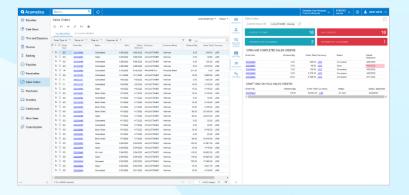# Order Management

Streamline sales of stock products and non-stock service or digital items. Optimize sourcing activities with purchase orders and requisitions. Access inventory features for purchasing and sales.

- **Sales Order Management**
- **Purchase Orders with Requisitions**
- **Inventory Features (with Inventory Management)**

Key business benefits

- Boost sales with flexible pricing, rules-based discounting, up-sell, inventory allocations, cross-sell, and item substitutions.

- Automate procurement with inventory replenishment, drop shipments, and requisitions with vendor bidding.

- Optimize inventory levels with insights into turns and carrying costs with kitting, lot and serial tracking, matrix items, physical inventory counts, flexible units of measure, and replenishment.

Related resources

- Omnichannel Readiness Playbook
  > LEARN MORE

- Resilient Sales Strategies eBook
  > LEARN MORE

- Schedule a Personalized Demo
  > LEARN MORE

Harmonize Supply Chain Activities for Happier Customers and Vendors

Service, construction, professional service, non-profit, and commerce-driven marketing companies that do not carry stock inventory use Acumatica Order Management as an alternative to Acumatica Distribution Edition to manage sales of services and non-stock inventory. The integrated suite provides everything businesses need to thrill customers, manage vendor relationships, and harmonize activities with complete transparency for all stakeholders.

KEY FEATURES OF ORDER MANAGEMENT

- **Sales order management.** Create quotes, enter orders, or synchronize orders from commerce storefronts or connected EDI applications with flexible pricing and discounting strategies and flexible order fulfillment options.

- **Purchasing management.** For inventory-centric businesses, know what to buy, how much, and when with replenishment suggestions and valuable insights into supply and demand. Link sales orders with purchase orders and allocate received items to orders. Create requests for vendor quotes with bidding and configurable approval workflows.

- **Stock and Non-Stock Items:** Use Order Management without Inventory Management for services and digital products or access advanced inventory features for sales and purchasing with the Inventory Management application.

- **CRM integration.** Segment marketing lists, create marketing campaigns, and automate lead assignment to sales reps. Manage sales activities and convert opportunities into orders without re-entering information on the quote. Associate tasks and activity history with each order.

"[Acumatica] brings my finances, my inventory control, my sales—everything—into a single system so that the entire company is talking apples to apples."

–Paul Forres, Operations Manager, Global Asset

> CUSTOMER STORIES