

SUPPLY CHAIN & DISTRIBUTION **SALES ORDERS**



Key Benefits



- Fully integrated operation
- Online access to information
- Management of backorders
- Effective credit control
- Flexible packing slips & invoices
- Easy to manage security
- Comprehensive options
- Efficiently track and manage inventory
- Mobile enabled
- Electronic Data Interchange (EDI)

Greentree® Sales Orders

Liberate your staff to work on growing your business by enabling them to quickly, efficiently and accurately process sales orders in real-time as opposed to having them work in your business wasting valuable time and resources fixing problems and chasing orders.

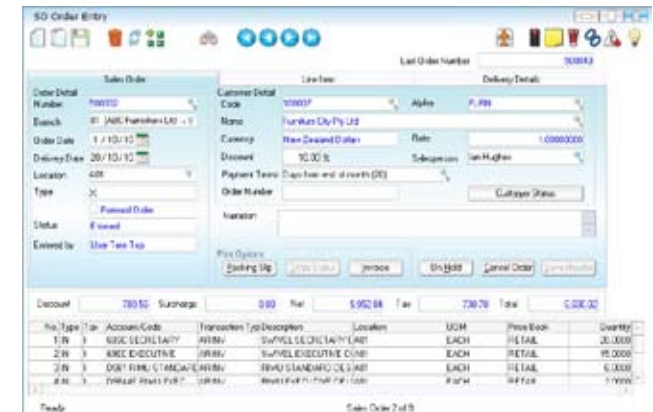
Time is money and processing your customer's sales orders on-the-fly and getting it right first time makes for a smarter slicker operation ensuring that every hard won sale is reflected in your bottom line. If improving the efficiency and accuracy of your Sales Order processing is what you're trying to achieve Greentree can help.

Greentree's 'contingency' thinking empowers front-line sales staff with instant access to the information they need to capture the sale one way or another. You can offer alternative or complementary items, source them from another location or back-order them and give a realistic time-frame for delivery. Alternatively, you could

Using Greentree to make every sale count

Access 'live' information – offer smart, flexible inventory solutions

The old adage, "you can't sell what you haven't got" may be a little clichéd but it's absolutely true. Sales growth can be constrained by an inefficient Inventory Management process which is why Greentree's Sales Orders and Inventory Management modules are highly integrated to ensure you can instantly respond to your customers, sometimes unexpected order requirements.



"Very, very flexible!"



offer to purchase-to-order and commit that item to the sales order to ensure it's not sold to another customer. You can do all this in real-time plus quote a new price on-the-fly if you need to. Your customer doesn't need to commit to the quote, simply hold and track then convert it into a 'live' sale without re-keying a single digit. This is very, very responsive customer service ensuring every sale counts.

Save your customers' time and increase sales

Prompt your regular customers to turn frequent orders into 'period orders' to help reduce the incidence of lost sales due to items being unavailable. This saves everyone time by generating automatic frequent and repeat orders in seconds.

Tight controls prevent over-extending customer accounts

Since the Inventory and Accounts Receivable modules are also highly integrated in a 'live' environment, everything

that happens is updated instantly. This prevents sales orders from being processed for customers with overdue accounts – you're in complete control.

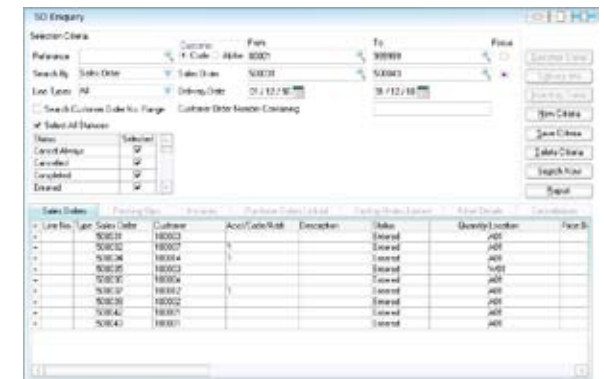
Track 'n Trace every order item – know what's going on

You can tell your customer the exact status and progress of every item in their order at any time during the sales and distribution process.

No awkward moments trying to explain to an irritated customer where their 'urgent' back ordered items are since Greentree allows you to monitor expected delivery dates and allocate a priority to special customer orders. Make sure your customer gets what they need when they want it as quickly as possible.

Improve the efficiency of deliveries - match packing slips with delivery sequences

You can design the sales and distribution process any way you want e.g. design it around the sequence in which the



“Very, very integrated!” 



“Greentree provides an excellent solution, as it incorporates local requirements and group functionality seamlessly, so we are able to run our group of companies on one integrated system.”

Simon Challies, Chief Executive - Ryman Healthcare

delivery truck does the deliveries. If you have inventory in multiple locations, print packing slips according to where the warehouses are and in the sequence the delivery truck visits each location.

If you have customers with multiple delivery addresses then print packing slips according to where each is located – it’s your process, you choose!

Real-time enquiry and reporting for better decision making

Greentree empowers the entire organisation with a ‘clear and present’ view of what is happening in the business at any time. Your sales manager can see which inventory items are slow movers, which items the sales people are selling the most of, which sales person is ahead of budget or needing a little ‘encouragement’ and which items need a greater sales effort. The business decision making process instantly impacts the bottom-line in real-time. Management becomes pro-active.

