



Code Orange

Easy Stock Management

Distributor Version

Designed to help

- Importers
- Resellers
- Stockists
- Distributors

Overview

You are one or more of the following;

- Importer
- Reseller
- Stockist
- Distributor

You place, generally, stock orders with your suppliers and are given an estimated shipping date.

The orders are delivered to a central warehouse.

Your customers phone with enquiries on availability of various items. If any of these items are out of stock there is no easy way to search for the next due delivery and no way to work out what part of the future order/s is promised to other customers.

Bluestone Computing has developed a solution that utilising Sage 50 Financial Controller could resolve these issues and also offer additional benefits including back order processing, much better customer service and up-selling using volume discounts.

Code Orange offers:

- Quick Customer Enquiry (Price and Availability)
- High Speed product Search
- Price Negotiations and Up-selling
- Forward Reservation (awaiting customer order confirmation)
- Enquiry Update and Progression
- Send to Sage
- Sales Order Progression and Provision (using automated purchase ordering)
- Customer Service Enquiries
- Dealing with Delayed Product Availability

Back to Back Order Processor

If your business model is different and you receive your orders first and then purchase the products to fulfil the order (back to back order processing) and generally do not hold stock we have a different version for you. Please contact us or your dealer for further information.

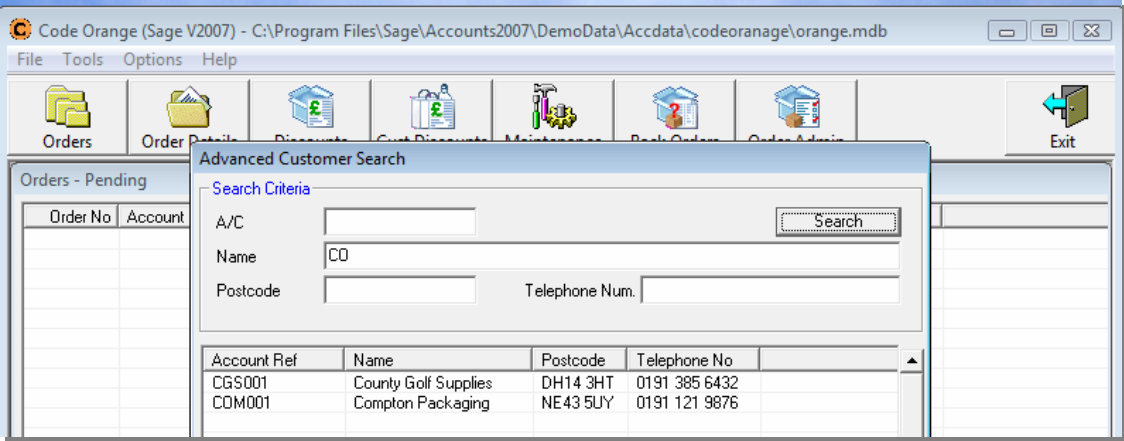
Manufacturer of Products

If you manufacture products we have a different Code Orange version for you called MRP Please contact us or your dealer for further information

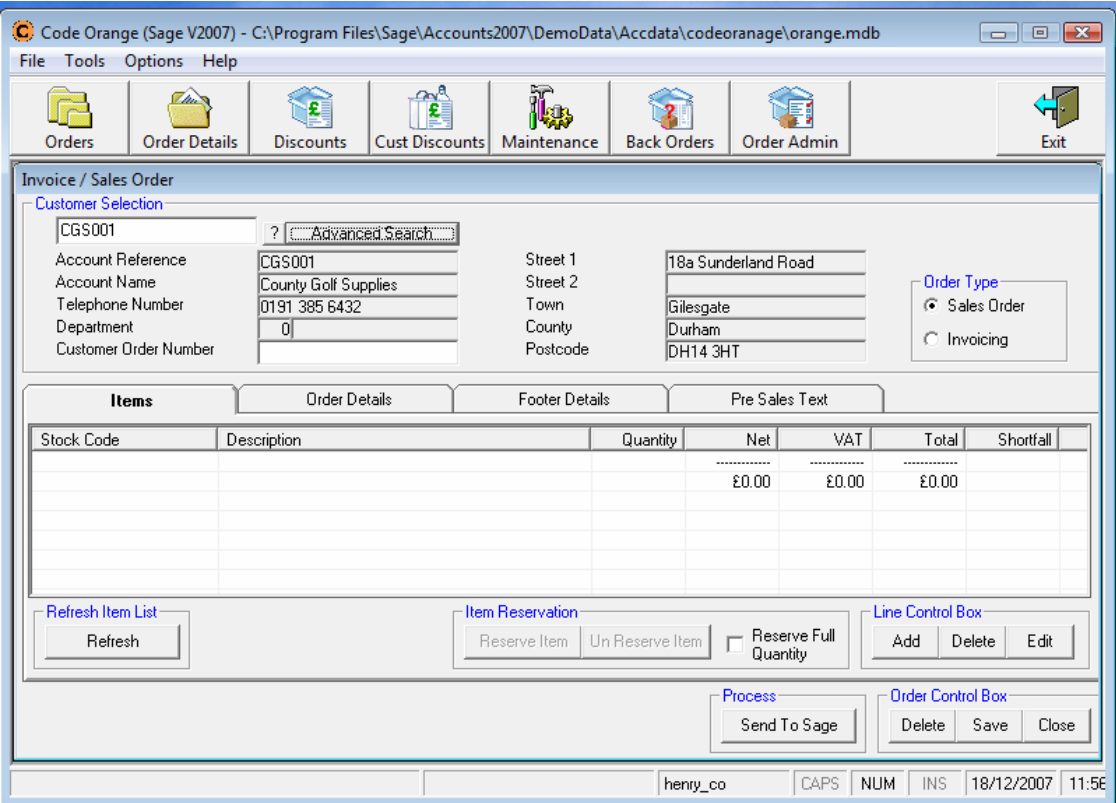
Quick Customer Enquiry (Price and Availability)

