



# Sage PFW ERP

## Order Entry Pro

Ultimately, customer satisfaction defines success in the competitive process manufacturing industry. From initial contact to product delivery, your customer relationships depend upon each step of the sales cycle being handled accurately and efficiently. Sage PFW ERP provides comprehensive, highly flexible tools for strategic planning and handling of crucial tasks. Powerful and precise capabilities help you efficiently manage your ordering processes, allowing you to lower costs, expedite deliveries, and improve your customer satisfaction. Take better care of your company's most valuable asset—your customer—with the Sage PFW Order Entry Pro module and reap the benefits.

Capitalize on extensive quote, new order, back order, cancellation, shipment, and prepayment capabilities that improve order tracking and productivity. Price tables, contract pricing, and other sophisticated options allow you to adjust your prices easily to accommodate virtually any pricing specification. At the same time, flexible sales, inventory, and split commission calculations enable you to provide desirable incentives that can propel sales. Powerful features, such as immediate access to up-to-date inventory and account information allow your employees to provide accurate and quick responses, taking customer service to an elevated level.

Sage PFW is developed to meet the needs of your business, providing fast, dependable, customizable order entry and data security. Unlike the majority of manufacturing software, Sage PFW is the only software of its kind that was developed specifically to address the unique challenges of process manufacturing. Its complete solution of powerful financial and process manufacturing modules provide specifically targeted capabilities to boost production, maximize profits, and increase efficiency in your supply chain.

Line	Item Key	Q	Local	Qty Desc	Qty Item	Unit	Unit Price	Unit	Disc Pct	Tax	Account Number
1	REDONPRM 95 Gr 95 FGLD	1.000		1.000 EAC	1.250	00	EAC	25.00	CALA	4110-1000-000	DG/I
2	IN	3.000		3.000	0.000			0.00			
3	APR FLAVOR ONE AP FGLD	2.000		2.000 EAC	12.00		EAC	0.00	CALA	4110-1000-000	DG/I
4	EU2048WH-1 EN SLBC	5.000		5.000 EAC	360.00		EAC	0.00	CALA	4110-1000-000	DG/I
5	FFLSTFRK ONE G OR SLBC	1.000		1.000 GAL	15.00		GAL	0.00	CALA	4110-1000-000	DG/I
6	THRD1DE TH SLBC	3.000		3.000 LB	0.00		LB	0.00	CALA	4110-1000-000	DG/I

  

Line Item Totals	Order Totals
Extended	15.00
Discount	0.00
Sub Total	2,726.50
Tax	1.16
Tax On Tot/Price Incl Tax	293.31
Freight	0.00
Net	16.16
Order	2,937.81
Qty On Hand	0.000
Qty Available	0.000

### CUSTOMIZATION

Save time and resources with customizable features that allow you to tailor your system to your unique business requirements today and easily adapt to changes in the future.

### MULTICURRENCY CAPABILITIES

Extend the reach of your business into the global marketplace. Extensive multicurrency capabilities provide the functionality you need to capitalize on international opportunities.

### ACCESS BUSINESS CRITICAL INFORMATION

Quick and easy access to vital information empowers your employees to respond confidently to customer inquiries—enhancing productivity and customer satisfaction.

### STREAMLINED INTEGRATION

Eliminate redundant data entry and automate your workflow process, as Order Entry Pro provides a comprehensive, fully integrated system that streamlines order management.

### AUTOMATED EFFICIENCY

Extensive automatic features simplify the ordering process, saving time, eliminating errors, and facilitating smooth, cost-efficient operations.

### ACCURATE ORDER PROCESSING

Take control of your order processing using default data entry fields to quickly enter and view customer information, suggest alternate items for out of stock inventory, and instantly check order and shipment status.

### INSIGHTFUL REPORTS AND DRILL-DOWN CAPABILITIES

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



**Customization**

Increase efficiency and productivity by effectively processing information according to your unique business requirements. Exclusive customization templates enable you to remove, rename, require or prevent entry, and set minimum/maximum numeric ranges for any data entry field. Additionally, you can hide entire screen tabs that are not required in your business and even create your own field-level help. The result culminates in a system tailored for maximum functionality and efficiency, ensuring usability and reducing training requirements—in short, an order entry solution that contributes to the success of your company!

**Multicurrency Capabilities**

Expand your business into the international marketplace and take advantage of the opportunities in the global economy. Order Entry Pro makes it easy and convenient for your international customers to do business with you by providing orders and invoices in their currency. In fact, you can enter transactions in virtually any currency and the proper exchange rate is automatically applied as they are processed—eliminating manual computations and ensuring accuracy. The general ledger is automatically adjusted to reflect gain or loss due to currency fluctuation. Integration with the Multicurrency Manager module empowers you to tap into the global economy and set your profits soaring.

**Access Business  
Critical Information**

Boost your customer satisfaction, up-sell and cross-sell items, and increase productivity by providing your employees quick and easy access to critical information. Universal Notes and Attachments functionality allows your salespeople to provide valuable information to your customers at the point of sale and much more. Further improve your responsiveness to inquiries utilizing instant access to the vital sales history, contract, and production information you need without ever leaving your order entry screen. Just click to view customer and alternate items, lead times, quantity breaks, contract prices, sales history and more. Sage PFW has powerful capabilities take the guesswork out of your customer inquiries—ensuring confident business interactions.

**Streamlined Integration**

Make shipping decisions with confidence and operate more efficiently. With this fully integrated solution, you can seamlessly add customers, process invoices, and check status of inventory items—including on-hand, committed-to-sale, and committed-to-production quantities. In addition, Order Entry Pro eliminates redundant entry efforts by automatically updating Accounts Receivable with invoice and payment information, Inventory Pro with quantities and costs, Bank Book with check receipts, and the General Ledger with all transaction activity. Minimize data entry and maximize productivity by taking advantage of the synergy Order Entry Pro brings to your other Sage PFW modules.

**Automated Efficiency**

Strategically motivate your sales team by maintaining flexible commission incentives for up to ten levels of either total sales or gross profit. In addition for fast sales of surplus, seasonal, or other special items, inventory commissions can be set up for user-defined items and time periods. Increased order volume can be quickly processed utilizing historical orders as templates for new orders and by recurring orders at user-specified cycle dates. Additional time-saving features allow you to combine orders by setting quantities, location, tax status, required date, ship date, and general ledger accounts for each line item. These and other streamlined ordering options, such as multiple ship-to addresses per customer, will save your company valuable time and money.

**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. With its complete flexibility and powerful options, Order Entry Pro puts you in total control of pricing. In addition to multiple pricing schemes, quantity price breaks and price specials that match complex pricing requirements, you can also take advantage of special customer contract pricing. Robust processing features include immediate data validation using visual red-flag alerts, automatically assigning order numbers using a userdefined numbering convention, converting order units of measure and costs, tracking of lot, bin, and SSCC details, and the ability to check inventory and credit information while entering an order. This built-in flexibility delivers maximum functionality, and you'll quickly realize the benefit in your bottom line.

**Insightful Reports and  
Drill-Down Capabilities**

Effectively managing sales means making decisions based on the most up-to-date business intelligence. Order Entry Pro provides critical information on order status, inventory, commitments, shipping status, and invoice history. Further explore your data using Financial Explorer to perform comprehensive inquiries and drill downs from anywhere in the system. Sage PFW Order Entry Pro empowers you to analyze trends for those big picture insights that help you to boost your bottom line and plan more effectively for your company's future.