

**QX
Quotes &
Sales Orders**

For any sales force, "knowledge is power" and easy, real time, access to that knowledge is essential – the **QX** system allows just that.

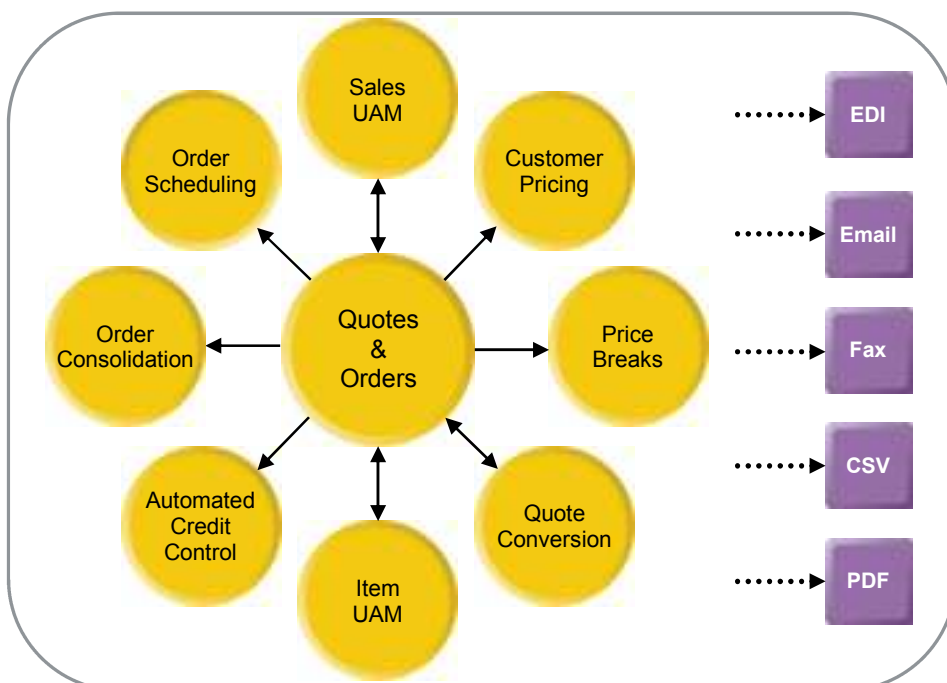
The **Openda** system has the ability to produce simple or complex customer quotations, enabling increases in potential sales with its user friendly negotiation tools. The powerful quotation system gives essential information such as margin control, price and delivery details for every item. It also provides along details such as multiple quantity price breaks, alternative items, as well as customer and item specific notations.

Sales Order Processing is a seamless continuation of the quotation system with full quotation to order conversion capabilities.

Full control at order level is available to amend details such as picking priority, delivery address and courier. Order lines can be for a single delivery, scheduled for future dates or reserved for call-off as required.

Regardless of order type, order lines and schedules can be allocated against stock, customer reservations, works orders, expected receipts (GRN) or purchase orders. This ensures complete control and visibility of the allocation of stock, both on hand and expected, to match your customer demand.

The automated credit release process eliminates human intervention whilst maintaining full credit control, the result being that order entry to warehouse despatch is practically instantaneous.



QX Key Factors

Quotes

- Multiple Price list search
- View of Customer/Item Sales History
- Quantity price breaks
- Alternative items
- Margin control maintained

Orders

- Allocate against:-
 - Stock
 - Works orders
 - Expected Receipt (GRN)
 - Purchase Order Line
- Alternative items
- Margin control
- Price breaks
- Auto scheduling of order lines
- Call off orders
- Instructions to Warehouse
- Customer Notes
- Certification requirements

Stock

- No Over Allocation
- Stock Reservation
- FIFO
- Full Serial Lot Traceable
- Multiple Warehouses

Delivery

- Multi Delivery Addresses
- Courier Service Control
- Pre Delivery Notification
- Customer Item Codes
- Delivery Note / Courier label generation
- Electronic copy of Lot Certification

Clarity

- Easy view for a customer of:-
 - Sales History
 - Open and Closed Orders
 - Order Change History
 - Quote Current and History
- Detailed View of Stock Flow
- Order Tracking
- Batch and Lot Traceability
- Credit Status
- Margin/Selling Price control

Despatch

- Picking List
- Packaging instructions
- Despatch priority control

Order Consolidation

- Consolidated despatch days
- Consolidated Picking List