All enquiries can be made using Code Orange

A more comprehensive search than Sage 50 enables the customer to be selected by account number, account name, postcode or phone number.

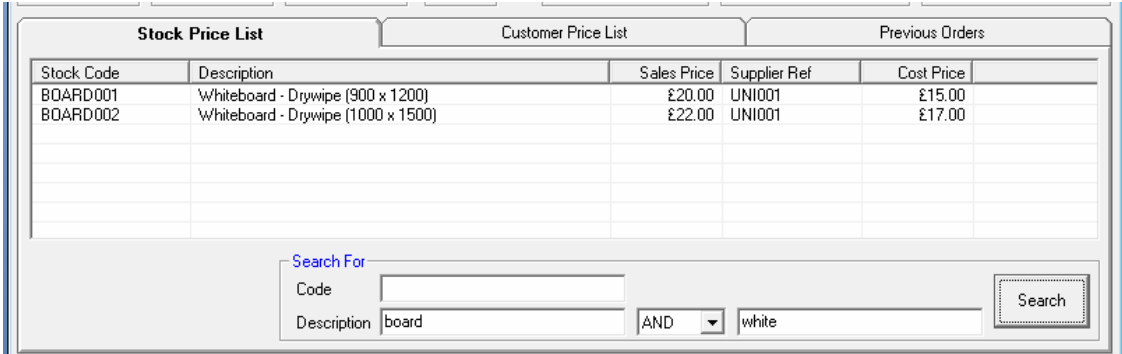


Clear Enquiry Entry Screen



High Speed Product Search

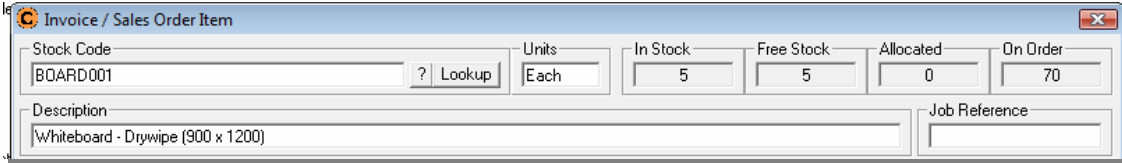
Enter up to two wild word searches e.g. board and / or white and you get an incredibly fast result, double click gives comprehensive details.



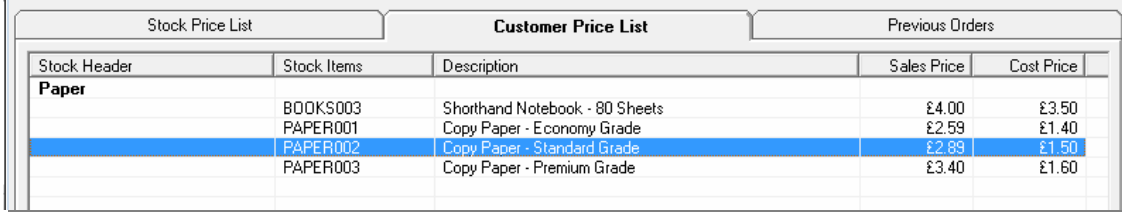
Being able to search by description and view multiple similar items also speeds up answering questions like; "how does this compare with....", "what other..."

