



Introduction



Total computing, retail, hold stock, use Sage line 50

A successful etailer that also buys and sells its own stock. They are purely online without a physical shop.

The fact of having their own stock plus fulfilling from distribution means that any order that contains their owned stock is fulfilled from their own warehouse – after first getting the products shipped in from distribution. Additionally since they get daily deliveries from the distributors (and no consequent delivery charges) for items that can be easily and cheaply posted they do so, in place of paying £5 or more for courier services provided by the distributors.

In addition we offer the ability to consolidate orders – meaning that one Purchase order (PO) is issued to cover a number of orders. In this case the PO has one line for each separate product irrespective of the number of orders involved. This enables the reseller to negotiate with the distributors if he has larger quantities of the same product required and thus get better prices. Even with negotiated prices orders can still be sent electronically as long as notes are added which cause the order to be manually reviewed.

Owned stock has its own rules in such that they can price the products as they wish ignoring cost plus rules and the ability to prioritise owned stock so that distributor stock of the same products is ignored.

How It Works

- 1) All distribution products plus owned stock are loaded in to Stock in the channel and hence on to the web store
- 2) Orders made on the web site are immediately loaded up to stock in the channel orders inbox.
- 3) With a couple of clicks the orders get sent to the distributors or if it is owned stock then a shipment note is created in Sage 50
- 4) Virtually immediately after this the web store is updated with the new order status of confirmed. This generates an email to the customer to confirm the order has been accepted. The next update is usually when the items are despatched – with a courier tracking URL. Despatch causes the order status to change and generates the invoice in the shopping cart. This invoice and the order status update are automatically emailed to the buyer.

The above gets all the orders dealt with and despatched and handles all the customer notification. It means that at busy times they can handle the huge increase in orders. On a day to day basis it takes a lot of work off their hands. However the orders and payments still have to be accounted for.

Reconciling Transactions

However if you are serious about stripping costs out of your business and want to completely automate processes then you should consider connecting our order processing system to your accounts package. This would enable the following to automatically be reconciled with accounts: -

- Sales orders
- Purchase orders

- Supplier invoices

With the above you would completely strip out manual processes – except for actually paying the suppliers. One or two customers even automate that – setting up their accounts package to automatically pay the bills.