VISION

Order to Cash

Vision provides a very comprehensive solution to manage your Order to cash process

Vision has the ability to address a simple single point sale to a complex sales channel with the same ease. Vision handles Sales process of a number of industry verticals by providing out of the box solutions to Pharmaceutical , Food, Consumer good, Engineering products.

Vision is equipped to address the needs of your partners in your channel.

Sales Quotation

Sales quotations provided to customers are manually created in the system. If the customer confirms' the quotation or part of the quotation, the same could be referenced to a sales order in Vision.

Sales order Management

Sales order is the source transaction to complete a sales transaction. Sales Order Management ensures order accuracy as it captures, maintains, and shares product and distribution information across your enterprise. It meets the order processing requirements from rapid, repetitive order entry to complex, detailed orders with multiple shipping schedules.

Vision facilitates "Bill to Ship to" wherein goods can be dispatched to Customer A and Billed to Customer B with GST compliance addressed "out of the box"

The system automatically splits the orders into divisions or pre-defined objects, based on the items ordered, eliminating manual segregation. This feature enables the organisation to monitor sales performances and facilitate autonomy, of these divisions.

Pricing and Promotions

Vision provides an option to maintain multiple Price lists which can be associated with a customer or business locations. This provides a flexibility to have differential pricing to customers and areas of operation.

Prices can be configured as a List Price or Batch Price. Batch pricing ensures that the same products is sold at a different rate based on the manufacturing batch

Price lists can be created to be valid for specific period of time to meet the business requirements. Vision maintains a history of prices that were created. It has provisions to build pricelist, which are inclusive of taxes, and reverse calculate the rates and apply the taxes on invoicing.

Promotions

Promotion management is integrated with order entry so that valid promotions retrieve sales prices or discounts pertaining to the campaign into the order line automatically.

Vision has a versatile schemes definition module that can be applied to Products, Customers, Area of Business and Valid only for a specific period.
Vision supports wide combinations of sales schemes like
Buy A quantity X :: Get Y quantity of A free
Buy A quantity X :: Get Y quantity of B free
Buy A quantity X :: Get Y of A and Z of B at a discounted rate

Vision supports "Basket" schemes where the user can decide a free item based on a predefined basket

Rules of Eligibility and applicability of the schemes can be setup as per the organizations requirements

Discounts can be configured so that the can be applied to specific
Products
Customers
Area of business Time validity

Credit Control

A hierarchical credit policy can be specified at an item, divisional, organisational, and customer level. The credit check is carried on a hierarchy, defined on the amount outstanding, period of the amount outstanding, maximum value of gross order value.

The system has capabilities to define complex credit policies where divisional credit checks are compared with organisational limits and customer limits with respect to geographical regions or sales agents.

The credit check process is invoked at the time of confirmation of the sales order or invoice generation, to ensure compliance with the credit policy

For new product promotions credit and return policy can be switched to an "Over- ride" mode so that your channel partners can place their routine orders without having restrictions imposed upon them due to non performance or slow off-take of a new products.

Logistics

The Logistics module manages the transfers and movement of material within the enterprise. Logistics orders are created to facilitate movement of goods from one location to another. Any taxes, charges, insurances' applicable during such transfers are automatically applied to the transaction. Vision ensures continuous visibility of the inventory.

The module automates issue and receiving transactions based on a logistics order minimizing errors. It maintains a track of any discrepancies of quantity between the originating location and the receiving location.

Forecasting and Budgeting

Vision is equipped with a forecasting tool to build a product wise forecast based on weighted averages. Users can modify the rolling forecast and build it to a demand, which will be considered for material planning.

Sales Budgets can be created in the system of uploaded through Excel files

Order processing

Vision "One touch" order processing provides the ease of completing your sales related transactions from a Sales order by a single click

Vision will

> Validate credit rules
> Incorporate promotions and discounts
> Apply fulfilment conditions

Allocate inventory (FEFO)
Create a shipping document
Create an Invoice
Book accounting transactions
GST compliance

Vision also provides a manual method to complete a sales process step-by-step and include additional process like creation of picking and packing list upto Invoicing and shipping.

Receivables

Receivable management has provisions to accept receipts towards the invoices. Vision can manage various collection processes of banks including multipoint collection bank accounts with a single point credit account. Vision has a facility to transfer receivables between accounting books providing flexibility to accept payments without sacrificing controls.

Incentives and commissions

From simple percentage based calculation of commissions to complex rules that consider, Sales returns, Slab based calculations, product specific incentive, achievement of targets, interrelated products and many other permutations can be defined and processed in Vision.

Customer Portal

Vision Customer Portal provides an interface to you customers where they can

Place Orders
Track Orders
View transaction history
View the ledger balances

GST compliance

All transactions that need to be reported and accounted for GST are automatically populated in Vision, it provides a simple and easy interface through our GST portal pocketgst.com to directly upload to GST servers or download the upload "ready" returns.

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