

Sales Order

From Quote to Shipment – Fast, Smart, Seamless

Create, manage, and track sales orders effortlessly—from quote conversion to shipment. Maintain control with a structured workflow designed for aviation sales.

Powerful Gains for Your Sales Process

- **Faster Order Processing from Quote to Shipment:** Reduce turnaround times with streamlined workflows that accelerate the sales process.
- **Improved Inventory Visibility and Controls:** Gain real-time insights into stock availability for smarter decision-making.
- **Streamlined Exchange and Rental Management:** Handle exchanges and rentals effortlessly with integrated tracking and accounting.
- **Enhanced Customer Satisfaction with Accurate, Timely Fulfillment:** Ensure precise, on-time deliveries to exceed customer expectations every time.

Name	Status	Priority	Date	Renewal	Shipped	Date	Next To	Amount	
2024-00101 [A44] A440 (2023/04/04)	In-Work	High	9	0	0	0	Apr 8, 2024	James [LAWRENCE]	\$224,119
2024-00102 [A44] A440 (2023/04/04)	In-Work	Normal	0	0	0	0	Apr 8, 2024	Nicholas [HARRIS]	\$18,855
2024-00103 [A44] A440 (2023/04/04)	In-Work	Normal	12	0	0	0	Apr 8, 2024	James [LAWRENCE]	\$217,918.00
2024-00104 [A44] A440 (2023/04/04)	Overdue	Normal	10	0	10	0	Apr 8, 2024	JAMES [LAWRENCE]	\$5,200.00
2024-00105 [A44] A440 (2023/04/04)	Overdue	Normal	0	0	0	0	Apr 8, 2024	James [LAWRENCE]	\$42,119

Customer	Ship To	Bill To	Contact	Total: \$45,822.50
2024-00033 [A44] A440 (2023/04/04)	2024-00033 [A44] A440 (2023/04/04)	2024-00033 [A44] A440 (2023/04/04)	James [LAWRENCE]	Subtotal: \$45,822.50
2024-00033 [A44] A440 (2023/04/04)	2024-00033 [A44] A440 (2023/04/04)	2024-00033 [A44] A440 (2023/04/04)	James [LAWRENCE]	Freight: \$0.00
2024-00033 [A44] A440 (2023/04/04)	2024-00033 [A44] A440 (2023/04/04)	2024-00033 [A44] A440 (2023/04/04)	James [LAWRENCE]	Insurance: \$0.00
2024-00033 [A44] A440 (2023/04/04)	2024-00033 [A44] A440 (2023/04/04)	2024-00033 [A44] A440 (2023/04/04)	James [LAWRENCE]	Taxes: \$0.00
2024-00033 [A44] A440 (2023/04/04)	2024-00033 [A44] A440 (2023/04/04)	2024-00033 [A44] A440 (2023/04/04)	James [LAWRENCE]	Totals: 2,157.00

Core Features That Drive Results

1. **Effortless Quote-to-Order Conversion**
Quickly transform approved quotes into sales orders, eliminating the need for redundant data entry.
2. **Flexible Multi-Line Item Handling**
Manage parts and services within a single order—whether selling outright, on exchange, or as rentals.
3. **Real-Time Stock Reservation & Smart Procurement**
Reserve inventory with confidence or trigger procurement requests for out-of-stock items seamlessly.
4. **Comprehensive Order Tracking & Status Management**
Stay updated with real-time order statuses like In-Work, Back-Ordered, Overdue, and more.
5. **Simplified Exchange & Rental Management**
Track core exchanges and rental returns effortlessly, with built-in accounting integration.
6. **Global Tax & Currency Support**
Handle international transactions with ease using automated tax calculations and multi-currency support.

Sales Order

7. Dynamic Pricing, Discounts & Fees

Apply custom pricing strategies, automate discount applications, and handle additional fees effortlessly.

8. Integrated Shipping & Payment Solutions

Simplify logistics with shipping carrier integrations and flexible payment options tailored to customer needs.

End-to-End Sales Order Management, Built for Aviation

Simplify Order Processing

- Instant Quote-to-Order Conversion: Auto-convert quotes from SalesEdge or ERP, eliminating manual entry.
- Real-Time Stock Reservation: Reserve inventory instantly or trigger procurement requests.
- Multi-Line Item Management: Combine parts and services within a single order, simplifying complex transactions.

Streamline Operations

- Live Order Status Tracking: Gain real-time visibility into order progress and delays.
- Integrated Shipping & Logistics: Assign carriers, track shipments, and update statuses.
- Centralized Document Management: Store and access essential approvals and certifications.

Seamless Exchange & Rental Management

- Core Exchange Tracking: Built-in tracking and accounting for seamless exchange processing.
- Rental & Loaner Part Management: Track rental and loaner parts efficiently, ensuring proper return tracking.

Enhance Sales & Pricing

- Custom Pricing & Discounts: Apply contract-based pricing and customer-specific discounts.
- Automated Tax & Currency Handling: Calculate tax based on location and perform multi-currency transactions.
- Flexible Payment & Billing: Define payment terms and link seamlessly to invoicing.

Boost Efficiency & Compliance

- Aviation-Specific Traceability: Link tail numbers to parts for precise tracking.
- Automated Workflows: Eliminate bottlenecks with smart stock reservations and pricing.
- Seamless Team Collaboration: Improve hand-offs between sales, inventory, and finance.

Coordinate Cross-Department Workflows

- Align Sales, Inventory & Finance: Keep all teams synchronized from order creation to fulfillment.
- Unify Quote, Stock & Billing Actions: Connect quoting, inventory, and invoicing into a single structured process.



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