

## **NETWORK BUSINESS SYSTEMS**

### **SOFTWARE SYSTEM DOCUMENTATION**

#### **SALES PACKAGES MODULE**

##### **FEATURES**

- Automatically available in either IBS Sales/Distribution or IBS Retail Point of Sales software
- Uses valid inventory part numbers
- Help active with options menu available

##### **REPORTS**

- You can report either one or the whole range of packages to print or screen.

##### **INTEGRATED WITH:**

- Sales/Distribution System
- Retail Point of Sale System
- Inventory/Mfg. System

##### **SYSTEM OVERVIEW**

The IBS Sales Package Module allows you to group valid inventory items together under a special single part number for ease of order processing (preceded with a "+" sign for the first character). During order entry, if you use this special part number representing a valid package, you will only have to enter in the quantity of the package and the program will automatically start displaying all the parts in the package. This eliminates the need for clumsy notes and many keystrokes for large promotional sales packages. The package part number will disappear after you confirm the quantity.

##### **CREATING A PACKAGE**

You are allowed any combination of parts and quantities in any package. As you build the package, you will be presented with the inventory master wholesale, dealer, and retail pricing. You can edit them as you like. The F7 options menu is active in the create program that gives you access to important information you may find helpful in this process, such as inventory viewing, etc.

If you want to have a master description display along with the sales package, then you will need to create a part number for that purpose. You will want to use a number that starts with possibly a character like the "@" to make sure that this will appear on the order at the top. Also, you can use this text part number for purposes of consolidating the price for all goods in the package.

**NOTE:** If you choose to do this, keep in mind that any item on the order, regardless of whether it came from a sales package or not, stores the sales price from order entry in the sales order detail file. This file is used to report gross margin analysis per order and per inventory item. If you clear out the sales price of the individual items in a package and consolidate the price under one item such as a text number, then the margin analysis for that part number will be understated and possibly even negative because the sales dollars were saved under the part

number with the consolidated price. The margin on the part number that has the consolidated price will be enormous, because there will be no cost in the text part yet all the sales dollars.

## **ORDER PROCESSING**

As each part number is displayed, the quantity of the packages being ordered will multiply by the number of each inventory item that is each package. You may have a package that has an item that you want to have more than one of that item in this particular package.

When processing orders with a sales package part, the system only offers the order dollar discount. All other discounts will not have an effect. They are: the inventory quantity discount per part; the customer discount per part; the customer non-progressive discount on all parts; or the progressive customer discount per order.

You cannot use the package intelligence in the order modification software. The mathematics is too complex to provide for this. You will have to use the standard edit functions in the order modification program to change an order that has a package. Be aware of any discounts.

## **BASIC SYSTEM OPERATIONAL FLOW**

1. **Create/Edit Part:INPRTGUT....** You will create the master part with the pricing structures that you will be offering the package for. You will ignore all costs and set the part up as a standard purchased part. This part number will disappear during order entry and is only used to start the automatic sales packages programming intelligence in order entry. The price is for information only and will not be used.

**NOTE:** You will need to create a false purchase order and stock this package master part number with the amount of packages you will be making available to sell.

2. **Enter/Edit a Sales Package:PACKAGE....**Create/Edit/Add/Delete sales packages in this program. The program will prevent including a package within a package.

## **SYSTEM SETUP REQUIREMENTS**

The IBS Sales Package Module is a part of the IBS basic Sales/Inventory systems. You must have IBS Inventory set up and either IBS Sales/Distribution or IBS Retail Point of Sale systems set up to operate this module.

Before you can set up a package, you will need to create the master part number with a "+" as the first character. Then you can create the sales package.

Create/Edit Part:INPRTGUT  
Enter/Edit a Sales Package:PACKAGE

You can define the price in the package module that each part will be sold at in the package for each level of pricing, wholesale, dealer, and retail.

**MENU STRUCTURE/PROGRAM DOCUMENTS**

2. SALES/CUSTOMER MGMT

1. SALES/SHIPPING

9. SALES ORDER PACKAGES

1. Enter/Edit a Sales Package:PACKAGE

2. View/Print a Sales Package:PACKG

MENU #1

MENU #1

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