

Sales and Distribution

Matrix Sales and Distribution handles Sales Order Processing, Warehouse Management, Invoicing and Despatch, Transportation Management. It is a boon to organisations that need to get a well co-ordinated sales and distributions network.

→ Matrix Sales and Distribution is integrated with the following Matrix modules

- a. Matrix Production
- b. Matrix Inventory
- c. Matrix Financials
- d. Matrix Exports

→ Objectives and Advantages

- a. Automate Sales Order Processing and keep track of the status of orders
- b. Maintain records of goods in various warehouses and process movement within the warehouses
- c. Invoicing in keeping in mind the rate and credit policies of the customers
- d. Keep track of mode of product delivery to customers and keep track of delivery schedules
- e. Create sales forecast

→ The Matrix Edge: Features and Highlights

- A **Sales Orders processing system** handles the diverse and complex requirements. Orders can be split into date-wise delivery schedules. Pricelist/rates can be maintained for various parameters such as distributors, customers, areas, salesmen, items, delivery dates and more. The pending status of orders is also maintained.
- Preparation of the **despatch plan** on the basis of pending orders and available stock.
- **Logistics Planning** to timely delivery of products to various locations and arrangement of transportation as per despatch plan.
- Maintaining the sales targets for **Salesmen**, Brokers, Commission Agents, including the sales performance with details of area, outstandings, etc.
- Maintaining **packaging and storage** location information of items produced through the warehousing module. Consequently packing list is easily generated for despatching purpose.
- At the time of invoicing, the package numbers can be picked up from the warehousing module, if required if packaging is being done in this way. The **invoice** is then prepared on the basis of the packing list.
- **Bar coding** at various levels of packaging and despatch as well.
- **Sales Tax Forms Received** can be entered in the system. Besides this reminder letter and reports relating to pending forms for various kinds of forms can be obtained. **WayBill** is also being tracked by the system.

- The Sales and Distribution system is closely integrated with the **Production and Production Planning** module.
- The **Sales Order Amendment** allows for modifications in orders which have not been despatched. In a factory, the Branch Indent serves the function of Sales Order.
- Allows the user to track Sales Returns, Discounts, Free Items. Product wise **sales targets** can be set up for various categories like, salesmen, areas and more. Variances with various sales targets can be calculated.
- Extensive **Sales Analysis** for products or even groups of products. Monthly comparisons with previous and this years can current years' sales can be analysed.

→ **The Key functions: extensive and intuitive**

- Enquiry
- Quotation
- Sales Order
- Sales Order Amendment
- Delivery Order
- Challan/ Despatch document
- Sales Invoice
- Excise Invoice
- Credit Notes
- Debit Notes