sage

productsheet

Sage FRP 1000
Sales

*Freer in your financial management
Sage allows you to demand more from
your accounting and financial management.*

April 2020

Sage FRP 1000 Sales is part of a complete, integrated, modular and configurable à la carte solution, offering a set of expert features dedicated to financial departments wishing to build their management solution.

An end-to-end inventory management chain

Budget and commitment management is transversal to the accounting and to the purchasing, fixed assets, expense reports, sales and inventory cycles, which allows you overall control of expenses. This functional allows you to follow a complete purchasing cycle from the budget forecast of expenses to their recognition.

The creation of validation circuits is open and intuitive, perfectly adaptable to the organizational context to which it applies. It guarantees the traceability of commitments at all stages of their life.

Optimization of all flows related to commercial activity

The functional area dedicated to the commercial activity takes care of all the management of the articles, the purchase prices allowing to pilot all the processes related to the general expenses and of the investments. Control of the supplier relationship being a key element to guarantee quality and respect of deadlines, the solution also allows you to optimize the management of purchases and to define the circuits adapted to the particularities of each business of the company. A transversal and integrated vision of

information makes it possible to trace as well as to visualize for each flow, the entirety of the circuit of which it was the object and the detail of the parts which compose it.

Stronger collaboration

The solution offers you a large number of tools to promote collaboration within your company, such as a Web 2.0 financial portal that facilitates communication and information sharing or a workflow engine to manage cross-functional processes and validation. A fully configurable exchange platform allows you to establish file interfaces in real time with your information system. Thanks to the mobility functions as well as the Microsoft Outlook® and Microsoft Excel® client, you have access to Sage applications for increased collaboration on managing commitments. You thus involve all the employees of your company and meet their needs while offering real ease of use.

Traceability and audit

Anti-Fraud Law certified solution by ensuring the inalterability, security, conservation and archiving of invoices. Storage of the original invoice

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Accounting management
Accounting
fixed assets
Expense
Accounting and tax statements

Operational processes
Shopping
Sales
Inventory

Financial flows
Treasury
Financial Guarantees
Bank Payment
Bank reconciliation

SAFE 1000 platform

Workflow / Graphic Processes / Audit & Traceability / Web application server / Connected services / Development tools

Task scheduler / Multi-company / Multi-site, Multi-lingual / Data repository / Automata / Requestor

Sage BI Reporting

The advantages of the offer

Trust

> Sage FRP 1000 Sales integrates the facilitating functions within the framework of the GDPR(1) (General Data Protection Regulation)

Dynamic management
> of the supply chain

Issuance and integration
> electronic invoices thanks to the Sage eFacture platform

Decision-making environment
> complete with performance indicators, management tools, dashboard library and ready-to-use reports

Rate management
> sales

Subscription contract

Order management
> and invoicing

Fonctionnalities

General environment

Multi-company, single or multi-base, multi-establishment, multi-currency, multi-role third party, intra-group flow management, multilingual management, personalized offices.

A solution that reflects your business strategy

Sage FRP 1000 Ventes offers dynamic management of customer channels. This solution notably allows multi-referencing, the creation of differentiated units for sale, the possibility of creating customer and product hierarchies.

For example, you have tools for designing elaborate pricing policies that you can refine through simulations. It is thus possible to manage promotional rates, multiple discounts and cascading discounts.

An electronic invoice processing platform for productivity gains

Through the Sage eFacture platform accessible as a connected service, you have a hosted invoice exchange solution that allows you to issue and/or integrate electronic invoices. Natively integrated into Sage solutions, it automates the flow of dematerialized invoices, in complete security and in compliance with legal requirements.

This service allows:

> The registration of your companies in the Sage eFacture directory
> Consultation of companies present in the Sage eFacture directory
> The invitation of your third parties to exchange electronic invoices
> Consultation of invoices online and traceability of exchanges
> Downloading invoices and electronic orders received
> Viewing and downloading attachments to electronic invoices
> Issuance of electronic invoices
> Printing, enveloping and mailing of invoices (optional)

> Integration into accounting and commercial management of electronic invoices received
> Electronic archiving with probative value for a period of 10 years

Sales management

Customer chain (order giver, third party delivered, third party invoiced, third party payer), multi-delivery address, management of carriers, customer hierarchies, combinatorial assignment of sales representatives according to different criteria (geographical sector, customer category, product category), circuits sales logistics: configuration of logistics stages, management of short circuits, assignment of a delivery circuit to a product, definition of stock allocation for each stage of a circuit, wizard for generating sales documents, automatic calculation delivery dates (according to preparation or delivery times, dispatch and reception schedules), management of returns and exchanges, management of transport costs, management of weights and volumes of the part, management of customer risk (commercial, late payment,insolvency).

