

ENTERPRISE INSIGHT



Sales Order Management

Sales Order Management defines the required steps within the fulfillment process. The order entry system has a powerful pricing and product configurator that validates product options and calculates prices and up-charges instantly. Documents can be printed, faxed, or emailed directly from the order management screens.

FEATURES

Managing Sales Orders

- Flexible work flow tools to manage processes
- Search, filter and sorting capabilities
- Reporting, email and fax support
- Drill-down and inquiry functions

Pricing and Discounting

- Formulae-based price and discount calculations:
 - SFT, LFT, and BFT
 - Customer, product, species, door style, volume, and promotional discounts
- Price rules:
 - Base prices
 - Up-charges by \$ or %
 - Modification charges by % or \$
 - Accessories charges
- Accrual rules:
 - Freight, installation, and commissions

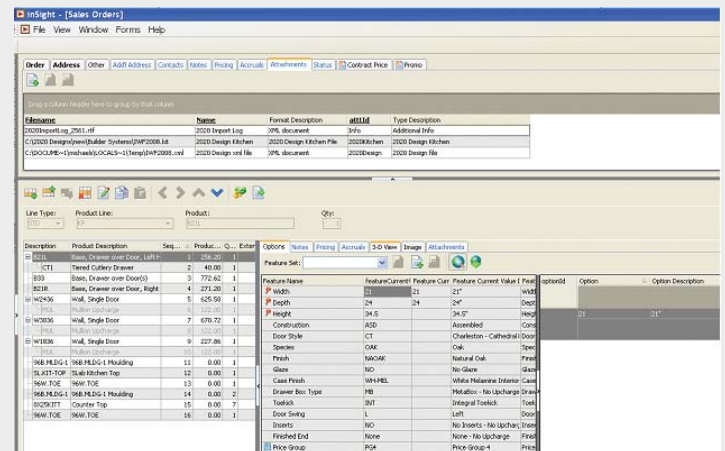
20-20 Design integration

- Automated 20-20 Design import using monitors
- Global and product-specific variables import
- Validated import of add-ons as sub-products
- Optional pricing import

Product Configuration

- Product-specific feature/option selection
- Feature/option exclusion matrices
- Cascading options
- Formulae-based exclusions and calculations

SALES ORDER

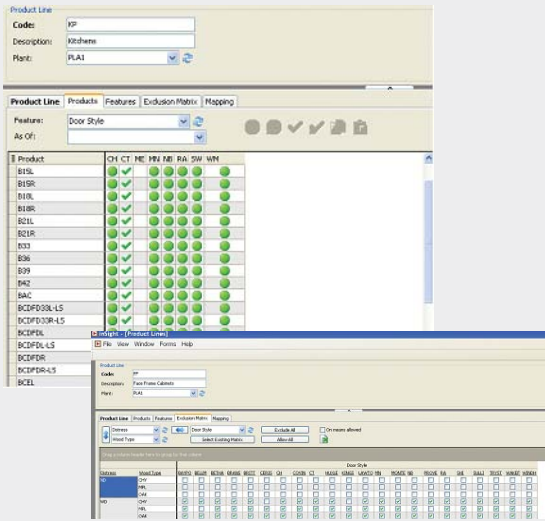


Grouping lines are used to automatically apply global options to rooms, products, and sub-products. The order can have multiple attachments of various types, such as a 20-20 Design .KIT file or a contract document in PDF format.

BENEFITS

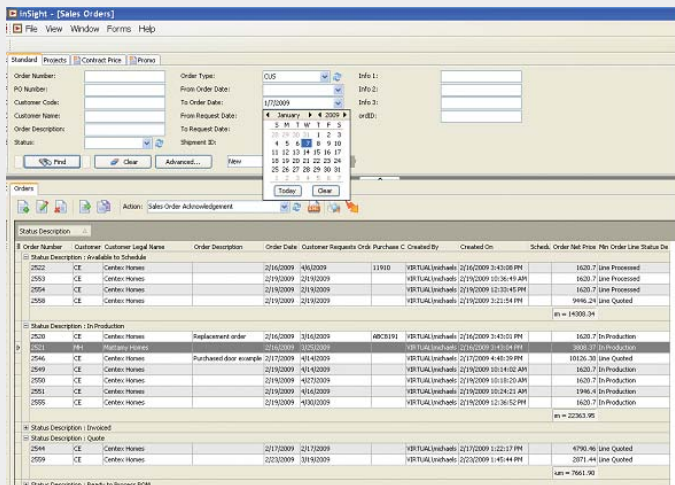
- Integrated workflow tools allow customization of business processes
- Powerful product configurator validates product options using exclusions, formulas, and matrices
- Pricing supports base prices, up-charges, modifications, and accessory pricing based on various criteria
- The sales order supports the attachment of any type of document directly to the database for archiving and printing purposes
- Attach any type of document directly to the sales Order database for archiving and printing purposes

FEATURE AND FORMULA EDITORS



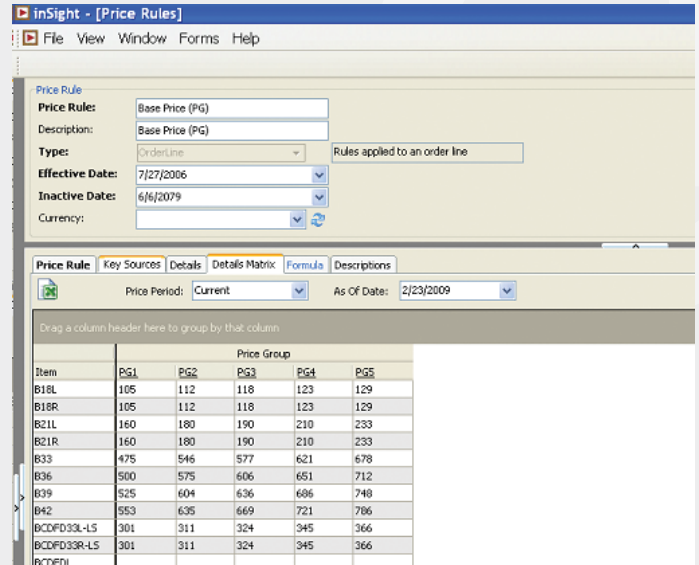
The system allows the user to efficiently make mass updates to features and options related to a product. This reduces data maintenance efforts. By highlighting multiple products and their options they can be added to the product or set as defaults.

ORDERS SEARCH



The combination of filtering, sorting, and grouping makes the search for orders quick and easy without any software customization. Each result can be further filtered and any search can be saved for future retrieval. Each search result can be exported to MS Excel for further evaluation or statistical analysis.

PRICING RULES



Pricing rules are defined with key sources and managed in grids that can be exported to MS Excel. Key sources define the order and product attributes used to determine a price. Examples of key sources are: customer, customer group, product, product groups, species, and finish.

SYSTEM RECOMMENDATIONS ENTERPRISE INSIGHT V4.5

DATABASE SERVER

Microsoft SQL Server 2008
Windows 2003/2008 Server

CLIENT WORKSTATION (MINIMUM)

Windows XP Pro or Windows Vista
Intel Pentium 4 Processor
1 GB RAM
36 GB free disk space
Windows XP Pro Compatible Video Card
100 MB/sec Network connection

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