SALES

The CASYMIR Sales Modules support all marketing and sales services. You can also integrate electronic cash desks and e-commerce. The CASYMIR Sales area includes the following functions:

- Orders and offers
- Direct sales, cash desk
- Sales budgeting
- Expense calculation

Orders and offers

The Order Module helps administrate and settle projects and customer orders.

The most important advantages at a glance:

- Fully integrated into the CASYMIR system
- Monitored invoice handling
- Schedule management
- Article, batch and serial numbers
- Direct access to stock administration
- Supports foreign languages
- Supports foreign currencies
- Supports offers

CASYMIR order management is suitable for trading and production companies from various sectors. It provides special support for the following areas:

- The food area for processing the sales of standard and customized products
- The chemical and pharmaceutical industry for tracing product batches
- The trading sector through the administration of parcelled cargo with serial numbers
- The service sector through integration of time recording and cost allocation
- The plant and machinery business for the processing of single and serial production

Order administration has been designed for use in middle-sized businesses. It can optimise the cooperation between staff through workflow management functions, thus positively impacting the timely implementation of projects. Its easy operation, high data integrity and full integration into the CASYMIR system help avoid errors in order processing. Full traceability of all mutations and exact historisation of all order-related incidents are a pre-requisite for an ISO-conform order management. Numerous evaluation possibilities and available to

controlling enable to overview the company's situation at any time, substantiate it by quantitative data, and provide the necessary information for medium and long-term planning.

Order notion

A modern system differentiates between customer orders and various other order and project times. E.g., internal production, customer service, development, servicing, maintenance, investments and absences can be modelled as orders in the system. This extension of the order notion creates a calculation unit compatible with preliminary and post-calculation which can be integrated into the medium-term planning of a company.

Starting from its registration, the order goes though different states, e.g. registered, processed, completely or partially delivered, completely or partially charged, closed externally and internally, settled. Afterwards, the order is removed from the list of current orders. It is still available for the retrieval of details, calculation, evaluation and reproduction, but locked for changes. The «life span» of an order can be between a couple of minutes and several years.

Item types

An order consists of a free number of items that can be added as required. An order item is the smallest available calculation item in the system. Besides free text, a position can also have references to the article master, which contains more information about the

article. If the article is stocked, it can be reserved for an order. The article can have its own structure and be composed of other articles though bills of material or recipes. During the registration of the order, the user can get an overview of the current stock situation at any time.

Further indications such as e.g. packaging, discounts, taxation and cost units complete the item position in order to allow pricing though a price list stored in the system. The system also supports customer-specific, package-based graduated price lists, which can be supplemented by different possibilities of multi-stage discounting.

Through coupling with the merchandise management system, an article reservation can trigger an order management operation, informing the responsible staff member about the pending delivery upon stock receipt of the corresponding article. Procedures of this type are freely configurable by the user though option workflow extensions in the system.

An order can include items with different VAT rates. For this case, a VAT recapitulation can be configured in printed documents, in which the sums per rate are rendered. If the expense registration is configured, there is also a recapitulation of the charged transportation expenses. Though discount recapitulation, complex discount constellation can be clearly represented.

Invoicing

A controlled invoice handling systems allows to link billings directly to accounting. After a one-time configuration, posting is automatic, meaning that the person handling the order does not need any accounting skills. Billing can be item-related, partial or total. It is also possible to bill the order without referring to items in free division. As the order, the invoice goes through different stages, e.g. registered, delivered, billed, approved, posted, settled. The approved invoices are transferred to debtor accounting at the push of a button. As soon as an invoice is posted, all the underlying data are locked for changes.

Integrated scheduling

Order scheduling allows interlink a series of dates to the persons responsible and the pending order. Thanks to this scheduling, an overview on the status of current orders within a department is always available.

The number of dates assigned to an order can be configured freely. For example, it is possible to specify to the minute the production, placement, shipping and the delivery of goods.

