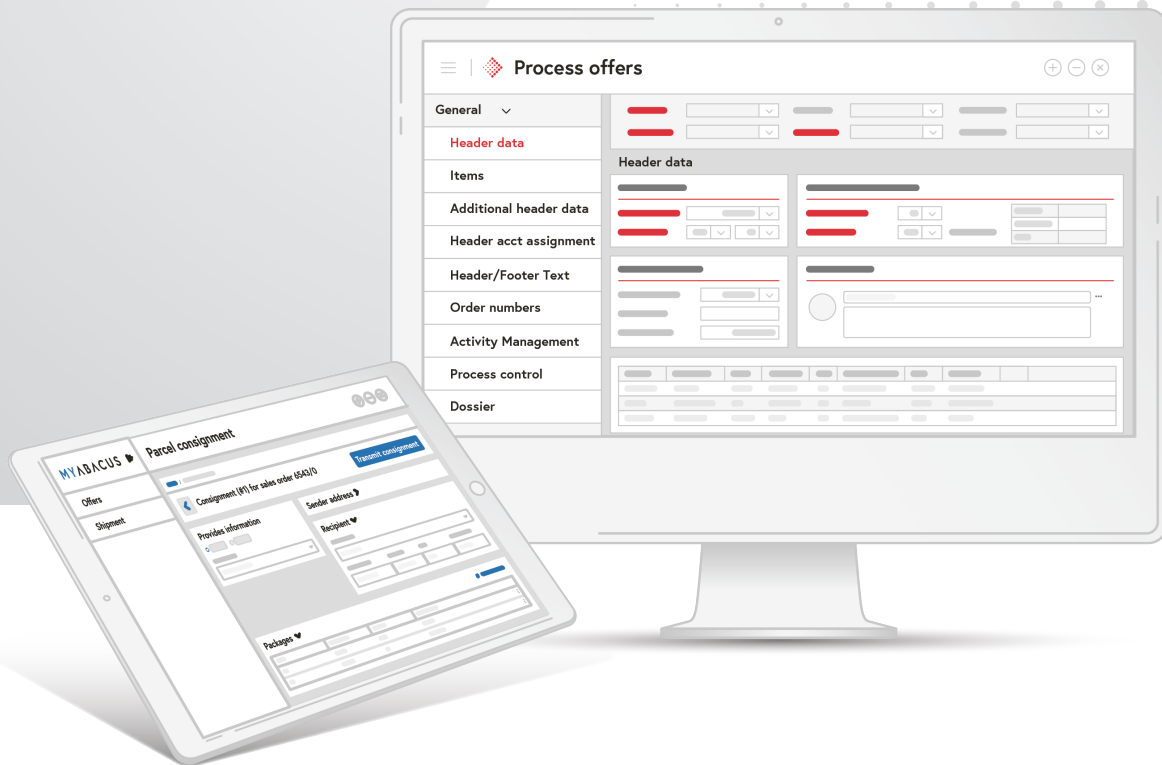


Sales●

The software for consistent and efficient sales processes



Optimise your sales processes as part of an end-to-end solution
- from the first customer enquiry to invoicing.

The Abacus Sales solution is a central component of the Abacus ERP and is seamlessly integrated into all relevant areas such as procurement, stock, production and accounting. It digitally maps the entire sales process and ensures end-to-end processes along your entire supply chain.

Real-time availability

All important information such as customer data, individual prices and stock levels are up-to-date and available at all times, even when travelling. This allows a sales employee

to create a customised offer directly on their tablet during a customer appointment - quickly, reliably and customer-oriented.

Automation for greater efficiency

The Abacus Sales solution automates central process steps in sales and thus ensures standardised, error-free and efficient processing. The individual steps interlock seamlessly: If an offer is accepted by the customer, an order can be created automatically. Further processes such as orders, stock entries

and invoicing can then be triggered directly - without any manual intervention.

Transparency across all sales processes

Thanks to the centralised data collection and clear structure, you always have an overview of all current processes and orders. Interactive dashboards visualise all relevant information and support fast, well-founded decision-making - both in the office and in the field. This improves internal coordination and increases the speed of response in customer contact.

Sales at a glance



Offer preparation and order receipt

- Mobile order/offer entry
- Price/discount system
- Offer from Lead Management
- Digital signature and offer approval
- Release for offers and orders
- Versioning offers



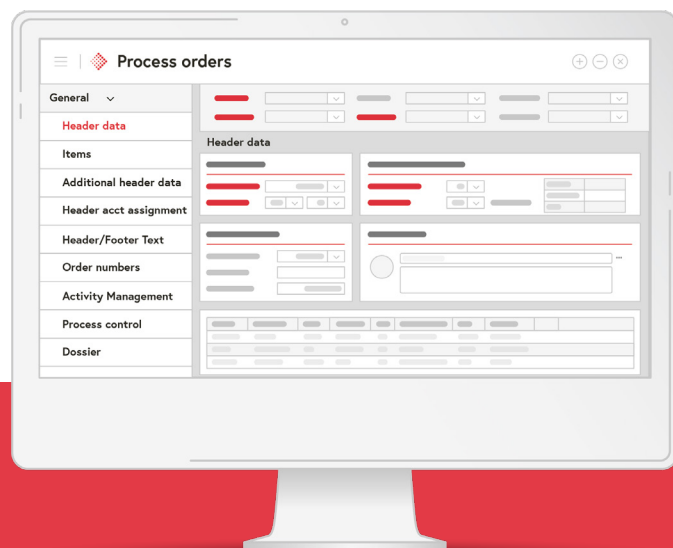
Order Processing

- Automated order processes
- Collective processing
- Multichannel with integrable WebShop and POS system
- Live availability check
- Link to Project and Service modules



Shipping and Invoicing

- Parcel consignment
- QR invoice
- Digital document exchange with customers (E-documents / eBill)
- Subscription management / Serial invoicing



Your benefits

- Automated processes and digital data exchange
- Dynamic approval process possible through the definition of workflows
- End-to-end digitization with Abacus E-Business
- Customizable with additional modules and adapted to your needs

More information can be found at: abacus.ch/sales

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