Addition Information

Instant current, free and allocated stock in Sage

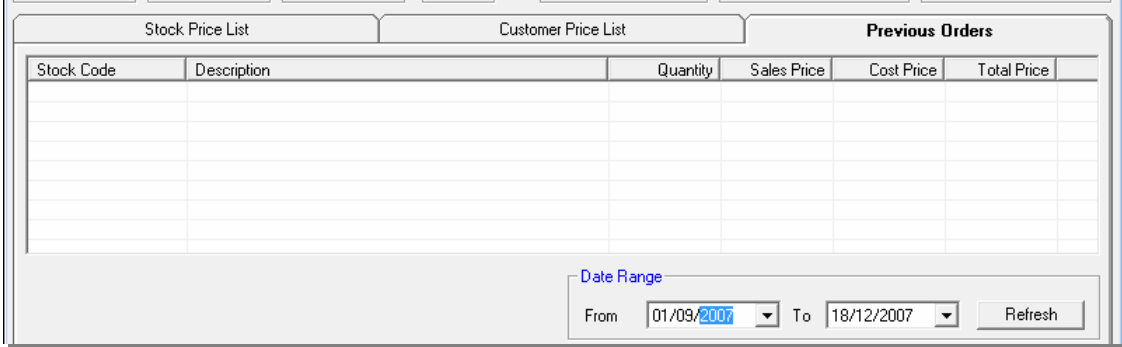


Customer Price Lists



Being able to see fixed price lists and last paid information further strengthens the sale person's hand.

Last Price Paid



Forward Reservation and Allocations

View forward orders showing reserved but not ordered (blue), ordered and reserved (red) and free stock.

Reserved Stock

Item Details

Stock Code: BOARD001 Reserve Full Quantity: Reserve: 25 Priority: 0

Description: Whiteboard - Drywipe (900 x 1200)

In Stock: 5 Free Stock: 5 Allocated: 0 On Order: 70

Reserved Stock

Supplier / Customer	Priority	Order	Order Date	Due Date	Quantity
Studio Designs		40	18/12/2007	28/02/2008	50
The Video Rental Company	0	30	18/12/2007		9
Steven Stephenson	0	29	18/12/2007		6
John Smith Studios	0	*4			25
Studio Designs		39	18/12/2007	28/12/2008	20
County Golf Supplies	0	28	18/12/2007	28/12/2008	10

Buttons: Un Reserve Save & Close Cancel

Up Selling

Each customer can be linked to our comprehensive discounts tables which in turn can help offer an up sell, e.g. if you buy ten we can offer a lower price etc

Invoice / Sales Order Item

Stock Code: BOARD001 Units: Each In Stock: 5 Free Stock: 5 Allocated: 0 On Order: 70

Description: Whiteboard - Drywipe (900 x 1200)

Job Reference: Department: Sales

Comment 1: Comment 2: Adv. Search

Quantity: 5 Unit Price: 19.00 Net Price: 19.00 Cost Price: £15.00

Discount %: 0 Discount: 0.00 Nominal Code: 4000 ?

Gross Price: 111.62 VAT Rate: 17.50 T1 Line Number: 1

Control Box: Finish Cancel

SP			
		20.00	
Band 1	1	19.00	
Band 2	10	17.50	
Band 3	0	0.00	
Band 4	0	0.00	
Band 5	0	0.00	

%		
		6
Band 1	0	0
Band 2	0	0
Band 3	0	0
Band 4	0	0
Band 5	0	0

In the above screen the sales person can see the unit selling price, the discount available for this item and if they buy 10 a better price is available. If delivery costs are a major cost of sale, this could be a win win.

Price Negotiations

The option to show the cost price also empowers the sales, person enabling them to hold all negotiations.

Reserve Forward Stock

An option to reserve the future stock for this customer.

Invoice / Sales Order

Customer Selection

CGS001 ? Advanced Search

Account Reference: CGS001 Street 1: 18a Sunderland Road

Account Name: County Golf Supplies Street 2:

Telephone Number: 0191 385 6432 Town: Gilesgate

Department: 0 County: Durham

Customer Order Number: Postcode: DH14 3HT

Order Type: Sales Order Invoicing

Stock Code	Description	Quantity	Net	VAT	Total	Shortfall
BOARD001	Whiteboard - Drywipe (900 x 1200)	10	£175.00	£30.62	£205.62	5
			£175.00	£30.62	£205.62	

