

Quotes

- Remote entry by salesperson/customer via Internet
- Unapproved quotes are electronically routed for approval
- Approvals subject to an online check of the customer's credit balance
- Email approved quotes directly to your customers
- Lost business analysis
- Easily create new quotes from prior quotes/orders

Orders

- Unlimited shipping locations per customer
- Sales agent and salesperson commissions
- Flexible price structure by item, customer, customer group, territory, quantity, etc.
- Multiple currencies
- Customer discounts and line item discounts
- Automatic credit limit checking
- Email order acknowledgements directly to your customers
- Multiple payment methods including check, wire, letter of credit, bank draft, and credit cards
- Capture required customer deposits and track deposits received prior to shipping
- Capture all freight expense, both direct and indirect
- Extensive product catalog including supplier catalogs available online
- Easily capture all related expenses such as customs, duties, special handling, and packaging
- Online review of profit margins by item and for the order before order is approved
- Scoreboard tracks open orders prioritized by date and/or amount and/or priority

Logistics

- Automatically create purchase orders for items not stocked for a sales order
- Ability to reserve inventory to meet the requirements of a sales order
- Purchase Order Scoreboard tracks open purchase orders required to complete shipments by a required date
- Complete notes module documents all communications with your vendors/customers about open orders
- Schedule shipments using freight forwarders, consignees, or other third parties
- Pre-print all required forms for shipping including customs documents, pick lists, bills of lading, and shipping advice
- Schedule multiple freight pickups at either vendor locations or your warehouses

Shipments/Invoicing

- Easily enter actual quantities shipped against scheduled shipments
- Easily record all freight information following the shipment
- Automatically close incomplete orders or create backorders when shipping
- Easily add miscellaneous charges during or following shipment
- Email shipping notification to your customers
- Automatically interface invoices to EmpowerAR upon completion of shipper
- Create and track return merchandise authorizations
- Automatically create credit memos for RMAs received

Sales Analysis

- Gross sales and margins by customer, item, territory, salesperson, agent, or commodity over any period of time
- Complete profit/loss statement for each order including expenses paid by EmpowerAP related to the order

SO Sales Orders Features Checklist

Inquiries

- Inquiries put information at your fingertips.
EmpowerSO provides inquiries for:
 - Open Quotes
 - Quote History
 - Open Orders
 - Order History
 - Order PO/Inventory Status
 - Shipments Scheduled
 - Shipment History
 - Invoice/Credit Memo Status
 - Customer Aging
 - Delinquent Customer Collections
 - Customer Communications

Additional Features

- Multiple companies
- Multiple currencies with automatic gain/loss calculations
- Secure access via username and password
- Intuitive navigation
- Establish menus/navigation by job task or by user
- User preferences establish business rules for processing

Client Server Technology

- Open system architecture
- Multiple DBMS support for Oracle®, Microsoft SQLServer®, Sybase® and SQLAnywhere®
- Client support for WindowsNT®, Window 3.x® or Windows95®

Service and Support

- Onsite installation
- Onsite training
- Custom programming
- Source code
- Annual maintenance
- Software enhancement lists
- User conferences

For more information contact:

EmpowerFinancials™, 305 E. Eisenhower #318, Ann Arbor, MI 48108 | phone: (734) 747-9393 | fax: (734) 747-9393