Sage 300 ERP

Order Entry

Count on Sage 300 ERP Order Entry

Sage 300 ERP (formerly Sage ERP Accpac) helps you streamline ordering and shipping processes and provides the information you need to make insightful decisions and better serve your customers while maximizing profitability.
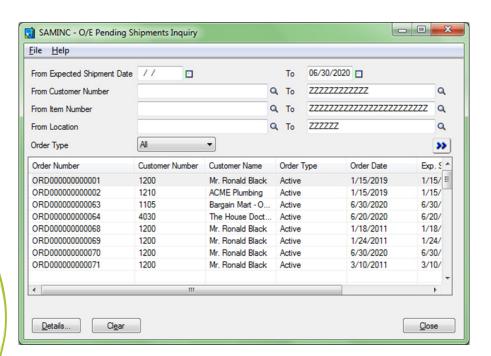
Your Challenge

Your accounting department has big-picture goals—and everyday tasks. It's a balancing act that doesn't always balance out, and they no longer have time to manage a manual ordering process of reentering data into Accounts Receivable. Currently, you may be tracking orders on paper and relying on shop-floor or warehouse staff to let you know what is in stock and what can be shipped today. Accounting is overwhelmed with calls from customers and from internal staff asking questions on shipment status, billing, item availability, and returns. Your business has grown, and it's time to make some changes and introduce a more automated order entry process.

Your Solution

Sage 300 ERP Order Entry gives you the power, flexibility, and control you need to keep your competitive edge. Immediate access to up-to-date inventory and account information empowers your sales team to provide accurate, quick responses. Extensive quote, new order, back order, cancellation, shipment, and prepayment capabilities improve productivity, help you service your customers better, and ultimately boost your bottom line. With the improved insight into stock levels, customer details, and shipping information, you will deliver the right product at the right time, every time. Take better care of your company's most valuable asset—your customer—with the Sage 300 ERP Order Entry module and reap the benefits.

The Bottom Line

With Sage 300 ERP Order Entry, you can better serve your customers—and realize the cost benefits of dramatically streamlined processes.

BENEFITS

Order Control and Management
Simplify the ordering process, saving time, eliminating errors, and facilitating smooth, cost-efficient operations, which keep both management and customers happy.

Accurate Order Processing
Take control of your order processing using data-entry defaults to enter and view customer information quickly, suggest alternate items for out-of-stock items, and check order status instantly.

Seamless Connectivity
Seamlessly connect with other Sage 300 ERP modules to eliminate redundant data entry and automate your workflow. And Sage CRM is included at no additional charge to support a mobile sales team.

Multicurrency Capabilities
Eliminate costly mistakes while transacting business in unlimited currencies with the ability to view and enter orders in your customers' currency.

Comprehensive Reports and Inquiries
Transform your data to gain the insight you need to more effectively manage your business with flexible, customizable reporting.

Empower your order entry staff with vital information when they need it! Order Entry puts critical information at your fingertips, improving customer satisfaction and increasing cross-sell and up-sell opportunities.

sage

Small Investment. Big Return. Peace of Mind.

Discover the Sage 300 ERP technology difference! Get one unified solution on which to build your business—enabling more efficient processing, more productive people, and the ability to gain real insight into your business. Sage 300 ERP ensures your business is built on a solid foundation, providing superior architecture that gives you the power you need today with the flexibility to adapt tomorrow. Reap the rewards of a global reach solution with the breadth of functionality to support multientity and multinational organizations with the local touch needed for your business. Your newfound freedom of choice is supported by a collaborative ecosystem, ensuring success for the life of your business. And of course, with over 30 years of supporting businesses just like yours, Sage technology is proven, reliable, and experienced.

Features

Order Control and Management

Reduce repetitive data entry using historical orders as templates for new orders and standing orders at user-specified cycle dates. Combine customer orders, setting quantities, location, tax status, required date, ship date, and general ledger accounts for each line item. Input multiple ship-to addresses for each bill-to address, as well as different pricing, preferred warehouse, salesperson, territory, and taxation for each location. Take care of your sales staff with options to track sales commissions from each invoice using as many as five commission rates, based on increasing sales amounts for each salesperson, and assign sales proportionally to as many as five salespeople. Save your company valuable time and money with these and other streamlined ordering options.

Accurate Order Processing

Improve customer satisfaction by creating detailed quotes and automatically converting them to new orders that provide a full audit trail, tracking all historical data regarding sales and shipments and maintaining invoice history indefinitely. Include multiple orders on a single shipment and multiple shipments on a single invoice. Utilize flexible multiple pricing schemes, quantity price breaks, and price specials to match complex pricing. Powerful processing features include the ability to look up customer pricing based on customer contract price, item base price, or discounted or marked-up sales prices, converting order units of measure and costs, recording serial/lot information, and the ability to check inventory and credit information while entering an order.

Seamless Connectivity

Order Entry eliminates redundant entry efforts by automatically updating Sage 300 ERP Inventory Control with quantities and costs, Accounts Receivable with invoice and payment information, Bank Services with check receipts, General Ledger with all transaction activity, and Sage CRM with all customer and order information. And best yet, Sage 300 ERP includes a Sage CRM user at no additional cost. Sage CRM ensures your sales, marketing, and customer services resources are being used to maximum effect—even when they are on the road, as mobile functionality is built in. With this fully integrated solution you have access to current inventory and accounts receivable records, so you can make shipping decisions with confidence and operate more efficiently. Seamlessly add customers, process invoices, and check status of inventory items, including on-hand, committed-to-sales, and committed-to-production quantities.

Multicurrency Capabilities

Take control of the global marketplace with robust multicurrency capabilities, including instant conversion of foreign currencies to home currency and vice versa and calculation of gains and losses accrued through currency exchange. Providing orders and invoices in your customers' currency makes it easy and convenient for them to do business with you. Using Order Entry with the Multicurrency Manager module empowers you to transcend many of the operational challenges of global enterprise.

Comprehensive Reports and Inquiries

You can easily monitor review and reprint customer invoice and credit note transactions, orders, invoices, and credit notes by primary salesperson. In addition, you can easily print packing slips, order confirmation, and invoices for selected orders. Extensive reporting and inquiry capabilities provide the insights you need to provide the best possible price to your customers and ensure the best possible delivery date. Easily accessible information equips your sales team with the big-picture insights into which items they should cross-sell or up-sell to their customers. Standard report samples: Aged Orders, Order Action, Posting Journal, Sales History, Sales Statistics, and more.