



insights for the life of your business™

# MAS 90 MAS 200

Client/Server

## REPORTS

- Open Orders by Promise Date
- Picking Sheets
- Packing Lists
- Sales Invoices
- C.O.D. Labels
- Shipping Labels
- Backorder Report
- Monthly Sales Recap by Product Line
- Monthly Sales Recap by Warehouse
- Monthly Sales Recap by Warehouse/Product Line
- Monthly Sales Recap by Division
- Daily Sales Journal
- Daily Drop Ship Report
- Daily Gross Profit Journal
- Daily Backorder Report
- Daily Sales Recap Reports
- Daily Transaction Register
- General Ledger Posting Recap
- Sales Order Recap
- Open Sales Order Report
- Open Orders by Item Report
- Tax Journal Detail Report
- Tax Journal Summary Report
- Auto Generate Orders Register
- Sales Order/Quote History Report
- Customer Sales History Report
- Lot/Serial Number History Report
- Shipping History Report
- Daily Shipment Report



## SALES ORDER

When a customer calls to place an order, you need to have lots of information at your fingertips. With MAS 90 and MAS 200, you'll have the customer's mailing address and shipping address(es) and you'll know the availability of specific units in inventory, or alternate items if those being ordered are out of stock. Additionally, you'll know item pricing, quantity pricing, specific customer pricing, costs, customer credit limits, credit card deposit information and much more.

As customer orders are filled and completed, you need to invoice the orders and properly ship them. All original sales order information can be recalled, allowing you to enter exact quantities shipped and backordered. And, with the pick, pack and ship feature, your warehouse staff can identify the package in which each item is shipped, print a packing list, and enter carrier tracking numbers for customer service inquiries. You can have the system automatically generate invoices from a range of sales orders, and automatically print a Daily Backorder report. You can affix all finished shipping cartons with shipping labels and, if appropriate, C.O.D. tags including billable freight.

You can design and print all quotations, sales orders, picking sheets, packing lists, invoices and statements using the built-in Crystal Reports software. Logos and other graphics may be added to each form, and you can select the font size, color and type for each data field on the form for a professional custom look.

When you integrate this module with the Inventory Management, Accounts Receivable and Purchase Order modules, you have a powerful, flexible and easy-to-use distribution system. Adding the Remote Salesperson, e-Business Manager, Credit Card Processing and StarShip modules brings unparalleled customer service capabilities to the mix.



## MAS 90 and MAS 200 Sales Order

*"With MAS 90 we can offer our customers the consistent quality they expect and improve profitability at the same time."*

*Frank Rubin, Controller  
Tampico Spice, Inc.*

### FEATURES:

Blanket Orders and Repeating Orders	Large orders shipped over a period of time can be handled easily by issuing new orders against the blanket order to speed shipment and invoice processing. You can enter repeating orders once and recall them later for customers who regularly order the same items.
Order History and Quotations	Order and order history files can save orders after invoicing, save cancelled orders for "lost sale" analysis and track sales order history. Quotations can be entered, printed and later converted to standard orders.
Promise Date Per Line Item	A promise date is available on each line in Sales Order Entry, allowing you to enter a unique promise date for all or some of the items on a sales order. This date prints on the Open Sales Order report and Open Sales Order by Item report.
Sales Kit Processing	You can define sales kits using the Inventory Management module and use them during sales order entry and invoice data entry. Component items for a sales kit can be automatically exploded during data entry.
Extended Item Descriptions and User-Defined Fields (UDFs) for Line Item	Enter extended item descriptions for inventory items, miscellaneous items and special items during sales order entry and invoice data entry. Create UDFs in sales orders, invoices and history files. UDFs can flow from inventory items to sales order and purchase order lines and are retained in history.
Alias Item Numbers	Access inventory alias item numbers during sales order entry and invoice data entry, and print alias item numbers on sales order forms. Alias numbers can be customer specific, vendor specific or global.
Lot/Serial Numbers	If an inventory item uses the lot or serial method of valuation, you can enter the lot/serial numbers as you are entering the invoice.
Split Commissions	You can split commission on any sales order or invoice among up to five separate salespersons, and apply commission overrides for sales managers.
Alternate Items and Alternate Warehouse	When entering orders for out-of-stock items, you can display a list of alternate items or alternate warehouses for selection during sales order entry and invoice data entry.
Drop Ship Items	You can create sales orders or invoices for drop shipment to customers. The Daily Drop Ship report recaps all items to be drop shipped, detailed by vendor and item.
Customer Last Purchase History	Use this program to display and maintain item purchase history information for customers, and to assist you in determining specific items and prices from past customer purchases.
Non-Stock Items	You can enter sales orders or invoices for special items not in your inventory and also enter charges for miscellaneous non-inventory items.
Drill Down	Sales order invoices stored in the accounts receivable invoice history file can easily be found, viewed and/or printed from the General Ledger or Accounts Receivable modules with the click of a mouse using cross-module drill down. Lot/serial number information can also be viewed during drill downs.
Gross Margin Checking and Display	You can optionally show gross margins (price vs. cost) on screen to permit a salesperson to see how much latitude is available for special pricing. Also, you can set a minimum margin below which password override is required.
Pick, Pack and Ship	Restrict warehouse workers to selected shipping tasks to maintain control over the shipping process. Track items by package, and print professional packing lists. You can even integrate with StarShip shipping software and tracking numbers, and transmit carrier manifests.