Refresh Item List: Refresh

Item Reservation: Reserve Item Un Reserve Item Reserve Full Quantity

Line Control Box: Add Delete Edit

Process: Send To Sage

Order Control Box: Delete Save Close

Reserved Stock

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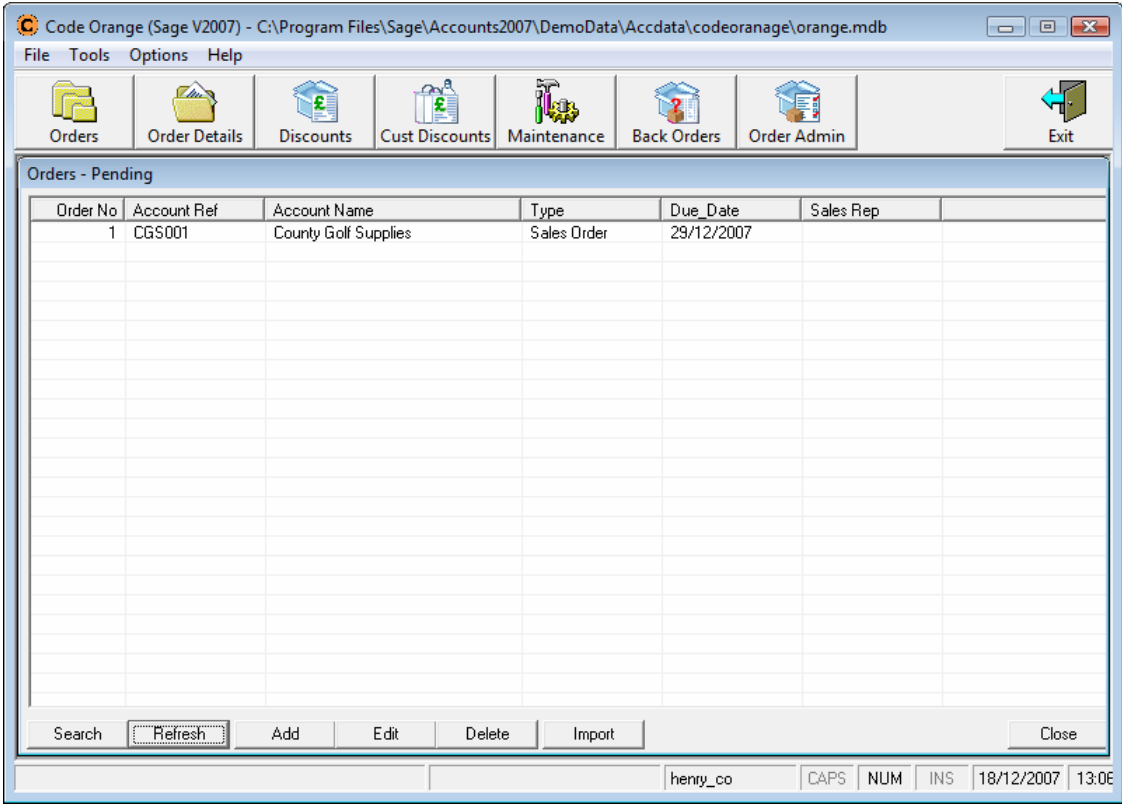
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Un Reserve Save & Close Cancel

Enquiry Update and Progression

The enquiry can be saved if your customer needs to delay placement of order for any reason.

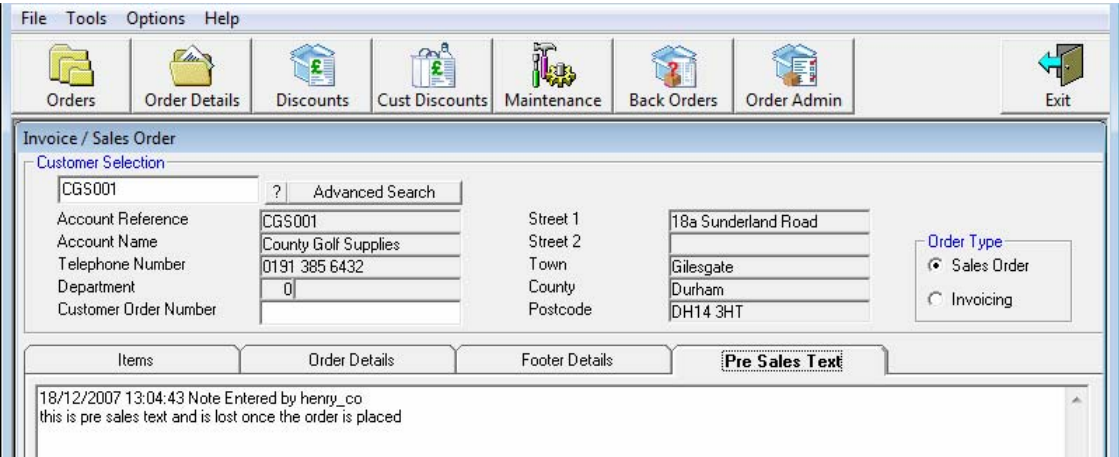


Order Notes



The three Sage Notes fields will be added onto the entry screen for information that needs to be recorded.

