



DATA SPECIALISTS, INC.

## *Extensive Order Control & Sales Reporting at your finger tips!*

Ensure the highest possible level of customer service by combining pertinent and timely order, inventory, and financial information to your customer service representatives.

Order Control provides for the recording of customer quotations and orders, as well as debit and credit memos. The system validates and supports bill-to, ship-to, terms, promotions, allowances, and virtually unlimited pricing schemes (including random weight capability). Previous order information is at your fingertips and can be incorporated in new orders.

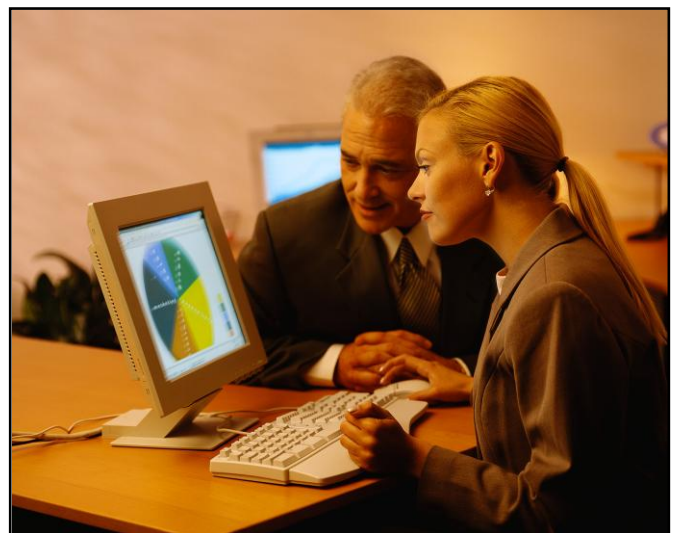
Order Control can connect all departments involved in servicing the customer. It will even interactively notify you when a customer exceeds their credit limit. You will produce accurate, timely billing and eliminate repetitive data entry due to the integration with Accounts Receivable. You will also achieve price and cost consistency automatically because of the integration with Inventory Management.

# DAIRY & FOOD TRACKER™ SOFTWARE SOLUTIONS by Data Specialists, Inc.

## Distribution Suite

### Order Control

- Multiple pricing methods
- Data sensitive pricing, promotions & allowances
- Use of customer component standards
- Sold/hold ordering
- On-line inquiry of open/historical orders
- Sales Analysis
- EDI
- Commission/Brokerage





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**DSI's Order Control features include:**

- Multiple pricing methods including Market, Contract, Volume, List and operator override if authorized
- Random Weight (Catch Weight) pricing
- Pricing by date of make, date of order or actual ship date
- Date sensitive pricing, promotions, and allowances
- Promotion/allowance capability at the bill-to, ship-to, and item level
- Calculation of moisture premiums, storage and interest
- Promotion/allowance calculations based on percentage, flat dollar, cents over/under, items
- Use of customer component standards to select product to fill orders
- Inter-company transfers with or without costs
- Sold/hold ordering (ability to invoice for product to be shipped on future date or dates)
- Automatic credit checking and placement of order on credit hold if exceeds limit
- On-line inquiry of open and historical orders
- Multiple order templates for each customer or groups of customers
- Access to Customer maintenance during Order Entry if authorized
- Multiple ship-to locations per order
- Multiple remit-to addresses
- Direct ship capability (process shipping without inventory entry)
- Unlimited commentary information at all levels of the order process



- Documents available:
  - Acknowledgement
  - Picking Form
  - Packing Slip
  - Manifest
  - Bill of Lading
  - Invoice
  - Memos (Credit and Debit)
- EDI documents also available

**Sales Analysis**

The Sales Analysis application provides various reports detailing sales history information. This system provides the user with sales and cost data, and gross margin and gross margin percent of profit for selected sales data.

The information can be selected by date ranges, territories, items, and/or sales categories. Information can be presented in detail or user specified summary formats. Every line item of every invoice is available to this application from the Order Control application.

**Extensive reporting by date for:**

**Customer**  
**Salesperson**  
**Product Category**  
**Item**

**Standard reports available in detail or in summary by:**

**Territory**  
**Customer**  
**Salesperson**  
**Product Category**  
**Item**