

How One Sales Order Impacts Five Corporate Stakeholders

Procurement Director

“Because information from orders is immediately shared through our ERP system, we’re able to take advantage of volume discounts and forecast much better than our competitors.”



SALES ORDER

Venus Sands Aerospace Parts ORDER #15-1012
Date: 09/10/15
 1200 Stellar Blvd
 Houston, TX 77001
 757-881-6001
 www.vsaerospaces.com

TO:
 Roswell Galactic
 51 Area Road
 Roswell, NM 88201
 575-254-5151

SHIP TO:
 Roswell Galactic
 51 Area Road, Hangar 5
 Roswell, NM 88201
 575-254-5151 x5

Quantity	Description	Unit Price	Amount
40	VS Sprockets	99.00	3960.00
25	X5 Thrust Pads	52.20	1305.00
12	Capacitor "Zero G"	45.00	540.00
44	69 Moon Boot Strips	18.15	798.60
Subtotal:			6572.80
Sales Tax:			402.58
Shipping:			350.00
Total Due:			7325.38

WE APPRECIATE YOUR BUSINESS. THANKS.

Customer Service Rep

“Actually, I don’t have to transfer you to another department for that answer. I have access to all transactional info – including an image of the actual order. Let’s have a look ...”



Chief Information Officer

“Since document based processes are now also automated, critical data is immediately shared among all relevant applications. Now, all teams have access to business intelligence, so we can make faster, better informed decisions.”



Salesperson

“I can see orders from all my accounts instantly in the CRM from my mobile device. That allows me to upsell related services at the right moment. I don’t have to bother Accounting to confirm order status, either.”



Accountant

“All information from the document is automatically captured and verified against the product data in ERP. I can convert the sales order to a sale right away, and customer bills are automatically generated and sent.”



With EIP in place, critical information from a sales order is immediately captured and intelligently distributed among all databases, applications, and people.

Key Facts:

- ✓ An average accounting department can scan up to 24,000 pages per month. — IDC
- ✓ Orders that are still processed manually can incur a 10% error rate. Each error costs \$53.3 to reconcile. — Forrester Research
- ✓ Processing a sales order can cost \$50.70 (manually) or \$1.26 (with automation). — Forrester Research



Enterprise Imaging Platform is a value-added middleware that automates complex business processes by integrating enterprise applications and document based information flows.