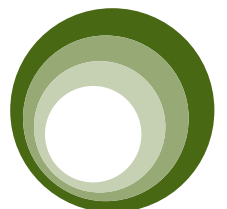


# **sales order** processing

recalibrate your  
profitability



**integreater**  
production control





# sales order processing

## The Problem

Sales order processing is one of the most critical functions that a food processing business has to undertake. Unfortunately, a lack of integration between systems across the business makes it difficult to communicate, receive, complete and invoice on orders.

Some of the most common problems include configuration to individual customer variants, as well as with other systems, software and sites. Errors made during order changes and duplicated manual entry can also be problematic, as can configuration to the requirements of automated entry (EDI).

## The Solution

In order to improve efficiency, our SOP application has been designed to interface with other **Integreater®** modules and third party software.

SOP is easy to use and can be customised to meet your needs. It is versatile and extensive - providing you with the information you need, when you need it. The solution incorporates many time and cost saving features to help you create and process your sales orders with ease and accuracy. For added flexibility, our SOP software can also integrate with your preferred accounting system.

## The Result

SOP provides real time understanding and control of order receipts. The pricing of products can be managed generically, or by customer. For organisations with multiple production facilities, **Integreater®** can provide order splitting functionality. It uses the master order to manage individual product orders to the appropriate production sites. The solution can also be automated for EDI receipts

Tracker reporting tools make order scheduling and availability visible in real time. These can be complimented with printed picking sheets if required. The system will consolidate processed order data, so that service levels and sales analysis can be reported by selectable criteria. Alternatively, results may be exported to third party reporting tools.



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## Major Benefits

- price history
- despatch consolidation
- full amendment history
- sales analysis reporting
- custom data views
- picking sheets
- easy to use interface
- EDI order processing
- sales schedule
- back orders
- sales order templates
- data export to accounts
- order/despatch /invoice drill-down
- stock/non-stock item handling
- customer or generic pricing

## EDI Order Processing

If you are dealing with large retailers and high volumes, you will probably have the opportunity to receive orders and send invoices electronically. Please see below for some of the key benefits of EDI\*:

- EDI orders are automatically created, there is no need for manual data entry. This improves accuracy and efficiency.
- Automated systems can send data at any time of the day or night. This means that orders can be on the system when your production crew arrives.

If you are already exchanging information via EDI, we can incorporate your existing data streams into our system. We have many years of experience providing EDI interfaces between businesses, including **Tesco, J. Sainsbury** and **Wal-Mart**.

\* EDI = Electronic Data Interchange. The transfer of standard business documents from one company to another using computers.

## What is a Tracker?

A tracker is a web-based tool which allows operators to view data from anywhere using an internet connection. Please see below for some of the benefits of this feature:

- can be used to review business performance when away from site.
- provides real time updates for complete visibility.
- most information is available on one screen for easy access.
- data can be exported to Microsoft Excel

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food productivity systems



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