

s-Alerts - A summary of targeted areas for Process Streamlining and Productivity / Efficiency Gains

	Enhanced Customer Service	Improved Credit Management	Sales Efficiency Gains	Focussed Margin Control	Sales Productivity Improvement	Optimised RMA Overhead	Purchasing Efficiency Wins	Warehouse & Stock Efficiencies
Customer put on Stop	Y	Y	Y					
Customer nearing payment overdue status	Y	Y	Y					
Customer exceeding credit limit	Y	Y	Y					
Customer exceeding defined DSO figure	Y	Y	Y					
Sales ledger transaction placed on query	Y	Y	Y					
Sales order (and/or line) on hold	Y	Y	Y					
Sales order placed on credit hold	Y	Y	Y					
Sales order requires approval	Y	Y	Y					
Payment received against sales order	Y	Y	Y					
Queried transactions exist for this customer	Y	Y	Y			Y		
Alternatives exist for this product	Y				Y			
Special offers exist for this customer	Y				Y			
Order placed on 'Ship & Debit' hold	Y				Y		Y	
Notes exist for this customer	Y		Y		Y			
Open returns exist for this customer	Y		Y			Y		
An order is in peril for this customer	Y				Y			
Supplier acknowledgment has delayed ETA	Y		Y		Y			Y
Sale lost due to stock shortage	Y				Y		Y	
No 'Required Date' on sales order	Y		Y					Y
Required Date' has changed for an order	Y		Y					
Goods received against overdue PO	Y						Y	Y
Profit margin outside high-low limits on order line	Y		Y	Y				
Zero price on order				Y				
Cost price on outstanding quotes has changed			Y	Y				
Open orders or quotes exist for selected customer			Y		Y			
As above for selected customer / product			Y		Y			
Customer is already on call list			Y		Y			
Purchase ledger transaction placed on query							Y	
Purchase invoice requires approval							Y	
Purchase order requires approval							Y	
Invoice posted against purchase order with variance				Y			Y	
Payment made against purchase order							Y	
Product stock on hand which is soon to expire							Y	Y
Ordered quantity below minimum					Y			Y
Invalid order multiple					Y			Y
Split reel on order					Y			Y
Picking list produced								Y
Stock of this product is older than defined period					Y			