

INTRODUCTION

Sophisticated yet intuitive, **E-Square Sales Desk** allows Sales Professionals to control the complete selling pipeline process from initial opportunity and lead to final close. **E-Square Sales Desk** has the tools you need to grow revenues quickly, predictably, and profitably by focusing on the right deals at the right time. **E-Square Sales Desk** manages purchase, sales, total inventory management and accounting for trading business with a very decent user interface.

OBJECTIVE

Instant inquiry solution by

- Managing purchase process like quotation evolution, vendor selection, and purchase order and material inward record.
- Managing inventory levels, total value of the stock available, stock batch processing and effective real-time reporting.
- Managing sales process like enquiry management, sales order, sales quotations, sales invoicing, etc.
- Managing financial accounts like Ledger, Cash book, Bank book, Trial balance, Profit & Loss account, Balance sheet etc.

FEATURES & Advantages

- Sales Desk gives you professional and user friendly environment while selling.
- Sales Desk can easily run on desktop as well as network. It can be converted into intranet environment.
- Completely integrated design and modeling environment for Processes, rules and forms.
- Standards-based robust business system and human interfaces
- Truly windows based package that can handle multiple tasks simultaneously.
- Visual/Graphical Reports
- Address book (customer profile ,vendor profile), calculator, scheduler, reminder facility where ever it's required
- Measurement conversion tools
- Master facilities to pre define most generalize features. Like terms and condition master
- Barcode can integrate for inventory as per you requirement on additional cost.
- Sales Desk front-end made in visual basic.net and back-end Microsoft SQL server. It can be Microsoft Access also small environment and 3 to 4 machines on network.
- Sales Desk Inventory gives you a graph to purchase item on right time.
- Sales desk is very versatile software wherein instantly on one click inventory state of the company is known.
- For any product, sales desk maintains actual stock, reserved stock, ordered stock and total stock quantity.
- Due to actual stock, reserved stock, ordered stock and total stock quantity overloading or shortage of products are prevented.
- As all the details (actual stock, ordered stock, reserved stock, product category, cost, warranty) of any product are obtained in just a single click, immediate response to the enquiry is made.
- No enquiry is lost due to immediate response.
- Critical level graph warns the user for immediate action against overloading or shortage of stock of any product.
- Quotation can be generated and printed easily as per enquiry code.
- According to customer order actual quantity is delivered in committed time period.
- System can directly generate and print delivery challan for goods delivery.
- All purchase process can be easily managed and recorded such as tender processing, quotation entry and evolution, purchase order generation, goods inward entry and purchase invoice.
- As financial accounting module is also integrated in sales desk user can easily maintain and view vendor and customer ledgers.

AREA OF APPLICATION

Small and large scale business sectors like manufacturing and trading companies.

MODULES

1. Sales desk screen

- a. Item searching criteria
 - i. Item keyword
 - ii. Selection Category, sub category, item name
 - iii. Dynamic listing

Result

- a. Item code, item name and company name
- b. Actual stock, reserved stock, ordered stock and total stock
- c. Critical(min/max) level

2. Sales Management

- a. Enquiry management
- b. Quotation generation
- c. Customer order process
- d. Goods delivery
- e. Sales invoice processing
- f. Goods outwards
- g. Goods returned in case of rejection

3. Purchase Management

- a. Tender processing
- b. Quotation entry and evolution
- c. Purchase order management
- d. Goods inwards
- e. Purchase invoice management
- f. Goods returned in case of rejection

4. Financial Accounting

- a. General Ledger and Sub Ledgers management
- b. Item Master with Category
- c. Credit note and debit note
- d. Purchase
- e. Sales
- f. Payment
- g. Received
- h. Expenses
- i. Journal Voucher Entry
- j. Balance Sheet
- k. Profit & Lost
- l. Trial Balance
- m. Invoice printing