

Sales Order Processing System (SOP)

The primary use of this module is to manage, maintain and control all kinds of Sales cycle which starts by Customer Request For Quotation , Customer Quotation , Customer Purchase Order , Sales Transaction , and Finally Sales Return Transaction If Needed .

The Most Important Issue for any company is how to boost it's sales . This can only be done by properly analyzing the company sales data . Not only , **SOP** provides Full Data Analysis for the sales process ; But also, Complete Integration with Stock and Accounts Receivable Modules .

Like all modules produced by MIS, **SOP** inherits the features of the Security Module (SEC) . You can find below a set of features which makes **SOP** a sophisticated Sales Order module:

- **SOP** maintains user-defined and system-defined codes. The first helps classifying while the later helps controlling.
- **SOP** supports multiple companies and multiple branches.
- **SOP** supports multiple currencies .
- **SOP** Handles all the phases of sales from one module even if it touches other modules such as (Stock Delivery Order , Receiving of sales return) or (Accounts Receivable (Invoice , Credit Note In the case of sales return) .
- **SOP** provides the user with the facility of designing very complex layouts for the printing of the Invoices .
- **SOP** is linked to Stock , Accounts Receivable , and Payroll Modules .
- **SOP** provides commission calculation for the sales person and allows flexible definition of sales commission depending on several factors (Value, Item, Region....) .
- **SOP** Defines the sales regions and associate sales man to a sales region .
- **SOP** Associate a transaction to a sales person or a sales region .
- **SOP** Customers are defaulted to a sales region and sales men .

- **SOP** Provides Automatic calculation for salesmen commission + Possibility to automatically link to Payroll .
- **SOP** Provides the user with a flexible way of setting the item price depending on Qty Purchases , Customer Class and season) .
- **SOP** Provide the user with the facility of defining Item Allowance (i.e. For Two Pieces of item A You get 1 Piece Of Item B or For Two Of A + three of B you get one of C + two of D, This can be easy or complex as the user needs).
- **SOP** Provide the user with the infra structure to enable him to use any OLAP Tool To Extract his data and Hence analyze it to the Maximum .