Internal Sales Notes

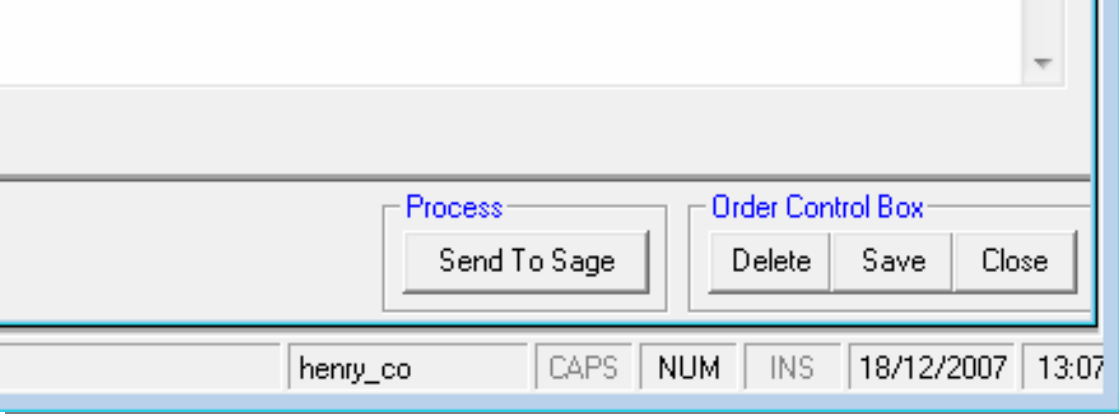


An additional Pre-Sales notes area helps continuity of the sales progression. These notes will not be transferred to Sage but are available when editing Sales Orders using Code Orange

For example, if this customer phones back everyone can see the quote and progress the order.

Send to Sage

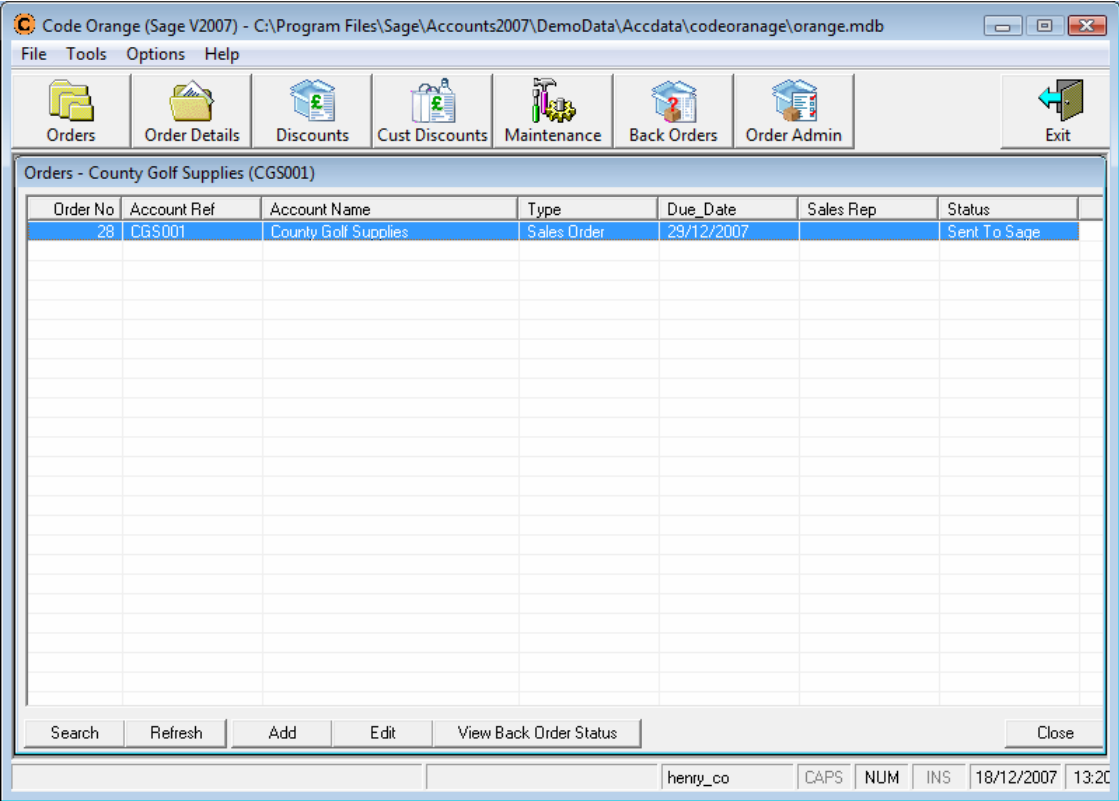
When the customer places the order it is a simple matter of selecting the send to Sage option.



