## BENEFITS

- **Consolidate data entry**
  Order Management is tightly integrated with Microsoft Dynamics SL financial management and distribution modules to provide single-point data entry and a solid foundation for managing orders efficiently and cost-effectively.

- **Manage workflow**
  Boost order management productivity and help improve customer service by automating workflow procedures. Microsoft Dynamics SL Order Management gives you precise control over the flow of order information.

- **Schedule flexibly**
  Place large orders for best unit pricing, yet have goods shipped in small increments for production lines. With unlimited shipping dates per line item, you can easily schedule 1,000 units to be sent in 10 shipments of 100 units.

- **Work efficiently**
  A single Sales Orders screen lays out information logically for everything from quotes to invoicing. Simply click to move through areas of customer order information or to launch other functions.
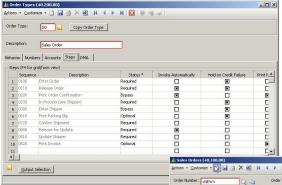
- **Find accurate information fast**
  Enter orders and look up information quickly to boost staff productivity and lower your cost per transaction. Enter simple orders with only three pieces of information: customer ID, inventory ID, and quantity.
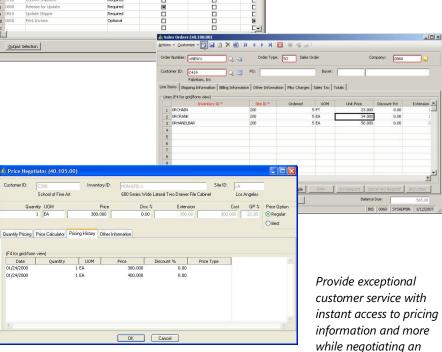
- **Monitor credit risk**
  Apply your credit rules to orders to determine whether or not they should be accepted or shipped. The system constantly monitors customer credit and automatically contacts the credit manager when an order violates policy.

## Microsoft Dynamics™ SL

**Improve customer satisfaction by keeping order management employees on task and on top of the entire sales order process — under any circumstances — with Microsoft Dynamics SL Order Management. This core Distribution module provides comprehensive capabilities for a range of industries, such as distribution, service, and manufacturing, to help improve efficiency and customer service now and as your business grows.**



*Configuring unique order types is simple and helps streamline sales order management in your organization.*

*Provide exceptional customer service with instant access to pricing information and more while negotiating an order.*

Microsoft Dynamics™ SL

| FEATURES | BENEFITS |
|---|---|
| **Workflow Management** | Help eliminate unnecessary steps in the order process, set up required steps, and automate routine steps. Procedures are determined by order type to accommodate many pre-defined and configurable order types. |
| **Online Price Negotiator** | Negotiate prices with immediate access to costs and pricing information. With "what if" capabilities, the system can automatically calculate the correct selling price according to pricing rules defined in sales order setup. |
| **Automatic Adjustments** | Manually change quantity, units of measure, price, discount percent, extension, commissionable cost, or gross profit percentage. When one field is changed, the system automatically adjusts the remaining fields accordingly. |
| **Customizable Calculations** | Historical pricing by customer is provided for reference. You also can calculate markup from cost and discount from list. |
| **Comprehensive Order Types** | Work with a variety of sales order types, based on the way your company does business. Nineteen pre-defined order types allow you to create order types and define the order process based on your business needs. |
| **Pre-Configured Order Types** | Pre-configured order types are entered at the order level and are central to the workflow orientation of the system. Each order type helps determine the steps taken during the life of an order. |
| **Manual Overrides** | Override shipping priorities and control what happens when orders exceed quantity on hand. Hold an order for completion or ship available quantities, with the remainder designated as backordered or canceled. |
| **Multiple Sites/Dates per Item** | Ship orders to multiple locations and on multiple delivery dates using Order Management support for unlimited addresses and dates per line item. For example, you can ship orders of the same item to separate stores across the country. |
| **Powerful Search Capabilities** | Track lot/serial numbers and look up order details by part number, industry part number, customer or vendor part number, competitor part number and more. |

For more information about Microsoft Dynamics™ SL, visit: **http://www.microsoft.com/dynamics/sl**

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