

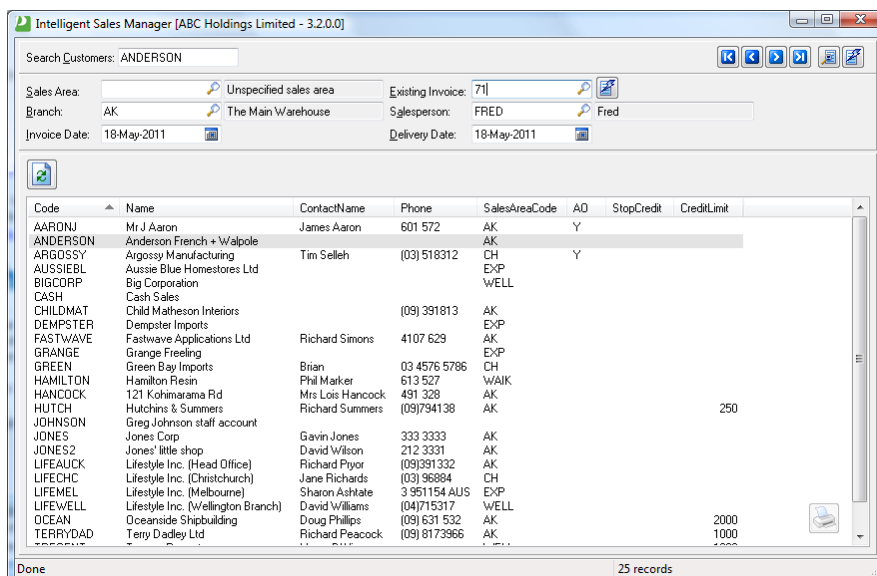
# Intelligent Sales Entry

Faster sales transaction entry and better service for your customers.

Intelligent Sales Entry (ISE) streamlines the sales entry processing by enabling users to process sales transactions with a minimum of key presses and gives them the ability to offer the best possible customer service. ISE efficiently provides on screen information about the customer for this transaction, their order preferences, previously ordered products and quantities. This information also has the potential to generate additional revenue as users can easily identify possible sales opportunities.

## Key benefits

- Provides useful information about the customer on screen.
- Create customer preferences from sales history information.
- Customer preferences can then be updated or modified at any time.
- Advanced product selection features.
- Shows the previous purchase date and price for each product for this customer during transaction entry.
- Reduce the key presses required to process a sales transaction.
- Utilises all existing customer and product information, including special pricing.
- Calculates and displays the average quantity ordered by this customer based on sales history information.
- Quantity tolerances can be setup and checked during transaction entry.



Intelligent Sales Manager [ABC Holdings Limited - 3.2.0.0]

Search Customers: ANDERSON

Sales Area: Unspecified sales area Existing Invoice: 71

Branch: AK The Main Warehouse Salesperson: FRED Fred

Invoice Date: 18-May-2011 Delivery Date: 18-May-2011

Code	Name	ContactName	Phone	SalesAreaCode	AD	StopCredit	CreditLimit
AARONJ	Mr J Aaron	James Aaron	601 572	AK	Y		
ANDERSON	Anderson French + Walpole			AK			
ARGOSSY	Argossy Manufacturing	Tim Selleh	(03) 518312	CH	Y		
AUSSIEBL	Aussie Blue Homestores Ltd			EXP			
BIGCDRP	Big Corporation			WELL			
CASH	Cash Sales						
CHILDMAT	Child Matheson Interiors		(09) 391813	AK			
DEMPSSTER	Dempsster Imports			EXP			
FASTWAVE	Fastwave Applications Ltd	Richard Simons	4107 629	AK			
GRANGE	Grange Freeling			EXP			
GREEN	Green Bay Imports	Brian	03 4576 5786	CH			
HAMILTON	Hamilton Resin	Phil Marker	613 527	WAIK			
HANCOCK	121 Kohimarama Rd	Mrs Lois Hancock	491 328	AK			
HUTCH	Hutchins & Summers	Richard Summers	(09)794138	AK		250	
JOHNSON	Greg Johnson staff account						
JONES	Jones Corp	Garvin Jones	333 3333	AK			
JONES2	Jones' little shop	David Wilson	212 3331	AK			
LIFEALUCK	Lifestyle Inc. (Head Office)	Richard Pryor	(09)391332	AK			
LIFECHC	Lifestyle Inc. (Christchurch)	Jane Richards	(03) 96884	CH			
LIFEMEL	Lifestyle Inc. (Melbourne)	Sharon Ashgate	3 951154 AUS	EXP			
LIFEWELL	Lifestyle Inc. (Wellington Branch)	David Williams	(04)715317	WELL			
OCEAN	Oceanside Shipbuilding	Doug Phillips	(09) 631 532	AK		2000	
TERRYDAD	Terry Dadley Ltd	Richard Peacock	(09) 8173966	AK		1000	

Done 25 records

## Customer Preferences

The Intelligent Sales Entry option gives you the ability to rapidly process List transactions by utilising each customer's purchase preferences. These preferences are able to be generated on a regular basis and can be created based on a minimum value of purchases over a specified number of days.