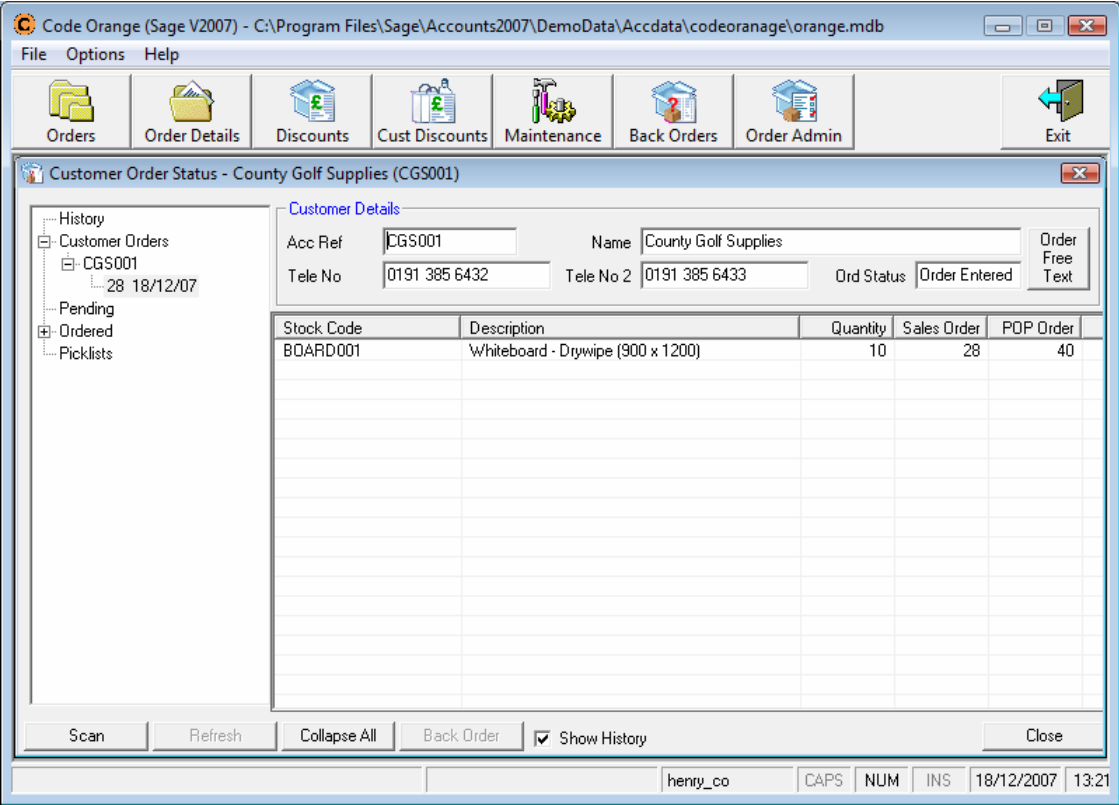
Order Validation

On posting a Sales Order to Sage, Code Orange rechecks the actual and future stock position and reports any potential problems. Existing reservations will, if possible, be turned into allocations.

Customer Enquiry (order progression)



