Sales Quotation Previous Next

Transactions > Sales Quotation



You can enter the *Sales Quotation* voucher if your organisation receives Sales Quotation and makes adjustments against the same. In other words, if the organisation implements a pre-Sales cycle in which Sales is adjusted against quotation and the quotation needs to be tracked then you can enter the details using this voucher.

To create, modify, or delete a Sales Quotation voucher, the Transactions menu provides the Sales Quotations option. To use the option, click Transactions > Sales Quotation.

• On clicking the *Sales Quotation* option, three options are displayed. The options are:

❖ Job Work

- Unit Cost (This option Includes the Unit cost of plate, printing, paper, Fabrication etc.)
- Job Work Unit Cost (This option Includes the Job work Unit cost of plate, printing, Fabrication etc.)
- > Job Work (This option Includes the Job work cost of plate, printing, Fabrication etc. in detailed)

Supply Inward



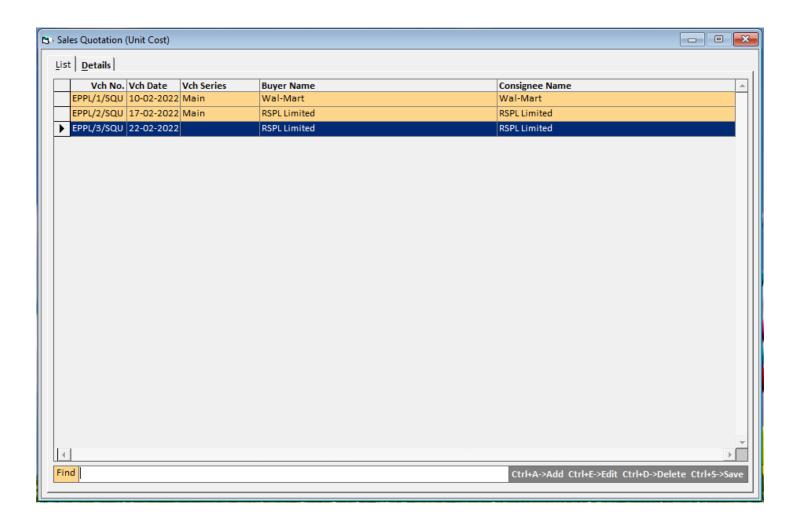
Let' Start Unit Cost



o List

List Tab option allows you to View a list of all the *Sales Quotation* vouchers of your company. On clicking the *List* tab, a *List of Sales Quotation Vouchers* appears.

List Sales Quotation Unit Cost



✓ Add (CTRL+A)

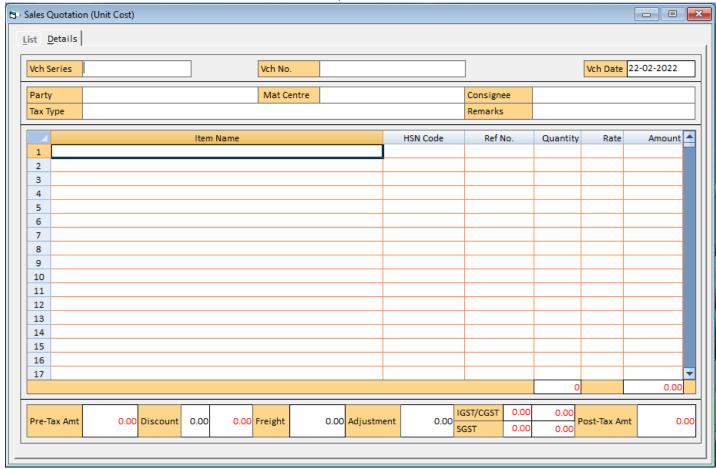


On clicking the Add Button, an Add Sales Quotation window appears. Given here is a screenshot of the Sales Quotation window.

Details

Details Tab option allows you to View a list of all details of the *Sales Quotation* vouchers of your company. On clicking the *Detail* tab, a *Detail of Sales Quotation* Vouchers appears.

Add Sales Quotation Unit Cost



In This window there are various data fields and grids. The data fields and grids are:

- Series
- Vch. No.
- Date
- Party
- Mat. Centre
- Consignee
- Tax Type
- Remark
- Item Details

- HSN CODE
- Ref. No.
- Quantity
- Rate
- Discount
- Freight
- Adjustment

Series

On pressing the Space key, Select the series from the list that is displayed in this data field. The list of series depends on the configuration settings.

Vch. No.

