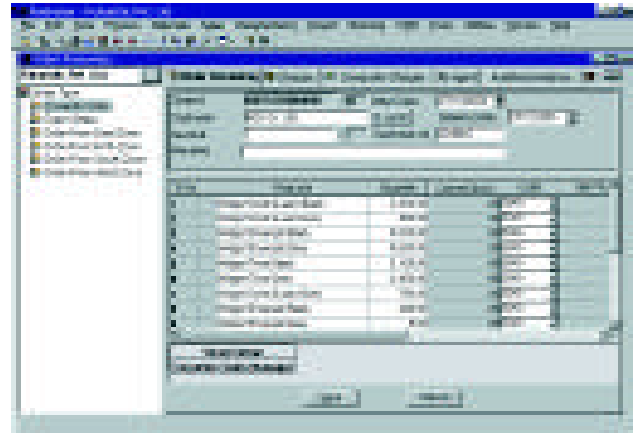




RECKONER SALES AND DISTRIBUTION

Managing its vast customer base, complex pricing strategies, and sales channels and logistics operations is one of the high priority areas for any organization. Reckoner Sales & Distribution helps achieve this goal more effectively by providing online, a plethora of information at a glance.



An organization may encounter different groups of buyers who may exhibit altogether diverse interests and characteristics. Amongst these are the Consumers, the Middlemen (distributors, wholesalers, retailers, and agents) and the Manufacturers. In Reckoner Sales and Distribution, these groups can be defined through a combination of Territory, Customer and Agent Definitions. The system has been designed to provide an effective and efficient Sales & Order Management for all these groups.

Pricing of a Sales Order may be defined as specific or generic, based on either the territory or the customer parameter. Sales Territories are defined hierarchically. Within each territories respective customer details are defined, through which their history can be tracked against orders. The customers can be regrouped on the basis of ABC classification. You can even block and unblock transactions with a particular customer. In case of Dealers and Distributors, credit limits may be defined at the time of appointment.

Reckoner incorporates sales documents such as Request for Quotation (RFQ), Quotation Registration, Sales Order, Delivery Advice, and Invoice.

Sales and Order Processes for varied sales environments like "Make to order" and "Make to stock" can be handled. A "Make to Order" strategy begins with a Sales Enquiry and quotation submission with the pricing & charge scheme specification. The process for a "Make to stock" strategy begins directly with order procurement. Sales Promotion schemes (discounts, free gifts etc.) can be attached with different order types. Once a Sales Order is procured, it can be revised, and is scheduled for delivery.

Stock Availability can be checked at the time of the Sales Order itself. A Delivery Advice is generated based on the Required-by dates. Requisition can be raised to Inventory, for finished goods. When the status of goods in Delivery Advice changes to Dispatched, Material is issued from Inventory and a Gate Pass is issued. Transport information is also maintained in the system. The Invoice also covers the different charges and tax schemes.

In case of Retail Sales, the Invoice is generated directly without any reference documents.

Reckoner Sales and Distribution Management integrates with Reckoner Inventory Management and takes care of actual scheduling for availability of Finished Goods.

Reckoner Sales and Distribution interfaces with Reckoner production planning for preparing the sales plan keeping in view, both the management goals and the Production Plans.

Reckoner Sales & Distribution also constantly interfaces with Reckoner Financials as the Sales Invoice is based on the Sales Order and discounts & taxes, which also result in a Sales Voucher being generated in Reckoner Financials.

During the collection process, Reckoner Sales & Distribution interfaces with Reckoner Receivables. Adjustments are made against Invoice. A Bank Receipt Voucher is generated as & when a collection is made.

Reckoner Sales and Distribution comprises of the following Documents:

Quotation: It can be grouped on specified basis. System tracks new additions and also maintains historical data of earlier quotations.

