

# SALES

## SALES ORDER PROCESSING

The Sales Order Processing (SOP) module is used for controlling the end-to-end sales process. It is fully integrated with purchasing and inventory to help improve your customer service.

When processing an order, ApparelX makes sure that any raw materials are provisioned, the work has been scheduled correctly, then when complete it is dispatched and invoiced in accordance with the terms of that order.

ApparelX's SOP module allows you to requisition and control inventory, manage supply chain expectations and collaborate with suppliers and customers to convey details effectively.



### **AUTOMATIC ALLOCATION**

Set up automatic scheduled import of all sales orders with the ability to immediately allocate available stock, in a batch or individually.



### **FLEXIBLE PRICING OPTIONS**

Use flexible pricing options by customer, customer type, dates, quantity or item for effective sales promotions and customer management.



### **HANDLE RETURNS WITH EASE**

Return items back into inventory, generate credit memos and consolidate them in the same way as an invoice.



### **SALES ORDER ENQUIRY**

View all sales orders, easily find the source of the order and any document numbers relating to it such as picking slip, despatch or invoice number.



### **INTEGRATION WITH CARRIERS**

ApparelX integrates with carriers such as Royal Mail, FedEx & DPD, and tracking numbers are automatically updated within the system.



### **PICK SCANNING MOBILE APP**

Items can be scanned into a box with the pick scanning app, and documents and shipping labels will be automatically printed.

## **SELL ONLY WHAT CAN BE BOUGHT**

Being rules based, only that which you wish to sell can be bought eliminating the risk of error at order entry. However, those with the correct authority may override rules and this information is captured within the audit trail should it be queried at any point.

## **ACCURATELY RECORD THE DETAILS OF CUSTOMER ORDERS**

The SOP module has rapid multiple line and single line order entry options, including EDI orders. These can be processed back to back with purchase orders, requisitions or works orders from the sales order entry. There is an optional matrix sales order entry for items with multiple product attributes, that can be ordered with a few clicks.

## **MASS AMENDMENTS**

Mass amendments can be made to multiple sales orders at the same time including carrier/service, request date and item code, plus update item prices with one click.

## **HANDLE DESPATCHING WITH EASE**

Despatch multiple orders for a customer on the same despatch number, enter box barcodes via scanner or manual input, and automatically print invoices if required.

## **EASY INVOICING**

Generate invoices at any stage of the order process – order, picking or despatch. Invoice multiple sales orders under one consolidated invoice, generate invoices as an XML file for easy import into 3rd-party systems. In addition, create sundry invoices for ad-hoc transactions.



# EDI PROCESSING

The EDI Processing module allows multiple sales orders or wardrobe orders to be created from a CSV.



## USE AN EDI TEMPLATE

Set fields within ApparelX, in the same order as the file to be imported, at both header and line level and overwrite values with EDI defaults.



## AMAZON INTEGRATION

API support allows integration with Amazon web orders, so they can be downloaded and imported into ApparelX with 1 click.



## 1 CLICK SALES ORDERS

Create sales orders with 1 click in multiple files or multiple orders on a single file. This can be scheduled to run at any time.



# WEB TRANSACTIONS

The Web Transaction module controls the setup for the integration B2B (business to business) or B2C (business to customer) websites.

## CONNECT TO A B2B WEBSITE

When orders are created on the B2B website, they hit EDI. EDI then automatically validates the order and creates the sales order. If there is enough stock to allocate the order, allocation takes place.

## CONNECT TO A B2C WEBSITE

Similar to the B2B website connection, but in addition to allocation, picking slips can be generated. In the case of insufficient stock to fulfil the order, an email is sent to notify the appropriate person.