Logic Tools – Sales & Estimates

Overview and Concepts

The Sales and Estimates sub-system is designed to provide the users with the ability to prepare quotations, enter orders for future delivery, conduct over the counter cash sales as a POS terminal, enter and release master orders with scheduled deliveries, provide for repetitive billing, required in the maintenance segment, and provide for wholesale, on account, sales. The design makes use of signature capture devices and embedded credit card processing fully integrated into the design, all from within a single user interface.

The design includes the ability to produce consolidated dig/pick sheets that includes several orders, selected by the user, thus reducing the time required to pick the daily shipments and prepare the products for delivery. Truck load tickets are also available.

Delayed deliveries, or products purchased and paid for, but not yet removed from the yard, can be easily identified and allowed for in the inventory count.

Wholesale quotations and Landscape design/build proposals are easily prepared and, if required, contractual language can be included on the documents.

PDF images are stored and can easily be retrieved for any invoice created by the system. Documents can be prepared in 4” vertical tape format or full 8 ½ x 11 format, or any combination. The ability to view, fax, email, or print any order at any time is embedded into the system.

Product pricing is available at 5 levels, any of which can be assigned to any customer account. Additionally sale pricing can be initiated at any, or all, price levels. Price breaks based on quantity purchased can also be used. Contract pricing per customer account is also available, which can be specified on a per order basis if desired.

A full array of both daily and historical reports are available, including customer past purchases and daily sales results. A full analysis of what remains on order, plus those products selling the fastest where stock may need to be replenished.