Item management

Commercial kits, services, billable costs, different management units in Purchase-Sales-Stocks, management of multi-referencing, management of associated documents (notice, photos, etc.), management of product hierarchies and underlying analyses, management of statistical categories, simulation of purchasing costs.

Sale prices

Promotional, qualitative, promotional and quantitative prices, management of percentage and value discounts, management of discount levels (98), management of discounts by nature (customer, customer category, product family, cross product family / customer category), management of prices in currencies, management of prices by coefficient, history of prices and discounts applied, duplication of prices, simulation of sales prices and cost prices by Incoterm.

(1) https://www.sage.com/fr-fr/informations-legales/rgpd/

Fonctionnalities

Subscription contracts

Entry of subscription contracts, automatic generation of periods (day, week, decade, fortnight, month, quarter), pro rata management in quantity or value, definition of dates on which orders, BL and invoices must be generated (x days before or after the period end date), status management: proposed, accepted by the customer, good for generation, refused. Automatic or manual renewal of contracts, updating of sales contract prices.

Billing

Invoicing including tax, pricing of orders in quantity, weight, volume or free, management of low prices (less than one cent), management of discounts: at the bottom of the invoice, based on calculation of gross price and discounted gross price, discount by threshold of amount, automatic posting of down payment invoices, dynamic reconciliation between payment and down payment, mirror intra-group re-invoicing in single-base architecture.

Order management

Burst modification of order lines (already entered), generation of preparation orders according to the priority level (from 1 to 10 defined at the level of the delivery detail), taking into account the closing calendars for the calculation of the date of delivery, manual or automatic countermark management, actual valuation, PMP, CMP, standard purchase price or standard purchase cost, automatic generation of BL, complete traceability of sales and purchase orders, expense management of approach.

Decision making within everyone's reach

You have a complete and integrated decision-making environment allowing the implementation of performance indicators, management tools adapted to each user profile for quick access to information essential to their business, a library of dashboards , ready-to-use indicators and reports to facilitate management ownership, publication of reports and indicators through the Web portal or directly from your Microsoft Outlook® messaging system, dashboards accessible from the portal or directly on smartphone or tablet.

Tools

Web 2.0 portal

Easy and unified access to business applications, custom indicators and dynamically populated external information.

Workflow engine

Library of pre-packaged processes, intuitive construction based on graphical tools, triggering of actions according to configurable conditional events.

Customization tools

The SAFE 1000 architecture provides for the integration of specific developments at the heart of your information system while guaranteeing their durability during updates.

Business Intelligence Designer

Creation and modification of queries, dashboards, decision-making reporting. Many restitution formats available: Excel, CSV, PDF, HTML, XML…
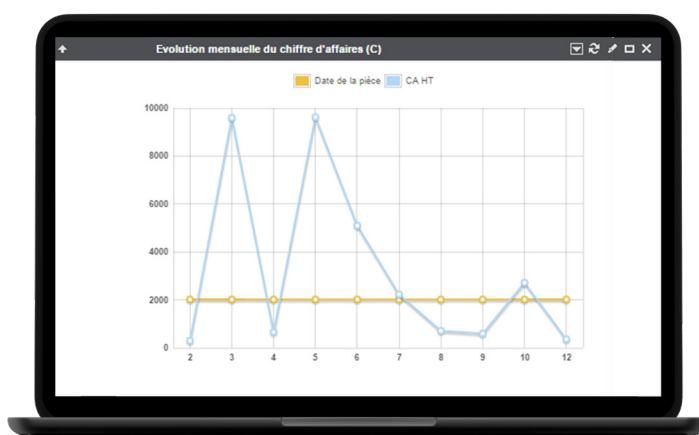
Sage FRP 1000 Sales - Evolution of turnover

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