

Sales and Purchase Management

Streamlined, Optimized Product Transactions



At the heart of every warehouse and shopfloor is the movement of goods. But within that flurry of activity, there's lots of room for error. ERP solutions doing the bare minimum to facilitate vendor purchases and customer sales may look good on paper, but are likely lacking features to maximize efficiency and reduce common mistakes. Your ERP solution needs to streamline product transactions before anything even arrives at your warehouse—or leaves for a customer.

Both the vendor item catalogue and customer item catalogue serve as the foundation for your purchases and sales. Create orders quickly, record item numbers/vendor numbers to ensure accuracy, and even review your real-time inventory for more informed decision making. Our solution then goes deeper from there. Create flexible pricing options with discounts that can vary by customer, define SRPs in terms specific to the food and beverage industry, and utilize EDI.

Benefits

- » Create a customer item catalog with items to promote and sell to specific customers
- » Notify your salespeople when a specific item is available during the sales order creation
- » Customers can order items with an Excel file and send via email, which is auto-processed
- » Accommodate a wide range of pricing scenarios like hierarchal pricing
- » Create orders to your vendors with the vendor item catalogue quickly and mistake-free
- » Include multiple lines of text on customer and vendor orders to ensure operational accuracy
- » Track all of your trade agreements and support virtually any rate configuration
- » Leverage our EDI solution to transmit data to/from trading partners without any 3rd parties

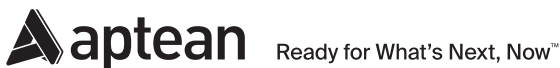


Optimizing your vendor purchases and customer sales is a key step in improving not only your supply chain operation, but also your vendor and customer satisfaction. When you're able to support varied pricing scenarios and trade agreements—and then tie it all together with EDI—you're left with seamless, hassle-free transactions.

- › **Create Orders Faster** – Use the fast order entry functionality to quickly create sales orders with the products you want to promote to specific customers, or send purchase orders to your most-used vendors.
- › **Notify Your Salespeople** – When a particular item is available in the customer item catalog, you can immediately notify a salesperson for quick order processing.
- › **Automatically Process Email Orders** – Using an Excel file, customers can email orders which are automatically processed into sales orders.
- › **Prevent Common Errors** – Register both vendor item numbers and customer item numbers to prevent communication mistakes and incorrect purchase/sales orders.
- › **Leverage Inventory Insights** – View which items can actually be ordered from your vendor while ordering and check your own inventory in real-time to ensure customer orders can be properly processed.
- › **Price Flexibly** – Price mark-ups or discounts per item and item group, customer and customer group, ship-to address and unit of measure; accommodate hierarchical pricing and discount product in dollar amounts.
- › **Equipped With Better Algorithms** – Use the shipment date or requested/promised delivery date as the reference date for price calculations as opposed to relying solely on the order date.
- › **Streamline Your Processes** – Set accrual-based trade agreements that automatically post to the general ledger as standard or expected cost/revenue, which can then be reversed later via an invoice or credit.
- › **Simplify Your EDI** – Our EDI solution seamlessly integrates with our ERP solutions, automatically sending data to and from trading partners without 3rd party intervention.

Are you Ready to Learn More?

Contact Us at info@aptean.com or visit www.aptean.com.



About Aptean

Aptean is one of the world's leading providers of industry-specific software. Our enterprise resource planning and supply chain solutions are uniquely designed to meet the needs of specialized manufacturers and distributors, while our compliance solutions serve specific markets such as finance and life sciences. With both cloud and on-premise deployment options, Aptean's products, services and unmatched expertise help businesses of all sizes, across many industries, to scale and succeed.

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