



PROFIT MANAGER

Order Entry / Invoicing / Sales Analysis

Speed—Single Screen Entry

Profit Manager permits entry of any customer related activity (quote, order, direct invoices) through one quick entry process, with flexibility to override information.

Multi-tasking (Flip Screen)

Open up to 99 tasks without closing any one task to do another task. Never back out of screens again.

On-line Searches

Find customers, inventory, manufacturers' cross reference items, and other records via alpha or numeric searches, either partial or full.

Credit Control

Profit Manager will assist in credit control, alerting order entry personnel to credit problems at time of order entry and/or shipping, and provides a highlighted daily list.

Features & Options

Features and Options permits creation of new items on-the-fly. Profit Manager automatically creates a new item, description, bill of materials, and/or router from a simple pick and choose list. Also includes built-in cost roll-up and selling price calculations.

Flexible Pricing

Load price books into Profit Manager. The system provides several methods of price calculation and allows price override at time of entry. Includes pricing by:

- Customer class
- Quantity ordered
- Dollar amount
- Special contract
- Product category

One-Step Invoice/Back Order

A one-step invoice that permits specification of shipped and back-ordered quantities resulting in printing an invoice and creating a back-order from a single entry. This feature reduces the steps involved in counter sales and after-the-fact direct invoicing.

Quoting/Invoice Printing

- Prepare on-line quotes; convert into an order
- Print orders/invoices now or 'batch' to print later.

Commissions

Calculate commissions on net sales, gross sales, or gross profit. Tie commissions to:

- Product line
- Item
- Customer class
- Territory
- Salesperson in Accounts Payable
- Split commissions between two salespeople

Order/Invoice Comments

Enter comments or pull pre-entered comments by alpha search from a file, eliminating duplicate typing. Each comment line may be designated to print or not print on quotes, orders and/or invoices.

Order Bookings Report

Available by date range and by salesperson.

Fillable Orders Report

Identifies shippable orders, resulting from recent inventory receipts, reducing backlog and maximizing revenue. Allows user defined sorting.

Backlog Reporting

Open order information is available through on-line inquiry and/or reporting, providing immediate access to unshipped orders by customer, item or due date.

Sales History

Profit Manager retains **unlimited** sales history for each customer, item, sales territory, salesperson, customer class and product line and permits on-line inquiry anytime, including during order entry.

Serial Control

Order Entry integrates with the optional Serial Control module, linking shipments of serialized items to customers, permitting on-line access to warranty and history for each customer or item.