eDOMINER™
EXTENDED ERP / CRM SOLUTION
An ISO 9001:2000 Company

DEMAND PROCESS FLOW

EXPAND smERP
Get. Set. Grow

OPPORTUNITY

Sales Person receives the enquiries from the customer over phone, mail or by e-mail.

OFFER/QUOTATION

Send the Quotation to the Customer via mail or e-mail.

- System may be forced to get approval before sending.
- If any document is due for approval it is flashed on Dash Board.
- Opportunity is flagged with the Quotation
- After due date a quotation expires automatically

Sales Person Verifies the stock status and market for Rate, Quality and Delivery Date.

Converted to Demand/Order?

Yes

No

Quotation Expires in due date further analysis can be done but this opportunity is lost.

DEMAND/SALE ORDER

Receive the Purchase Order from the Customer. Thus the demand is generated in the system

- This Demand is flagged with the Quotation to show the opportunity was successfully converted.
- Immediately reflects in Demand & Transfer Planning interface

Demand / Transfer Planning Interface

The cumulative demand direct from customer is auto reflected here. User can see the current stock with detail of each warehouse /branch and Purchase Orders issued till date against which material is not received . On the basis of these figure the user directly can issue Purchase Indent (PI) to Purchase Dept. (PD)

Purchase Dept Verifies the stock status before placing PO to supplier through procurement planning screen

If stock is available?

Yes

No

PICK LIST/ DN CUSTOMER

Create Pick list for delivery to the customer's specified delivery address.

- Demand Planning is auto updated.
- Rate is picked from SO automatically.
- SO status is auto updated, how much is left to be delivered?
- Attach the related document if any
- Inventory is auto reduced

GATE PASS / DISPATCH

Based on pick list the warehouse/branch delivers the parts to customer.

- Once Pick list is flagged will not appear second time, reduces double delivery
- provides a list where pick list is created but delivery is not executed

Procurement Planning Interface

Demands may be from Sales Dept., Production Dept. or Inventory Dept. The cumulative Purchase Indents are auto reflected here. Including reorder level figure. Purchase Dept. can see the total PI not Ordered, total PO issued not received till now . On the basis of these figure the user directly can issue Enquiry or PO to Supplier.

PURCHASE ENQUIRY

Float enquiries to respective suppliers of material.

- PE may be generation in Procurement Planning stage by selecting only respective PI.
- Suppliers can see their Offer status through self service portal.

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