The order of the products on the preferred list can also be re-arranged so they are in the most efficient sequence for processing sales. The list displays the products purchased, branch, total quantity and value purchased, minimum and maximum dollar values purchased, the average quantity purchased and the date of last sale.

The screenshot shows two windows from the Intelligent Sales software. The main window, 'Intelligent Sales View Preference List [ABC Holdings Limited - Demonstration Only]', displays customer information for 'Mr J Aaron' and a table of preferred products. The 'Generate Preference List' dialog box is open, showing settings for 'Min value of purchases' (100), 'over last' (0) days, and update dates for Sales, Products, and Customers (all 16/05/2011).

Code	Branch	Description	Group	Tot Val	Tot Qty	Avg Qty	Max Val	Min Val	Last Sale Date
FLOW/	AK	Dried flowers	SALC	22.4000	1.0000	1.0000	22.4000	22.4000	22-Mar-2011
DESKCOMP	WN	Italian computer desk	SALC	624.0000	2.0000	2.0000	624.0000	624.0000	11-Feb-2011
CUSHL	WN	Chintz cushions - large	FABC	181.5000	5.0000	5.0000	181.5000	181.5000	11-Feb-2011
CHAIRLOUNGE	WN	Lounge chair	SALC	443.7200	2.0000	2.0000	443.7200	443.7200	11-Feb-2011
CHAIRDIR	WN	Canvas directors chair	SALC	475.3500	3.0000	3.0000	475.3500	475.3500	11-Feb-2011
3SEATER	WN	Three seater couch	SALC	783.0900	1.0000	1.0000	783.0900	783.0900	11-Feb-2011
2SEATER	WN	Two seater couch	SALC	649.0200	1.0000	1.0000	649.0200	649.0200	11-Feb-2011

## Rapid Transaction Entry

The customer's preferred product list is displayed as the central panel and is used for the processing of the sale in Intelligent Sales Entry. This enables users to quickly enter the quantities for each of the preferred products. The product line for each transaction displays the average quantity purchased, and additional information such as previous purchase dates, prices and quantities can also be seen for each product. Other products can then be easily added to the order if required.

The screenshot shows the 'Intelligent Sales Entry' window for customer 'ARGOSSY' at branch 'AK'. It features a search area for products and a detailed list of items with columns for Quantity, Code, Description, Unit price, Discount, Price Ex, Avg Qty, Selling, Sale Date, and Price. A second table below shows product details including Code, Unit price, Description, Selling Unit, Pack Qty, Supplier, Group, and Cat.

Quantity	Code	Description	Unit price	Discount	Price Ex	Avg Qty	Selling	Sale Date	Quantity	Price
1.0000	DESK	Hardwood desk	342.0200	0	342.02	1.0000		16-May-2011	1.0000	685.2000
2.0000	3SEATER	Three seater couch	685.2000	0	1370.40	1.0000		13-Apr-2011	1.0000	616.6800
0.0000	CHAIRDIR	Canvas directors chair	138.6400	0	0.00	2.3333		31-Mar-2011	1.0000	616.6800
0.0000	2SEATER	Two seater couch	817.6284	0	0.00	1.5000				

- General Ledger
- Cashbook
- Accounts Receivable
- Accounts Payable
- Inventory Control
- Special Pricing
- Fixed Assets
- Bill of Materials
- Job Costing
- Sales Order Entry
- Sales Analysis
- Intelligent Sales Entry
- Purchase Ordering
- Purchase Analysis
- Foreign Currency
- Payroll
- Alex
- Report Designer
- Data Transfer
- FlexiData
- ODBC
- OLE DB
- Archiver
- Scheduling
- Dashboards

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## Module Integration

Attaché PRO Intelligent Sales Entry integrates the Sales Order Entry module. Intelligent Sales Entry utilises information from other sources such as Inventory Control, Accounts Receivable, and Sales Analysis – these are pre-requisite modules.