, location, address and analysis codes
  - \* User-defined reports on quotations, orders, credit notes, invoices, etc
  - \* Margin analysis based on costs captured at order entry
  - \* Quotation analysis, e.g. quotes converted to orders or cancellation reasons
  - \* Performance reports for deliveries, quantities and pricing

### **Purchase Management**

SunSystems delivers powerful facilities to manage and simplify the purchasing process. The Purchasing module provides components for Purchase Invoicing, Purchase Management and Budget & Commitment Control. In addition, there are options for Advanced Pricing and for Product Profiles, delivering profiling specifically for suppliers. The solution delivers the ability to analyze and report on a comprehensive database of supplier information, in order to improve buying power. The Purchasing module can also be used with SunSystems Purchase Requisitioning, to provide a full procurement solution.

- Purchase Order Entry: Entry, amendment, review and deletion of purchase orders and return, individual line processing, operator permissions, commitment and budget checking, direct invoice entry, multiple and part orders matched to single invoice lines
- Purchase Processing: Automated procedures to select or print purchase orders, and match invoices and goods receipts, multi-level approval hierarchies
- Supplier Management: Extensive range of data available per supplier, supplier performance analysis for price, delivery dates and quality management, supplier analysis
- Pricing Management: Price books, approval hierarchies, limits and criteria
- Reporting on Purchasing: User defined views, standard reports on supplier listings, invoices by line detail, commitments, purchase order status and order, amendments

### **Inventory Management**

SunSystems provides the capability to manage inventory, ensuring full visibility of product, intermediate and raw material items, while also delivering lot and batch control. The Inventory module comprises Inventory Management and Inventory Traceability, with additional options, Costing, delivering Landed Costing and Cost Analysis, and Product

Profiles. The solution enables greater control over inventory levels, without forfeiting essential customer service levels.

- Item Definition: Extended item master with additional descriptions details and analysis codes, multiple prices per item, multiple cost values (including standard, actual and average costs) with multiple currencies, rolled-up standard costs for manufactured items, definable units of measure
- Movement Management: Transfer order management, Movement records, bin-to-bin transfer
- Inventory processes: Automatic or manual inventory allocation, availability inquiry for fulfillment of sales and works orders, movement inquiry, picking lists and dispatch documents printing, goods receipt matching / inspection
- Inventory count / stock take management: system-generated inventory count (random or full), facility to print sequentially-numbered tickets to assist counting control, security-controlled entry of inventory count for discrepancies, approvals and posting, ability to clear previously generated inventory counts, inquiry function to display inventory count information
- Costing: weighted average, standard, true average, defined average, actual, latest actual, user defined and landed costs, movement cost records providing snapshot of item cost, updating with information from movement definitions
- Reporting on inventory: movement analysis and listings, inventory listings, status, evaluation, usage and cover, expired items, inventory count listings and valuation