



# Sales Order Processing

## Automatic updating

Automate the handling of your sales with Opera 3 Sales Order Processing. Because it integrates with both Sales Ledger and Stock Control as sales documents are generated, customers' trading terms, discount entitlements and credit limits are checked and any special prices they are entitled to are applied. And as a document is progressed from a pro forma or order to an invoice, stock is automatically updated.

## Added efficiency

Opera 3 Sales Order Processing saves you time and money as all documents generated by the system can be e-mailed to customers either individually or in batch. And, using the Opera 3 Scheduler, you can save even more time and minimise disruption to normal processing by scheduling repeat invoices to run in a batch outside office hours.

## Greater control over the entire process

Identifying overdue accounts is simple, and profit margin per sale is determined by making price and profit calculations when entering an order. Stock can be allocated to customer orders at the time of order input or, for added flexibility and control, by customer priority, product, warehouse, delivery route or due date.

- Global price list update
- Produce documents, quotes, pro formas, orders, deliveries, invoices and credit notes
- Unlimited memo pad per order, order line with date stamp and cut-and-paste
- Consolidation of multiple orders/deliveries to invoices
- Price discount matrix, price lists, foreign currency price lists and promotional pricing
- Raise purchase orders or works orders directly from sales orders
- Cash Account processing
- Euro values can be displayed on all Sales Order Processing documents
- Stock updated at delivery or invoicing
- Allocation control
- Contract documents (repeat invoices)
- E-mail profile integration (manual or batch)
- Integration with Sales Ledger, Purchase Order Processing, Stock Control, Costing, Cashbook, Bill of Materials and CRM

