



**Standardization
Automation
Evolution**

Hummingbird ERP System

Sales Order Management

Hummingbird - Sales Order Management

Improve Ordering, Fulfilment, and Delivery Processes

From a central console manage sales activities such as entering quotes, fulfilling sales orders, creating shipments, tracking prices, applying discounts, and checking available inventory. Give your sales and service departments real-time data to improve their customer service.

KEY FEATURES

IMPROVE CUSTOMER SERVICE

Provide real-time access to available inventory, order status, supply chain information, and current pricing.

MAXIMIZE SALES PROFIT

Place large orders for best pricing – Price from customer agreement, latest similar order, inventory cost, sourcing, all presented in a-glance view.

IMPROVE OPERATIONAL EFFICIENCY

Manage quotation and sales order flows using predefined processes or by configuring a process to match your current workflow.
Specify different order and processes for each customer or order.

RISK CONTROL

Credit limit control to prevent dispatched of goods to customer having overdue invoices above their credit limit.

ACCELERATE DECISION-MAKING

Improve purchasing decisions by using drill-down reports and dashboards to access past information and gain insights into future needs.

ABOUT TUNING

Tuning is an IT Technology Company providing state of the art ERP solution targeting small and medium sized companies. We help our customers with a cost efficient and easy to use ERP solution that meets the demands of today's fast phase and ever- changing business environment.

SALES ORDER MANAGEMENT FEATURES AND CAPABILITIES

Integrated Workflow.

Automate order processing and eliminate unnecessary steps with integrated workflow. Configure order status, status changes, actions, notifications, and alerts to automatically trigger during order processing, even allowing users to process an order in one click. Automatically check for unique customer order numbers and manage duplicates.

All Steps are Reversible.

We fully understand the complexity of the end-user's daily operations. That's why our system's process flow has been designed such that each step can be rolled back, even for Posting to Finance.

Flexible Pricing and Discounts.

Manage complex customer and vendor pricing and discount policies. Set up quantity and volume discounts as a percent or an amount. Maintain discounts in single and multiple currencies and different effective date.

Configurable Order Types.

Predefine order types tied to specific order processing requirements. Specify inventory allocation rules, workflow scenario, and the transaction that will be generated in the Finance Module.

Kit Structure Product

Define groups of individual items as one group Item, sold as a single unit for a single price. At same time, ensure the inventory allocate and deliver all individual items as a complete set. Cost and revenue analysis made possible.

Substitute Item.

Setup for list of items can be an alternative when one Item is in shortage. Customer Service will able to use as a replacement or alternative to a more popular item without noticeably affecting the composition or appearance, or the usefulness of the resulting product.

Convert from Quotation to Sales Order.

Convert Quotation directly into sales orders without re-entering pricing and discount information, can facilitate order creation process and keep the traceability to link back the original quotation.

Credit Order

Credit Order can easily be copied from original Sales Order. and tracked within the system by it reference Order Number.

Extensive and Practical APIs

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With plenty of APIs system provided, it is very easy-going for user to upload new pricing, quotation and Sales Orders. User can also export those data into Excel.

Order Audit Trail

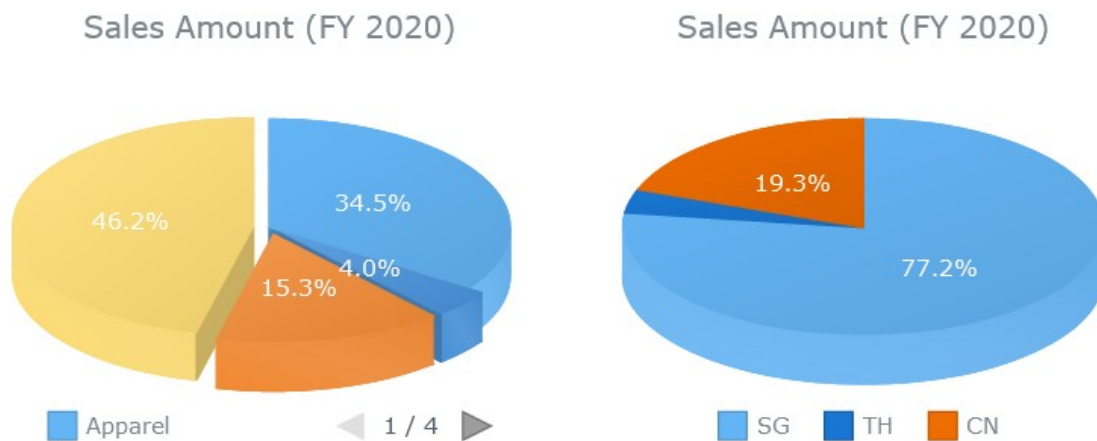
Through our Order Audit Trail function, System will keep track all the changes history for Sales Order/Quotation, for example, its Price, Quantity, Discount, Who and When it was changed.

Handy Solution of Printing

Hummingbird ERP system embedded a handy solution to print, export or email those business documents of delivery, packing and invoicing. All simply done within the WYSIWYG UI.

Sales Statistics by Item Type and Region

Sales statistics' report on dashboard, presents the year-to-day sales value by Item Type or sales region, which helps business decision makers refine their sales strategy. This report can drill down to each detail levels to show the statistics data.



Delivery Consolidation

Consolidate multiple Orders into a single Delivery to increase the efficiency and reduce delivery/shipment cost.

Invoice Consolidation

Consolidate multiple shipment orders onto a single invoice - automatically or manually. Optionally update price and discount information on review before printing the invoice and updating accounts receivable.

Credit Limit Check

Upon creating a sales order, or releasing an order for delivery, system verifies the customer's credit limit, checking his overdue invoices against his credit limit.

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However, authorized user can override the credit hold status and force the process through.

Real-Time Inventory Planning

Through our real-time Inventory Planning function, user can easily check if any sales order's quantity will be failed to fulfil, thus deciding which Item to be replenished and how much to order.

Simple Goods Return Process

The Goods Return order type allows user to retrieve detail information (price, quantity, discount , Lot No..) from its original sales order, and control the returned goods by quantity and Lot No. Return Order will be processed as a Credit Note to a customer, with a reason code to specify the return reason.

Multiple and Partial Fulfilment

System allows split a sales order line into multiple for different deliveries based on availability and costs, and track partial ship order balance, manage remaining order delivery.

Flexible Packing Program

Our flexible packing program allow user to define different kinds of containers and use it to pack the delivery items in nested way, which can accurately present the actual cargo container's packing.

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