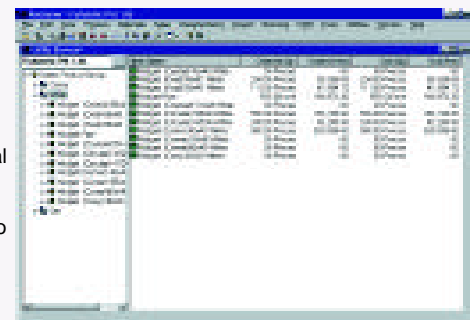
Sales Order: This is a formal document received and stores details about orders such as the customer, quotation and delivery schedule.

Delivery Advice: Prepared with reference of Sales Order and contains specification of Material dispatched.

Invoice: Prepared for customer along with delivery of goods and specifies the amount that is to be paid by the customer for these goods.

Customer Registration: Maintain details of customer's business type, customer history, C.S.T. No., mode of payment, credit limit etc.

Charge Schemes: Can define charges and charge schemes for Finished Goods.



Reckoner Sales and Distribution

Features

Customer Management

- Customer registration with territories and branch offices
- Maintain terms and conditions, credit limits and customer ratings.
- ABC classification of customers.
- Rate contracts for sales can be procured.
- Discounts, volume rebates and special promotion schemes for different group of customers can be defined.

Sales and Distribution Management

- Customer/Dealer Inquiry Information.
- Preparation and revision of Quotation against enquiry reference
- Manages details of territory wise order booking
- Keeps management informed about Agent wise order booking.
- Maintains Transportation details.
- Territory wise collection of payment.
- Application of appropriate pricing scheme in order to calculate all discounts and promotional offers, taxes and levies.

Order Management

- Raising of Delivery Advice against Sales Order.
- Support for single or multiple dispatches against an order
- Maintains delivery due list for a day.
- Dispatch of goods with or without reference to Sales Order
- Monitoring of the dispatch status of goods
- Invoice creation options, both Manual and Batch
- Sales return management.
- Updating Receivables and Customer Ledger.
- Support for partial and subsequent invoices

Pricing

- Definition of Price Calculation Schemes which are applied on Products, Customer and Territory to ascertain their cost
- Defining the sequence in which different charges are applied in any price calculation scheme.
- Supports large degree of complex charges such as VAT, Sales tax etc.
- Allocation of document level charges on individual items
- Account assignment with charges for integration with financial accounting.

Reports

- Forms like RFQ, Quotation, Sales Order, Delivery Advice and Invoice entry are the primary information entered into the Reckoner system. These can also be printed.
- Registers for Sales Order, Dispatch, Invoice etc. give a detailed view for daily transactions at a glance in almost every conceivable requisite format.
- Analysis of Sales related activities is made possible through MIS reports of Agent, Territory, Product Wise order booking and Net Realization Report, Targeted Vs Actual Sales etc.

Standard Reckoner Features

- Online Authorization of Documents
- True Workflow based system.
- In built Mail system.
- Alerts can be set in the system to monitor exception activities or events.
- Ensures people access only the information they need and are authorized to access.

SUB-MODULES & REPORTS LIST

Customer Management

- Customer Details
- Agent Details

Distribution Management

- Territories
- Distribution Channel
- Shipping

Pricing

- Calculation Of MRP
- Account Assignment of Charges
- Discount and Promotion Scheme

Sales Management

- RFQ Registration
- Quotation Registration
- Sales order Receiving

Order Management

- Sales Order
- Delivery Document
- Invoice

Forms

- Request For Quotation
- Quotation Raising
- Sales Order
- Delivery Advice
- Invoice

Entity Browser

- Product Browser
- Territory Browser

Registers

- Quotation Register
- Dispatch Register
- Dispatch Route Register
- Invoice Register

MIS Reports

- Enquiry Report
- Order Booking Report - Territory, Customer, Agent and Product Wise
- Dispatch Due Report - Order wise/ Product Wise
- Net Realization report- Invoice/ Product/ Territory
- Sales Day Book- Product, Quality, Party Wise
- Customer Credit Limit
- Price List
- Customer Wise sales
- Target Vs Actual
- Quoted Vs Actual



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*Specifications are subject to change without notice. Specific functionality as described is available with different configurations of Reckoner.

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