



SALES AUTOMATION MANAGEMENT SYSTEM

Product Guide



Sales Automation Management System *Product Specification*

Sales automation management information system is high performance software, which speeds up the business operations of the organization. Every organization, which deals with the sales and purchases, put its great effort in the efficient utilization of its Products and raw material according to its need and requirement. The organization has to perform number of tasks and operations in order to run its business in a manual system. For example:

- Preparation of delivery challan
- Preparation of customer sales quotations
- Preparation of customer purchase orders.
- Preparation of customer sales invoice
- Preparation of Debit note
- Management of party accounts.
- Manual calculation of sales tax.

By following these operation and tedious tasks, the management faces following problems:

- *Delays in the preparation of customer sales quotation.*
- *Mismanagement of customer sales invoice*
- *Ineffective control over party ledger.*
- *Ineffective Management of return items*

ClickSoft Sales automation System is cost-effective solution for managing sales. This automation System assists the management in just in time decision-making and improving the performance of their sales department. *ClickSoft Sales automation System* is ideal business solution for **retailers, wholesalers, and distributors** who want to reduce their operational costs and become more competitive.

Sales automation SYSTEM easily maps to the workflow of business environment. People can be restricted to perform their assigned jobs. For example, purchase department will be able to issue purchase orders etc. However, it is quite possible to assign multiple roles to one person. Therefore, multiple users to do their assigned jobs can either use this system, or system can be started in the manner that all tasks can be done by one user.

Customizability and flexibility

- User defined attributes for inventory items
- Definition of inventory items, their vendors, vendor prices

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- Definition of customers and their relevant information
- Definition of departments and their employees

Security features

- Configuration of user groups of users and their privileges for the system
- Logging of all actions of the users for future reference

System Security

- System tracks all the actions Performed by the users
- Action log is maintained along with user reference and the time of action.

Supplier Account Management

- Consignment goods and supplier account
- Purchase of goods and supplier accounts

Automatic Calculation Of Sales Tax

- Sales tax is calculated over sales invoices

Customer account management

- Customer account is managed for credit purchases

User-friendly Interface

- Sales and returns on a single screen
- Multiple computers can be installed in one store
- Product search available

Comprehensive Shop Accounting

- Accounting is made extremely simple to facilitate the operators

Highly Customizable

It allows the user to define products. Products can have different sizes and colors
User can configure discounts for products. Discounts can be percentage discounts; flat discounts, or fixed price discounts
User can make groups; assign privileges to groups to implement security requirements
Products can have multiple prices for different date ranges

Data recovery

Data is quite important for organizations so efficient data recovery and back up procedures are embedded into the System to enhance its security features. This backup procedure executes on daily basis and creates directories in the system on daily basis.



Remote Site management

This is quite important and demanding feature of the Sales automation System for the organization that has their departments at different locations. Sales automation System provides data portal utility, which import data and append it into the main database accordingly. Data is sent to the head office or main database through Email. Afterwards the data is inserted into the main DB with the help of efficient insertion algorithms. This feature is quite important for the organizations that don't have any Internet facility.

Powerful Reporting

Sales automation management information system provides following reports:

- Delivery Challan (DC)
- Invoices
- Supply Register
- Supply Register Party Wise
- Supply Register Opening Balance
- Supply Register Summary
- Sales Tax Return
- Party Wise Sales Summary
- Month Wise Sales Quantitative
- Daybook
- Daybook Detail
- Daybook Receipts
- Daybook Dispatch/receipts
- Ledger
- Detail Statement
- Summary
- Invoice
- Brands
- Products
- Customers