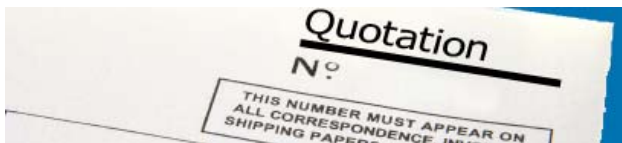


In some businesses, the sales cycle begins before an order is actually placed. At the quotation stage, there are a different set of parameters that are important and the Intact quotations module addresses these in a clever and intuitive manner.

The following list of key features outlines some of the items that makes the Intact quotation module popular amongst wholesale, distribution and retail outlets:



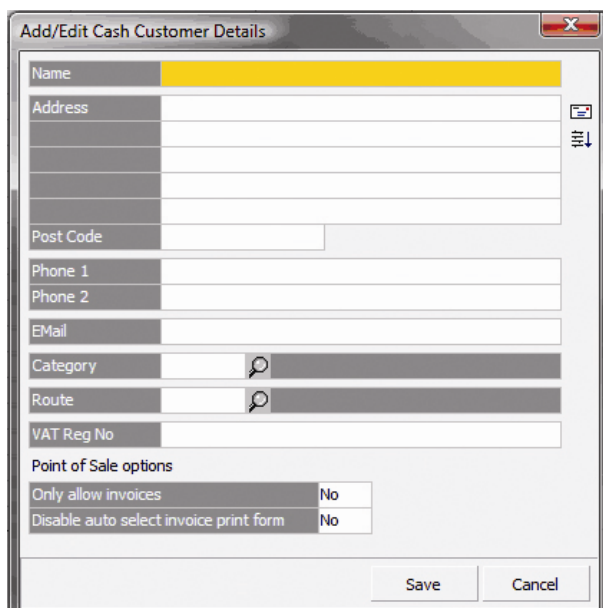
Key Features

- A quotation can be prepared from the 'quotation module' or from the POS system.
- With reference to the standard, average, last, landed cost (which ever is chosen), the margin and mark up for each line is shown.
- The price quoted can be set by editing the margin or the mark up percentage.
- The margin or mark up on the entire quotation can be edited globally to give an overall margin.
- There can be multiple quotation layouts on the system and the appropriate one can be chosen at the time of print.
- Quotations can be turned into sales orders or directly into invoices skipping the order and delivery stages.
- Quotations can be segregated into different status codes and reports can be subdivided into these sections.
- There is a facility to copy quotations for future use.
- We can add a memo to individual quotations for internal use.
- It is possible to run a stock check against a particular quotation before agreeing to go ahead with an order.

Cash Account Customer Directory

One important unique feature within the Intact package is the facility to use a cash account customer directory. This facilitates the setting up of numerous cash account customers within this single account code. There are several search facilities available including by telephone number.

This clever addition proves most popular in applications such as tile companies and retail outlets where the majority of customers are from the public. It also helps that a new account code does not have to be set up for each and every cash customer whose details need to be stored.



Quotation Items

ABC COMMUNICATIONS - Active					
Quote Number 1212		Date 23/03/2009			
Customer Ref 3		Due Date 23/03/2009			
Sales Rep JOHN BROWNE		Currency Euro			
		Total 1,148.18			
Detail		Quantity	Units	Unit Price	Cost Price
STEEL HAMMER		3.000	UNITS	23.00000	10.00000
PAINT BRUSH - 5"		10.000	UNITS	12.00000	10.00000
SCREW DRIVER SET		12.000	UNITS	63.00000	45.00000

