

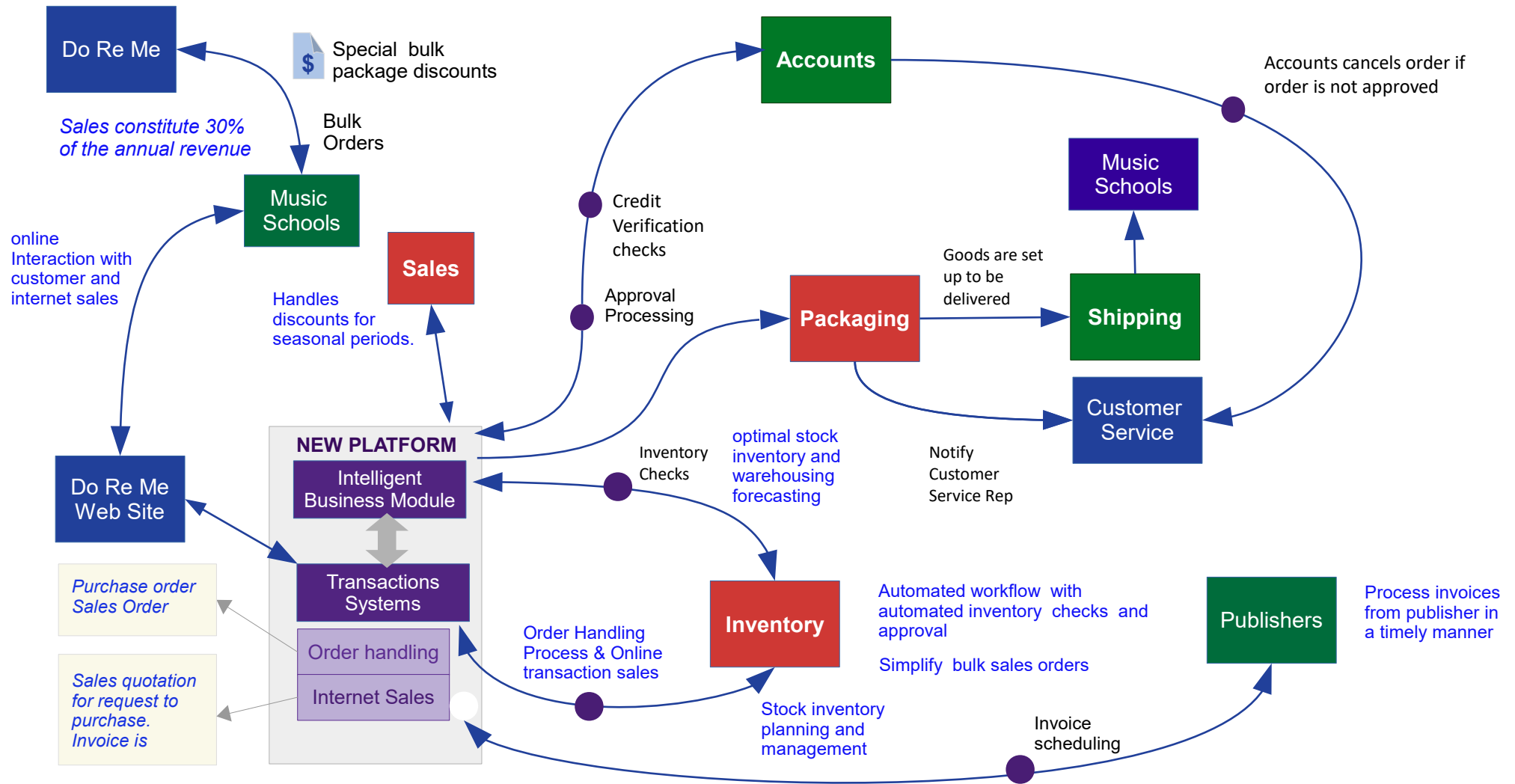
DoReMi Books Inc.

<http://www.varstreetinc.com/blog/What-is-a-sales-order>

1955

57 years

Supply of music books
to music schools



- Current business processes are manual, no on line internet presence
- Business process improvement carried out to improve music books sale transaction and order handling process
- Advanced business intelligence module for optimal stock inventory and warehousing forecasting

Automated work flow : Automated inventory checks and approval

Assumption from case study:

An individual customer may order in bulk or place a single order.

The order processing and inventory system needs to differentiate a bulk order from a single order.

Concept	Abbreviation	Meaning
Bulk Order	Bulk PO	
Purchase Order	PO	
Sales Order	SO	<p>The sales order, sometimes abbreviated as SO, is an order issued by a business or sole trader to a customer.</p> <p>A sales order (SO) is an internal document generated by the seller, indicating that the customer is now ready to purchase products and services. A legal contract that makes it mandatory for the seller to sell the listed products at the agreed upon price.</p>
Stock Keeping Unit	SKU	Stock Keeping Unit
Stock	STK	A supply of goods kept on hand for sale to customers by a merchant, distributor, manufacturer, etc.; inventory.
Inventory control		Inventory control or stock control can be broadly defined as "the activity of checking a shop's stock.
Stock In	STKI	Stock is received into a warehouse location via a system of recording
Stock Out	STKO	Stock is taken out from a warehouse location via a system of recording
Out of Stock	OOS	lacking a supply of stock (SKU)
Inventory	INV	
Invoice	INVOC	An invoice is a commercial document issued by a seller to a buyer, relating to a sale transaction and indicating the products, quantities, and agreed prices for products or services the seller had provided the buyer.
Credit facility		A loan or collection of loans taken on by a corporation. These loans can be many different types, depending upon the needs of the company, and can vary from letters of credit to term loans, and can be committed or uncommitted.
Repayment Terms of a Credit Facility		The terms of interest payments, repayments and loan maturity are detailed. They include the interest rates and date for repayment, if a term loan, or the minimum payment amount and recurring payment dates, if a revolving loan. The agreement details whether interest rates may change and specifies the date on which the loan matures, if applicable.