

ABM

Specialised Sales Order Entry



OVERVIEW

Sales data entry in a high-volume, time critical business is key and anything that reduces the time to enter an order, or the likelihood of making a mistake can result in significant savings.

While many businesses have moved towards an automated process such as e-commerce or EDI systems, many businesses prefer to retain a personal approach, either due to the nature and complexity of their products or as a differentiating factor and means of competitive advantage.

Having key sales information presented to your staff as they are taking orders can result in improved sales revenue.

ABM offers two specialised sales order entry screens, designed for different uses in different businesses. While they are available off-the-shelf, they demonstrate the ability to have ABM tailored to your specific requirements.

BENEFITS

- » Improved data entry speed
- » Improved sales revenue
- » Reduced errors



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INTRODUCING A FULLY INTEGRATED BUSINESS AND ACCOUNTING SOLUTION

PANTRY ORDER LIST

The pantry order list is designed to assist the user when taking an order from a customer over the phone.

The customers pantry list comes up as soon as you select the customer.

All you need to do is go through the list and type in the quantities for this order.

Features include:

- » Tailored data entry screen
- » Add, edit or delete from the pantry list
- » When the order is finished, it is automatically saved in ABM

Code	Description	Status	Pack Size	Qty	Delete	Pack Size	Last Purchase	Qty This Order	Brand	Grade	LP Carton
2003	Acrylic - Fern Green 1L	Active	1L	2	<input type="checkbox"/>	1L	28.89	2			0.00
2005	Acrylic - Bright Green 1L	Active	1L	2	<input type="checkbox"/>	1L	28.89	2			0.00
3003	Paint Additive Adhesive	Active	Litre	7	<input type="checkbox"/>	Litre	21.89	0			0.00
4003A	Airbrush Stein Artflow	Active	Each	1	<input type="checkbox"/>	Each	433.63	0			0.00
5011	Dye D1	Active	Litre	3	<input type="checkbox"/>	Litre	114.67	0			0.00
5012	Dye D2	Active	Litre	3	<input type="checkbox"/>	Litre	117.99	0			0.00
7011	Paintbrush 1/2"	Active	Each	5	<input type="checkbox"/>	Each	2.49	0			0.00
7020	Tray M	Active	Each	10	<input type="checkbox"/>	Each	5.27	5			0.00
7021	Tray L	Active	Each	10	<input type="checkbox"/>	Each	24.66	5			0.00

RECENT SALES

Recent sales allows the user to enter a keyword (or partial keyword) which is used to find products with a matching description, making it easier to find products without knowing lengthy product codes.

Initially it displays only those products which the customer has purchased in the last 6 months, however the user can tick the box to show all matching products.

By doing so they are prompted to ask customers if they require any other products.

Features include:

- » Find recently purchased products easily
- » Has the ability to show all matching products, not just those products purchased in the last 6 months

Product Code	Product Title	Jul	Jun	May	Apr	Mar	Feb
▶ 2005	Acrylic - Bright Green 1L	20	0	50	100	0	0
2006	Acrylic - Deep Green 1L	20	0	0	0	0	0
2001	Acrylic - Emerald Green 1L	10	0	0	0	0	0
2003	Acrylic - Fern Green 1L	20	0	0	0	0	0
2002	Acrylic - Forest Green 1L	10	0	0	0	0	0
2004	Acrylic - Grass Green 1L - LO	20	0	0	0	0	0

Code	Description	Qty	Price	Discount	Ex. GST	GST	Inc. GST
4003A	Airbrush Stein Artflow	2	498.67	0.00	867.25	130.09	997.34
2013.K1	Sample paint kit - 4 colour	4	20.20	0.00	70.26	10.54	80.80
▶ 2005	Acrylic - Bright Green 1L	1	33.22	0.00	28.89	4.33	33.22
					552.09	0.00	966.40
						144.96	1111.36

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