

## From quotation to collections (Sales)

Control from quotation to collection ( Sales ) The process from quotation to collection of money is handled in a very logical way by Adempiere , passing through different processes such as request order , dispatches, receipts and invoices ; With this you can keep a strict control of process at any type of business , keeping a close monitoring and easy tracking without having to perform any process among them, because it can be configured to create following document automatically. You can also make the steps being manually executed or that requires approval of any employee, or skip some of the above steps.

Quotes Adempiere allows create, modify and print quotations based on specified lists of products by customer, which gives a great flexibility because you can have as many lists as clients, in which can be applied some formulas , conditions of discount or values depending on a rule of profit per item. A big advantage is that when making a quotation , merchandise inventory can be compromised . This request can be automatically converted without needing to add additional information in a "purchase order".

Sales Order This is a control document which can develop document delivery or dispatch guide and Invoice in automatic way . From sales order you can generate the request document of a purchase order to supplier or suppliers. Adempiere has several ways to manage this Order by which you can generate several types of process within the organization.

These are: Standard Order : This order is created and products in stock are reserved automatically; then generates dispatch and corresponding invoice. This type of order is used when delivery is made on

availability. The invoice can be generated immediately, after dispatch, or grouping several dispatch single bill, depending on the parameters or rules of each client. POS Order: In one step the sales order is created as well as dispatch, invoice and payment receiving, this payment can be in cash, check, credit card or bank transfer. This

type of method is used for point of sale or immediate delivery, customers are usually anonymous. Credit sales order: creates the order , dispatching and generates invoice as well as payment receipt (optionally). This type of method is used

for identified customers which may have given credit or not. Deposit order or warehouse : It creates the order and dispatches the product. The invoice is generated later. It is generally used when invoices that group several orders are

generated. Invoices can be generated manually or based on invoicing rules as weekly turnover from 1 to 15, monthly, etc..Prepaid Order: It creates the order and a pro-forma invoice, send the dispatch and generates the final invoice after

receiving the money. Return Material Authorization (RMA ): Receives an item previously sent, and creates a Credit Note.It is also possible to convert a quote to any kind of order or change an order to any type of the orders described

above. Dispatches Adempiere is capable of taking all items from a sale order, and create one or more dispatches, checking against stocks in inventory. With Adempiere`s parametrization , you can make a dispatch requires a previous

confirmation, or deliver it when the corresponding invoice has been generated . The management of confirmations is to have greater control over the movement of products in stock between different areas of the company. Invoices to

Customer According to the agreement with each client you can invoice in several ways: The invoice is generated immediately after every dispatch.An order can be delivered completely or partially, due to Adempiere allows partial

dispatches. It can be configured to make different groups of dispatches, due to the client can request comprising several dispatches into a single invoice from a same day, week, fortnight , monthly, etc.. Receipts In Adempiere , you can

customize rules such as the way of receiving payments, creation of an order or an invoice, receipt patterns are:

When cash is received, automatically it generates an entry to the cash book.

When credit card, check or debit transfer are used , Adempiere automatically generates an account against the corresponding bank.

The flexibility and control of documents in Adempiere makes payments to be made at the moment that an entry in the Cash book is created , or when a bank reconciliation is done.