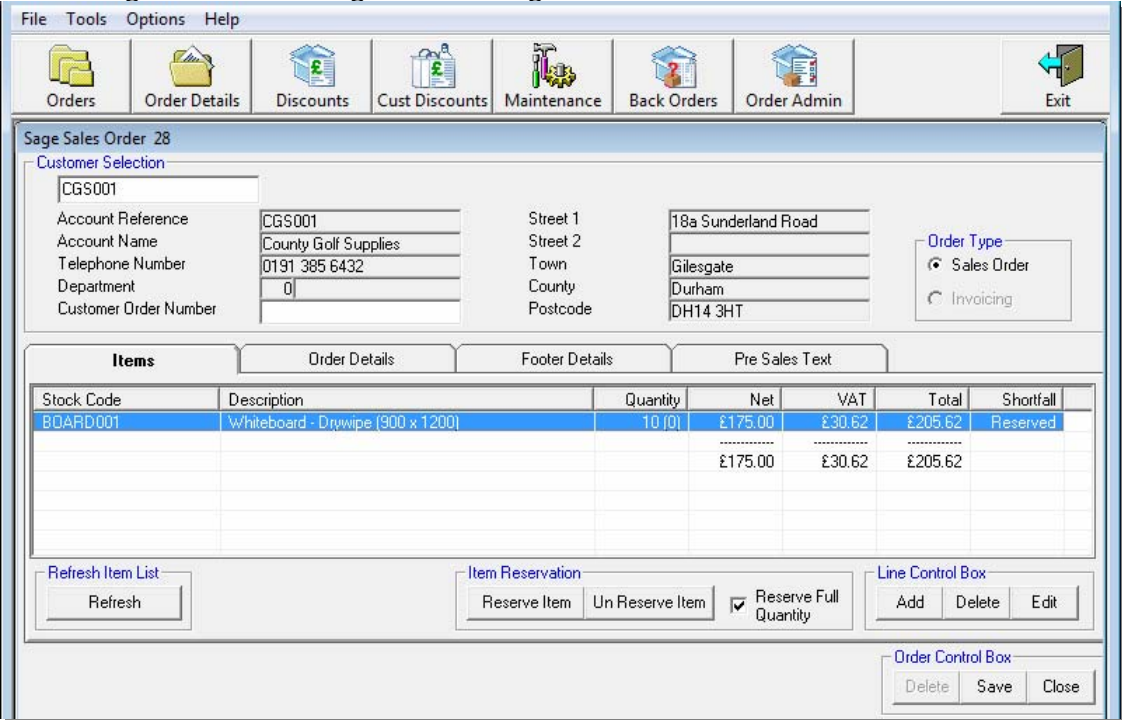
View Back Order Status



This area shows the progress of the order and associated purchase orders

Amend Sales Order

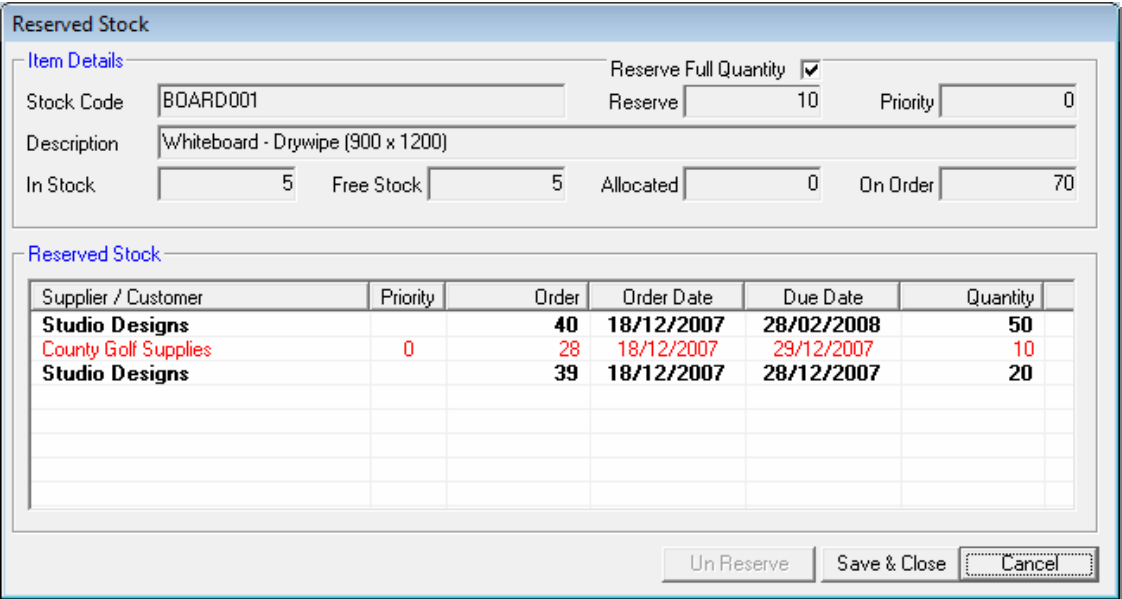
Amending the order using Code Orange to deal with reserved items