24/7 customer service via the web

Greentree’s WebStore enables your customers to order on-line in real-time with immediate updating of the database. Customers get instant access to their complete account set-up including discounts, back orders, sales history etc. at a time that suits them – no waiting, no queues.

Reduce distribution costs - use ‘drop ship’ supplier-to-customer delivery

If you’re looking to reduce distribution costs or you simply don’t have a distribution centre you can automatically assign a customer’s delivery address to a purchase order so goods are delivered from the supplier directly to the customer. This is ideal for web-based businesses where the key focus is to sell goods and distribute them directly to the customer at the best possible price.

Ensure Inventory is at the right place at the right time

The Sales Order module fully integrates with the Materials



“Very, very alive!”



Requirements Planning (MRP) module. MRP uses Sales Order detail plus sales forecasts to calculate what and when items are required. The result is a series of suggested actions designed ensure customer orders are ready and available on time ensuring you meet or exceed customer expectations.

Access critical customer information no matter where you are

Wherever you are, Greentree's Mobile Sales Management suite provides your sales and customer service staff the tools to answer customer queries, raise sales orders and provide quotations on the go or when meeting with customers.

Delivering customer orders rapidly and accurately, maximising sales potential from customer accounts and providing the best possible levels of customer service are goals all businesses strive to achieve. Any delays in these areas result in customer complaints, unnecessary sales credits, extra shipping costs or lost sales, all costing your staff time and your business money.

Each Mobile user can be provided a filtered set of your enterprise data, for example, customer information only for a sales region of relevance. This ensures security of information as well as optimum efficiency resulting in more effective use of time when with your customer.

Accurate planning of inventory purchasing requirements through MRP

The Purchase Order module fully integrates with the Materials Requirements Planning (MRP) module. MRP references numerous key business activities including sales forecasts, sales orders, purchases orders and inventory to determine exactly when and what items are required to be purchased to produce the most timely and competitively priced products and services for customers.

MRP generates suggested actions to monitor overdue purchase orders, orders that can be deferred and advice of purchase orders that are no longer required as a resulting of changing demand. MRP is ideal for

distribution businesses to provide accurate planning of inventory purchasing requirements.

Improved productivity through data handling efficiencies

Greentree's EDI allows data to be entered once only, by the initiator. From there it flows effortlessly and instantaneously through connected systems according to established business rules. Staff are freed from needless rekeying offering significant opportunities to improve workflow management and ultimately improve business productivity.

Use Microsoft Office Excel® as a sales data source

If you have open sales orders in another system and need to extract these into Greentree you can create a template in Microsoft Office Excel to import the data into Greentree Sales Orders. This saves time in initial set-up of Greentree and there's no need to consider third party systems.



Related Modules



- Accounts Receivable
- Inventory
- Warehouse Bin Management
- Foreign Currency
- Purchase Orders
- WebStore
- Factory Orders
- Sales & Marketing Quotations
- General Ledger
- Sales Analytics
- Materials Requirements Planning (MRP)
- Electronic Data Interchange (EDI)
- Mobile Sales Management
- Data Import Manager (DIM)

Integration with other Greentree Modules

Greentree's modular system builds upon and integrates with all other modules to ensure that every drop of business intelligence is extracted from every transaction right across the business – nothing goes to waste. This translates into aggregated business value and you need only purchase the modules that best fit your business.

Inventory & Accounts Receivable are highly integrated core business modules whilst Sales Analytics completes the picture to create the most highly integrated 'live' environment within the Greentree suite of modules.

CLIENT SPOTLIGHT: Austral Fisheries Pty Ltd



Austral Fisheries is one of Australia's largest integrated commercial fishing companies with interests in both deep-sea fishing and at-sea prawning. The leading deep-sea fishing company specialises in Patagonian Toothfish, with a fleet of deep-sea fishing boats fishing in sub-Antarctic seas. Offshore markets include Japan, USA, China and Europe.

For more information visit:
www.newfish.com.au



"Very, very integrated!"

Important notice: Microsoft and Excel are either registered trademarks or trademarks of Microsoft Corporation in the United States and/or other countries.



“Very, very integrated!”

Greentree is modular, with all business functions totally **integrated**. This provides you with a wide variety of modules and sub-modules that afford options rarely found in other packages. You purchase the pieces that you need, effectively matching the system to fit your business. Choose from: Financials, Job Costing, Supply Chain & Distribution, Manufacturing, Human Resources, Customer Relationship Management (CRM), Service & Asset Management, Business Intelligence, Retail, Workflow-Business Process Management and eBusiness.

Greentree is a **flexible** solution, readily adapting across a broad range of industries and business types. Businesses are provided with a **powerful**, extremely cost-effective system that has consistently proven itself capable of managing change and growing business potential.

With simple, smart thinking at your fingertips, Greentree provides the ultimate seamless business-building environment. Exploit its accuracy in business metrics, challenge its capability to deliver empowering information. Rely on the one highly **responsive** solution to efficiently streamline your internal processes resulting in increased manageability and productivity across all areas of your enterprise.

What’s the difference to any other software solution? Greentree is the most responsive business software product available, providing a source of competitive advantage to help you drive your business to the next level!

