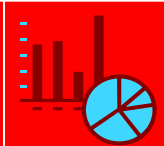
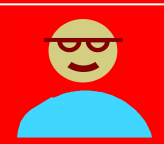
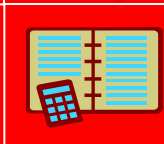



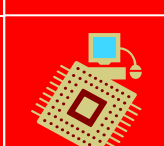








**ORACLE<sup>®</sup>**

**JD Edwards EnterpriseOne  
Sales Order Management**

# JD Edwards EnterpriseOne Footprint

Financials			Analytics
Human Capital			Project Management
Customer Relationship Mgmt			<b>Order Management</b>
Manufacturing			Supply Chain Execution
Supply Management			Supply Chain Planning
Food & Beverage Producers			Capital Asset Management
Real Estate/Home Construction			Tools and Technology

# Sales Order Management

- Manage the sales process for:
  - Stock and non-stock items
  - Kits and configured items
  - Recurring orders, EDI orders
- Flexible order processing
  - Order types (blanket orders, quotes, direct ship, transfers)
  - Order flow (adapted to your business process)
  - Preferences (customer and product profiles)
  - Templates, backorders, customer self service
- Flexible order pricing
  - Base and Advanced Pricing
  - Trade discounts
  - Direct price entry (manual overrides)
- Manage demand
  - Real-time access to inventory levels
  - Track order line status
  - Respond to customer requirements

# Order Management Features

## Sales Order Entry

- Stock, Nonstock
- Kits, Configured Items, Product Variants
- EDI orders
- Store and forward orders
- Lot and serial number processing

## Blanket and Quote Order

- Convert to orders
- Track quantities
- Expiration dates
- Auto attach during order entry

## Direct Ship Order

- Tied to Purchase Order
- Sales Order changes are updated on Purchase Order
- Shipment of goods updates Purchase Order receipt

## Transfer Order

- Tied to Purchase Order, including configured items
- Sales Order changes are updated on Purchase Order
- Shipment updates Purchase Order into routing

# Order Management Features

## Templates

- Customer buying patterns
- Product groups

## Cross-References

- Substitute items
- Complementary items
- Associated items
- Customer item numbers

## Preferences

- Define profiles for customers and items that automatically populate the sales order with unique requirements for:
  - Supply locations
  - Product allocations
  - Delivery options
  - Product expiration, sell-by and best-by dates, and grades and potencies
  - Pricing
  - Messages and remarks
  - Invoicing

# Order Management Features

## Order Confirmation

- Acknowledgements for customers
- Print
- Email
- EDI

## Pick Slips

- Orders for warehouse to pull product
- Standard pick slip
- Control pick slip
- Packaged pick slip
- Use as packing list for customer
- Print

## Shipment Confirmation

- Validate items and quantities
- Select location, lot and serial number
- Add miscellaneous charges
- Backorder or cancel lines
- Reduce on-hand inventory
- Batch or interactive

# Order Management Features

## Invoice

- Single order invoice
- Consolidated invoice
- Summarized invoice
- Cycle billing
- Print
- Email
- EDI

## Sales Update

- Review customer sales journal
- Repost order commitments
- Summarize cost of goods sold
- Summarize sales by item
- Post journal entries
- Purge data to history
- Update item costs
- Integrated to Accounts Receivable, Accounts Payable, General Accounting, Inventory, and Advanced Pricing

# Sales Order Management Process





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