

Department Wise ERP Role:

Sales

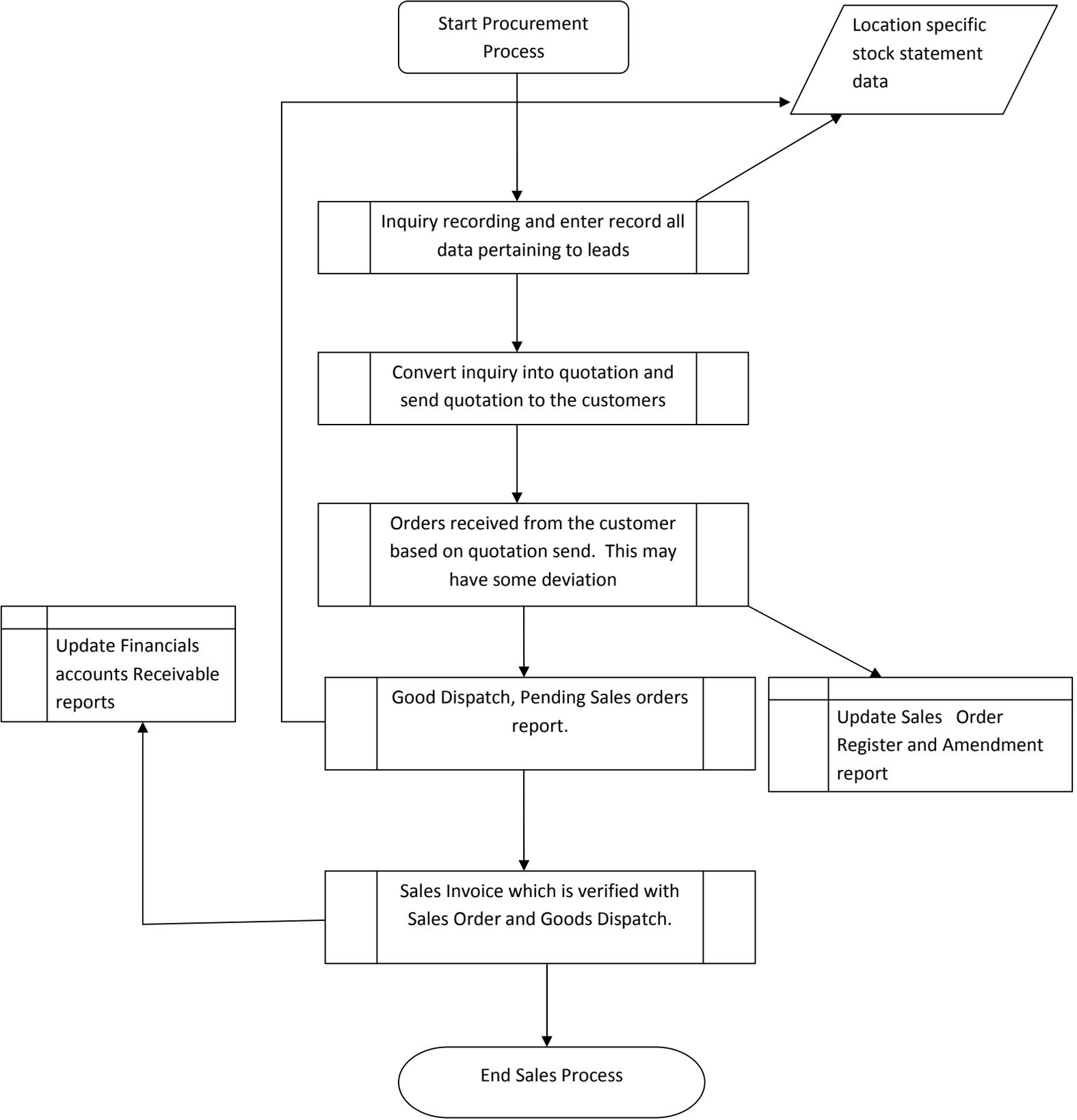
ERP helps sales department largely. A successful ERP implementation is capable of the keeping systematic information and leads and sales related data and ensure maximum productivity from sales department. The system generate historical reports, forecasting based on past records and can deliver a lot of management informative data which can enable management to get information on key sales parameters.

Advantage ERP

- Get information of key parameters like
- Best Performing sales person.
- Best marketing activity.
- Fast selling products.
- Product wise profitability.
- Customer-wise profitability.
- Area wise sales.
- Outstanding analysis.
- Ageing and forward Ageing information.
- Tax wise sales and other statutory information.
- Inquiries to sales conversion ratio.
- Lead turnover time.
- Marketing costs per sale.
- Excise and Sales related registers on all parameters defined by user.

The sales process is handled in following stages.

- **Stage I** : Set area-wise sales team, enter leads information, follow up date details product information along with all other information like contact person information, decision make data etc. The system has facility to update lead information and keeping a track of each follow up and sales progression data of a prospect.
- **Stage II** : Once the inquiry data is entered into the system. A quotation is send to the customer. There may be multiple revisions in the quotations which are approved and amendment tracking is maintained by Evolve.
- **Stage III** : Successful conversion of quotation into sales order. Once the order us received the goods are to be dispatched. This is validated against quotation and you have reports all quotations, pending quotations, pending deliveries, etc.
- **Stage IV** : An invoice is prepared based on sales order, and it can pick up all information from the sales order. This gives an advantage the introspect the entire transaction before a sales transaction is executed, This entire process can be handled online and in real time from across the location. Once the sales invoice is updated the accounts receivable is updated and inventory levels go down as material are dispatched.



Start Procurement Process

Location specific stock statement data

Inquiry recording and enter record all data pertaining to leads

Convert inquiry into quotation and send quotation to the customers

Orders received from the customer based on quotation send. This may have some deviation

Update Financials accounts Receivable reports

Good Dispatch, Pending Sales orders report.

Update Sales Order Register and Amendment report

Sales Invoice which is verified with Sales Order and Goods Dispatch.

End Sales Process