Foreign currencies and languages

CASYMIR Order Processing supports foreign currencies and can generate all external documents in the language of the customer. It is also possible to process the order in the language of the customer concerned, although this is usually done in the language of the own staff member. Language support even includes the possibility to register customer-specific designations in foreign languages, which then apply in a differentiated way according to the contact, delivery or invoice address.

Integration

Integration into the CASYMIR system takes place on different levels. The individual CASYMIR modules are all based on the same master data, thus avoiding duplications in data entry. But integration also occurs in a conceptional way, meaning that customer relations, marketing, contact management, offers, sales, deliveries, invoicing, follow-up and customer service all use the same application.

Cross-references from one CASYMIR module to another allow quick and transparent information procurement during day-to-day work with the system. To mention only an example: A speciality of CASYMIR is the possibility to configure cost allocation in a way that a person's working hours are directly allocated to a customer order as chargeable time. This ensures the complete allocation and coordination of working time and invoiced time. Simultaneously, staff times can be used directly by payroll accounting for hourly wages.

Evaluations

All documents are generated by CASYMIR based on the registred order data. The content and layout of the order documents are customized to the company-specific upon installation of the system.

Statistics

A series of sophisticated statistical analyses (incoming orders, turnover, inventory, contribution margin, preliminary and post-calculation) show whether an evaluation is possible and which type of the many evaluation types fits your informational needs best.

Evaluations can be selected and grouped by different dimensions (sectors, article properties, areas, representatives), also on the basis of freely definable article and company attributes.

Graduated price lists per customer

Price lists

The system can register any number of price lists for any sales item and every client. Each price list has a designation and an unlimited number of versions applicable from a certain date (or disabled after the expiry of time limited offers). Price lists are per article. They contain the following information:

- Price per basic unit, per packaging unit, per kg
- Graduation per packaging unit, per basic unit, per kg, per step
- Indication on discount

For each customer, a price list to be applied for order processing and pricing can be indicated in the master data base, considering the article, the quantity sold, the order date, the currency and the tenant. It supports any number of cash desks at an any number of sites and the corresponding local currencies. The managing of cash desks is coupled to users and there authorization, which makes the Cash Desk Module multi-client capable, as CASYMIR in general.

Specially suitable for:

- Factory outlets
- Internal sales

Sales Budgeting

The Sales Budgeting Module refines budgeting possibilities in the sales area.

Existing master and transaction data can be used in flexible way and thus contribute to an improved corporate planning.

The planning structure of Sales budgeting is identical to that of purchase budgeting. It draws on data from the debtor master, the orders, offers and articles. It monitors the process from sales to turnover (amount) and serves as a basis for medium-term production planning (quantities, deadlines).

- Sales budgeting helps monitor tendencies and supports prognostics
- Tabular and graphical analysis through freely definable lists
- Continuous adaptability in the budgeting process until entry deadline
- Budget controlling or blocking through the system's rights and period administration

Three dimensions are available for evaluations.

1st dimension: geography

Budgeting per customer (e.g. according to geographic criteria) and concentration e.g. on:

- Countries
- Continents
- Communities of states
- Economic spaces

2nd dimension: time

Budgeting in time:

- yearly
- monthly in order to consider seasonal fluctuations

3rd dimension: product

Budgeting of products concentrating e.g. on:

- groups
- divisions
- classes
- categories

Budgeting in the given dimensions relates to sales volumes (in basic units or package) and turnover (in key currency). Budget amounts can be derived using existing price lists. Foreign currency amounts can be calculated based on a special prospective budget exchange rate.

The three dimensions can also be combined, thus allowing to focus on particular aspects of planning.

The ZOOM effect present in all CASYMIR modules allows focussing from rough planning down to single details.

Quotas

Supply quotas as known in the pharmaceutical industry can be deposited and evaluated through special entries in Sales budgeting. Article quotas are monitored through other CASYMIR modules (e.g. Sample dispatch)

Interfaces

- Order import from EDI (EDIFACT ORDERS)
- Order import from agency interface
- Order import from other data sources on request
- Export of order and invoice data to EDI (EDIFACT DESADV, INVOIC)
- Export of customs data via Forwarding Module