Enhance Your Business in the Cloud: What is missing in your cloud solution?

GLOVIA OM is a fully integrated environment for processing orders and managing goods and materials. The lifeblood of every business is the sale and distribution of its products. At the heart of this process is the sales order system. GLOVIA OM Sales Orders provide a fully integrated online environment for entering and processing sales orders, as well as managing the physical distribution of goods and consigned inventory.

### Inventory

Sales Orders provide visibility into all inventory locations, with instant access to on-hand quantities, reserve inventory, and other pertinent information. Sales Orders enable you to quote accurate delivery dates and check the customer credit status before completing the order.

### Customer Profile

Sales Orders provide critical customer profile information for order entry, product distribution, and billing. This information can control credit status and policies, payment terms, and carrier and freight handling procedures. GLOVIA OM also maintains customer information by location, which allows the establishment of unique bill-to and ship-to locations.

### Flexible Pricing and Discounting

Sales Orders support pricing based on various list prices and discounting structures captured in price books. Additionally, you can apply discounts to the order, line items, value-added services, or shipping charges. These discounts can be added manually, or grouped as a promotion, with effective dates, amount, and volume thresholds.

### Consigned Inventory

Sales Orders support consigned inventory replenishment strategies. The module allows you to ship inventory to consigned customer locations as well as manage warehouse transfer orders. Used with GLOVIA OM Customer Portal, Sales Orders provide customers with visibility into all consigned inventory, their consumption history, and shipment status.

### Multinational Support

The solution enables you to enter orders in other currency to support global businesses. It automatically converts orders into your “home” currency for financial reporting, taking into account effective rates and fluctuation in exchange rates. In addition, it also supports different types of taxation such as VAT, sales, excise and usage tax.
Extend the Salesforce Platform with Sales Order Management

Benefits

- Improve sales execution
- Increase sales visibility
- Single sales execution process for all source of demand
- Accurate, reliable order commitments
- Increase sales by utilizing up sell, cross sell guided selling
- Shorten sales cycle
- Improve customer order information by providing detailed customer information
- Improve fulfillment process
- Inventory accuracy with visibility
- Flexible single process for warehouse operations
- Reduce fulfillment cycle time, cost
- Identify bottlenecks and problems

Key Features

- Supports the creation of sales quotes
- Supports the conversion of a sales quote to sales order
- Supports the creation of PDF document for sales quote, sales order, fulfillment and invoice
- Ability to support multiple methods of product and service entry on a sales quote and sales order
- Supports item cross reference
- Supports item bundling (e.g. kits)
- Supports item attributes (e.g. style, size and color)
- Track fulfillment process
- Track inventory history
- Manage invoicing

Creating Sales Order

The seamless process by which GLOVIA OM encompasses entails that a sales order can be created in a variety of ways. You can create a sales order for your customer directly. Another way to maximize your available information about your customer is to create a sales order from your customer account. From an account, you can create an opportunity that leads to a quote and transforms into an order once your customer decides to purchase from you. Glovia OM provides you with the flexibility to tailor the sales order to your business.

Entering Products and Services on a Sales Order

Products and services can be entered into a sales order in a multitude of ways on the GLOVIA OM application. It can be created based on a single product or service. It can be created based on your price books. It can be created based on what your customers have ordered in the past. It can also be based on products and services that are in your catalogs.

Fulfilling the Order

The same flexibility extends to the fulfillment process. Your warehouse has the option to choose from a variety of fulfillment methods. One of the method starts from picking your items than packing them and shipping. Another method allows you to skip picking if your business does not require it. The next method allows you to skip the picking and packing altogether. This allows you to ship the product directly if your business does not require picking and packing. In addition, you can also do multiple shipments per line item and that will update your status to partial shipment.

Inventory

When an order is placed, the quantity ordered will move from your available quantity into your reserve quantity provided that you do not have any items on backorder. Once your product has been shipped, your inventory will automatically be updated. This will reduce the your reserved quantity from the quantity that you shipped out to your customers.

Invoicing

Once an order has been shipped, the order can be forward to your accounting department so that an invoice can be made to charge your customer. With GLOVIA OM's capability, you have the option to automatically forward the invoice upon shipment. Once an invoice is created, financial records such as debit and credit data is created. When your customer pays for the item, you have the ability to record the payment and the type of payment used.