K8 Sales Order Processing

Kerridge Commercial Systems

Delivering a great service to your customers, fast, accurate and efficient

K8 Sales Order Processing is designed to support how sales teams work – speed and efficiency is everything.

You can quickly identify an account or repeat cash customer from information you have at hand, recovering personal pricing preferences and sales history.

Products can be located quickly from local stock group, stock catalogue or 'specials' to complete the transaction with minimum effort.
Your customers will appreciate the fast, professional service and your staff will have more time to attend to their needs, increase sales and encourage repeat business. Equipped with information to control sales negotiations, from pricing and quotations, through order entry to invoicing and analysis, K8 enables you to strike the best deal and conduct transactions smoothly and swiftly.

With integrated warehousing, despatch and delivery, warranty, returns and refunds functions, K8 is designed to help you raise your game in a highly competitive, fast-moving marketplace.

Sales Quotations

- Flexible formatting including sub-headings and sub-totals
- Print preview
- 'Copy and paste' functionality
- Easy recall and selection of quotes
- Quote transmission by print, email or fax
- Easy conversion to order
- Expiry and follow-up dates
- Lost quotation analysis
- Product expert referral

Pricing

- Standard, multi-standard, customer-specific, contract terms
- Terms by groups or individual products
- Effective dates control
- Quantity discount breaks
- Delivery and handling charges
- Unit, line or order pricing
- Multiple units of issue and price
- Kit pricing
- Customer/product price history
- Manufacturers' price catalogues

Key Benefits

- Speed up sales processing without compromising accuracy
- Deliver a fast and convenient customer experience
- Give sales staff more time to service customers and build business
- Capture all the data needed to review and manage transactions
- Fully integrated across K8 functionality
- Easy access to all areas of business information

Sales Order Processing Datasheet
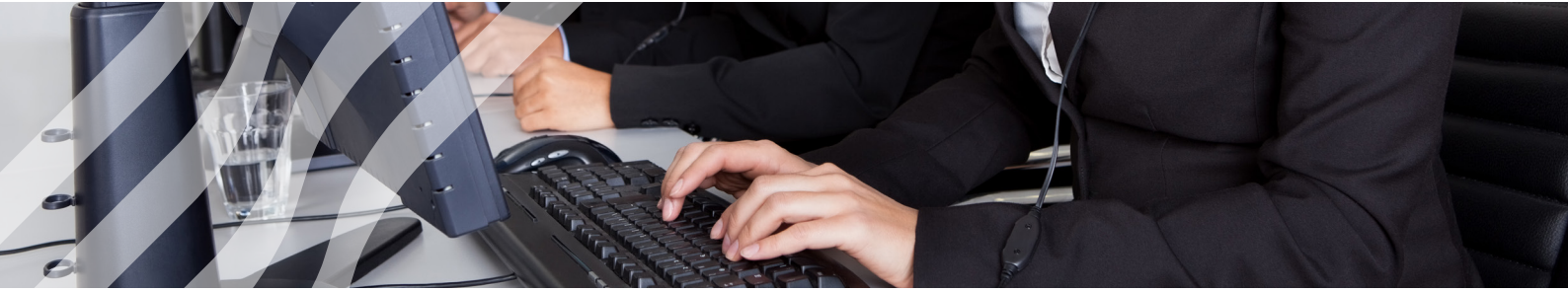
Order Entry

- Delivered orders
- Collected orders
- Direct orders
- Call off orders
- Integrated card payments
- Cash and account sales orders
- Credit and cash refunds
- Cash reconciliation
- Currency pricing and price lists
- Deposits and cash advances
- File attachments
- Telesales facilities
- Flexible kit handling
- Extensive word search facilities
- User-configurable displays
- Easy access to stock information
- Real-time credit checking with multi-level overrides
- Flexible pricing, discounting and terms
- Order hold facility
- Access previous orders and quotations
- Order acknowledgements
- Free text on order and order lines
- Alternative, surcharge, supersessions and associated products
- Customer product codes
- Flexible kit handling
- Special orders
- Retrospective linking of back-orders to purchase orders
- Ability to add labour charges
- Configurable document flow
- Product image display
- Internet/Intranet access to supplementary information
- Barcode reader support

Warranty

- Customer return processing
- Supplier return tracking
- Repairs and replacements
- Charges and accounting
- Management reporting

Invoicing and analysis

- Immediate or batch invoices
- Consolidated invoicing
- Electronic invoicing
- Single line invoicing for kits
- Sales analysis
- Order intake analysis
- Order Margin Review (OMR) and confirmation
- Intrastat reporting
- Exception reporting

K8 Integration highlights

- CRM
- Despatch and delivery
- Financials
- Hire Management
- Stock Management
- Warehouse Management
- Works Orders

About Kerridge Commercial Systems (KCS)

We provide specialist software, services and support to deliver fully integrated trading and business management solutions to distributive trades customers, large and small – wherever they are in the world. Immersed in the distributive trades for over 35 years, our technical experts are thought leaders in trading and management technology, and our innovative and flexible approach ensures our customers partner with us for the long-term.

Our mission is simple: to design and deliver high performance, integrated ERP solutions that enable our distributive trade customers to source effectively, stock efficiently, sell profitably and service competitively.

Contact Kerridge Commercial Systems SA

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