

DATA SHEET

# Infor SunSystems Sales Order Management

---

## Take complete control of your sales, purchasing, and inventory management

Infor SunSystems® provides full sales order management through its sales module, which delivers complete functionality for sales invoicing, sales management, and sales quotations. In addition, Infor® SunSystems allows you to create product profiles to deliver profiling specifically for customers, along with advanced pricing.

The solution ensures that organizations can streamline the sales, order, and distribution operations, in order to deliver high levels of customer service.

The sales module is comprised of sales order entry, acknowledgements, packing slips, dispatch documents, and invoicing. It includes flexible sales cycles, numerous user-defined analysis codes, and extensive user-defined value calculations. The module also features real-time updating of the financial ledger.

## Support your digital transformation

- Infor OS serves as the underlying technology platform of Infor SunSystems—ensuring that systems work seamlessly together
- With a modern, conversational user experience, the sales order module is more intelligent, intuitive, and delivers greater value
- The solution is cloud-enabled to react quickly to ever-evolving industry and market changes

## Sales order entry

- Review order details with full revision history using entry amendment
- Convert quotes into orders using the quotation system, update the inventory balance with sales orders and credit notes, and create online inventory inquiries
- Take advantage of an unlimited number of definable sales order types
- Create standard, scheduled, blanket/contract, and back-to-back orders; create scheduled invoice payments based on payment rules
- Perform credit checking and credit warnings, and set overdue limits
- Set up credit approval and tolerance checking
- Make credit approvals based on security

## Sales order processing

- Sequence or eliminate various sales stages to match business needs
- Create user-defined views and extensive drill-paths to associated information
- Facilitate easy access to sales procedures for printing or converting quotations; or printing acknowledgements and invoices
- Avoid arbitrage differences between currencies that can occur from successive conversions with a flexible conversion process
- Hold invoices in their actual value according to the time they were created at a user-defined rate in up to three currencies

## Customer management

- Utilize a flexible system for maintaining a wide range of customer details
- Store multiple addresses per customer—each with definable characteristics, such as minimum sales order value or default dispatch warehouse

## Advanced pricing

The price book is capable of product or service pricing when the prices need to be determined by a number of factors, such as timeframe, region, or discount codes.

## Pricing management

- Take advantage of sophisticated and flexible pricing capabilities for structured price bands
- Create a price book hierarchy of up to 10 levels for complex requirements
- Set user-updateable selling prices

## Call-off statements for blanket orders

### Credit management

- Take action on processes for orders on credit hold with reviewing and monitoring
- Report on patterns of credit usage with automated credit-limit-exceeded warning at order-entry stage
- Review payment monitoring to highlight changes in patterns

### Reporting on sales

- Create standard reports on customer listings, order statuses, and sales listings
- Base sales analysis on item, location, address, and analysis codes
- Build user-defined reports on quotations, orders, credit notes, and invoices
- Set up margin analysis based on costs captured at order entry.
- Perform quotation analysis, such as quotes converted to orders or cancellation reasons
- Produce performance reports for deliveries, quantities, and pricing
- Assemble statistical declaration for EU VAT reporting
- Generate simple and rapid reporting in any combination of currencies

## Integration

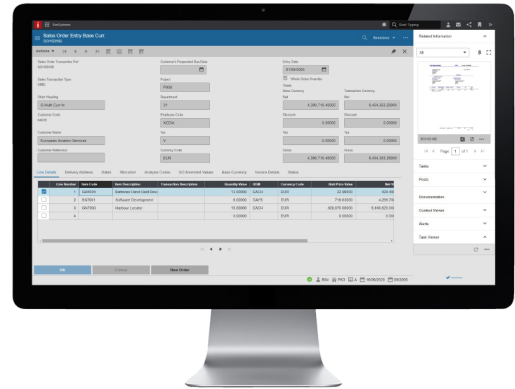
- Create custom workflows and alerts via Infor OS integration
- Export sales orders from other systems using XML
- Export sales transactions to allow manipulation
- Allow orders to be mapped to the ledger with integrated processing
- Leverage integrated mobile functionality

## Complete business processes control

With Infor SunSystems, you can configure and control the complete business process for receiving and processing customer sales orders—regardless of receipt method—from invoice generation and revenue recognition.

## Complementary solutions

- [Infor SunSystems eBook](#)
- [Infor SunSystems Purchasing overview](#)
- [Infor SunSystems Inventory overview](#)
- [Infor SunSystems Query and Analysis overview](#)



Sales order entry showing integration with Infor Document Management.



Copyright© 2020 Infor. All rights reserved. The word and design marks set forth herein are trademarks and/or registered trademarks of Infor and/or related affiliates and subsidiaries. All other trademarks listed herein are the property of their respective owners. [www.infor.com](http://www.infor.com).

Infor House, 1 Lakeside Road, Farnborough, Hampshire, GU14 6XP, [www.infor.co.uk](http://www.infor.co.uk)

INF-2358408-en-GB-0720-1



[www.llpgroup.com](http://www.llpgroup.com)  
[contact@llpgroup.com](mailto:contact@llpgroup.com)