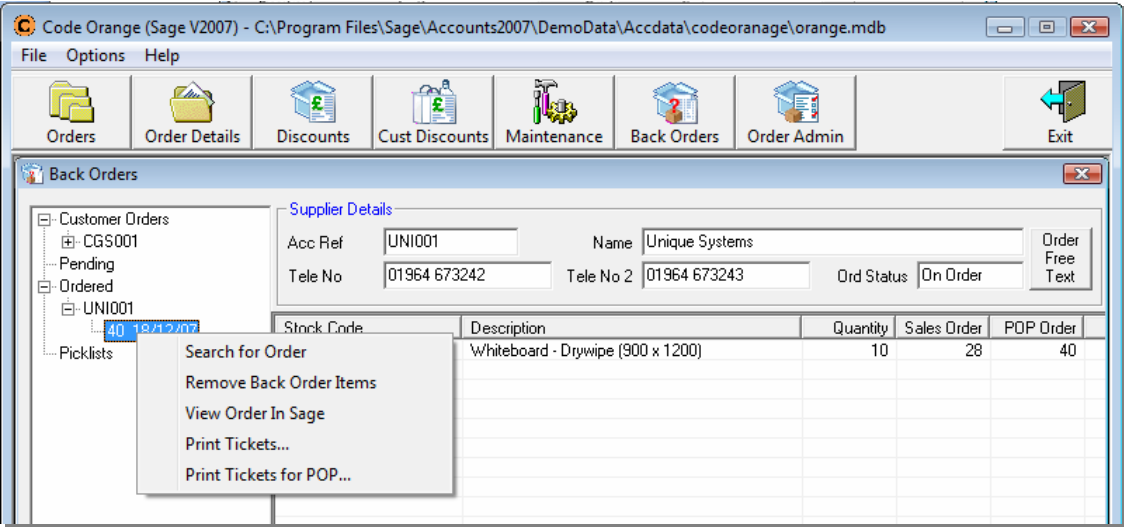
Priority Status

All customers are equal but some customers are more equal than others! For these customers a status code can be allocated.

Priority status customers can take previously allocated stock from someone of a lower status.

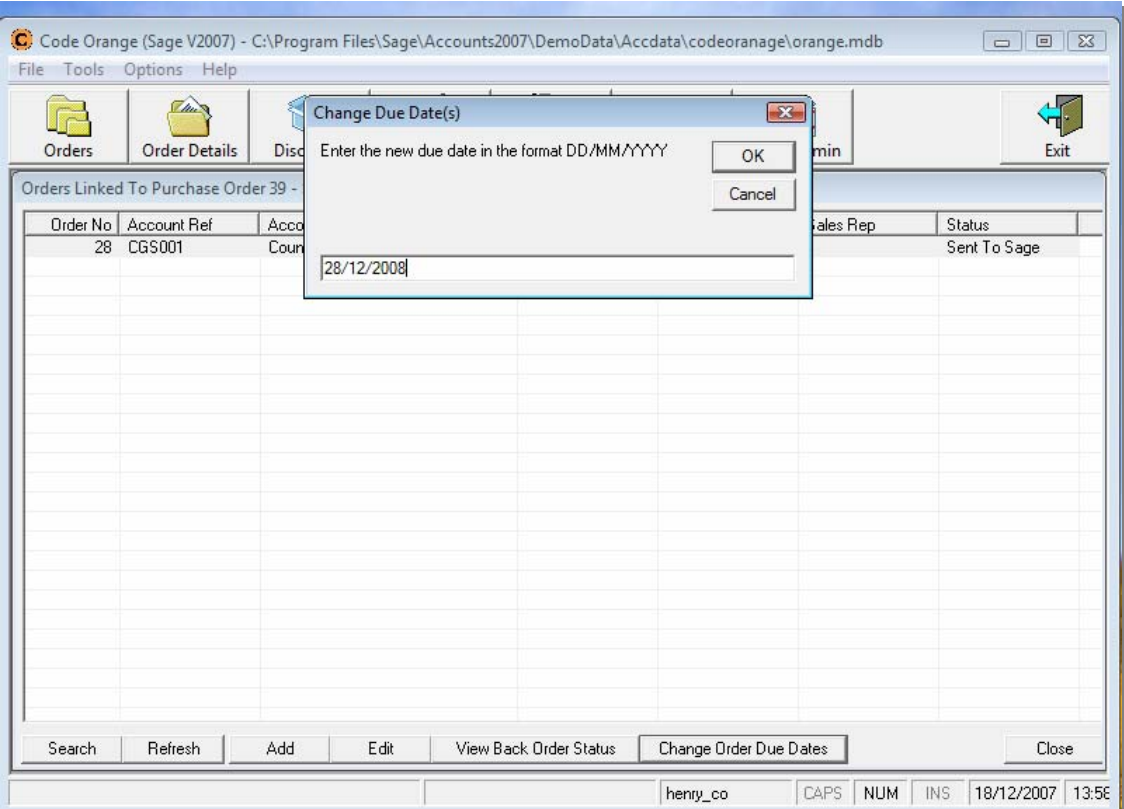


Comprehensive Back Office Tools



Change of Purchase Order Due Date

If you are informed that a purchase order due date has changed, many customers could be effected. This utility will check the due date of the effected sales orders and identify any problems.



This feature enables you to communicate with your customers who in turn can speak to their customers, hugely improving customer service. To aid you further, a printed report can be generated containing contact phone numbers and the problem item details.



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