Depending on the settings. You can enter the voucher number manually, automatically, or not enter the voucher number at all. As per the settings in *Voucher Configuration*, specify the voucher number.

Date

Specify the date of the Sales Quotation.

Party

On pressing the *Space* key, Select the party/account to be affected in the *Sales Quotation* voucher. You can select the party/account from the list that is displayed in the data field. In the list, the accounts that fall under the groups, Sundry Debtors, Sundry Creditors, Cash-in-Hand and Bank Accounts are displayed. On pressing the *Enter* key after selecting the party, selected in *Party* data field.

Mat. Centre

On pressing the *Space* key, Select the Material Centre from where the goods will be moved for Sales. You can select the Material Centre from the list that is displayed in the data field.

Consignee

On pressing the Space key, Select the Consignee from where the goods will be moved for Sales. You can select the Consignee from the list that is displayed in the data field.

Tax Type

On pressing the *Space* key, Specify the tax type of the Sales Quotation.

Remark

Specify the Remarks for the Sales Quotation transaction. You can specify a Remarks with maximum of 94 characters. On pressing the *Enter* key after specifying the Remarks, a *Notes* window appears. This window appears if you have enabled the *Maintain Notes with Inventory Voucher* option, Enter notes for the voucher in this data field and click the *Ok* button.

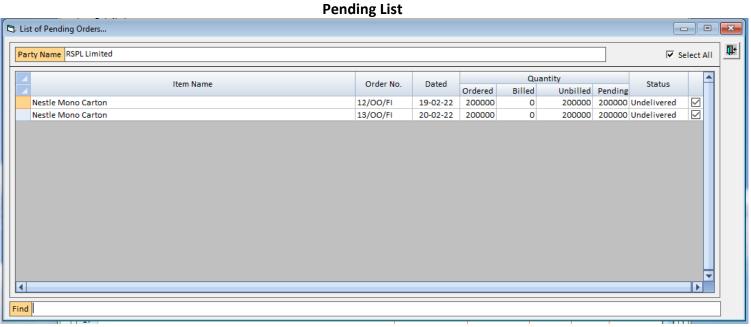
Item Details

In the Item Details grid, the data fields are:

- Item
- HSN CODE
- Ref No.
- Quantity
- Rate (Rs.)
- Amount (Rs.)

There are Two ways for Sales Quotation item selection.

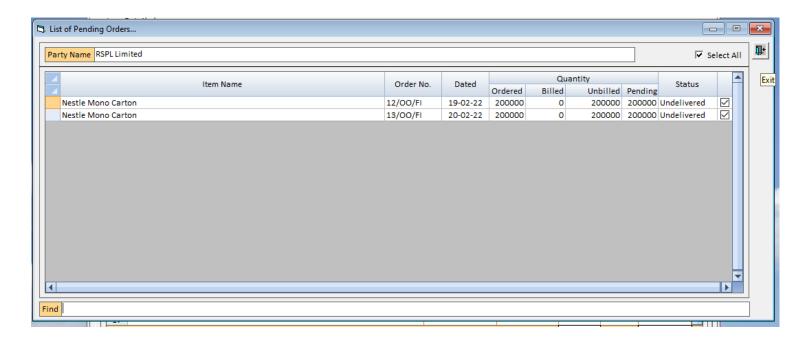
First option is displayed pressing F11 Key. This option showing you pending Against Cost Estimation:



After Check/Uncheck of Check Box Press the Exit/Process Button, by default, all data field is displayed in this data Grid. You can change this value as per your requirement without affecting any other data field.

You can use the Find box to search the pending items if pending list is too large.

You can also use select all check box to select all item in single check.



Second option is manual. IN This option select the all-data fields by pressing space bar manually:

Item

On pressing the *Space* key, Select the item for the Sales Quotation from the list that is displayed in the data field.

HSN CODE

On pressing the Space key, Select the HSN CODE for the Sales Quotation Item from the list that is displayed in the data field.

Ref NO.

Only, on pressing the F11 key, Select the Ref. for the Sales Quotation from the list that is displayed in the data field.

Quantity

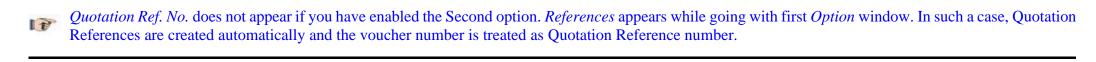
Enter the quantity of the item for the Sales Quotation.

Rate

Enter the Rate of the item for the Sales Quotation.

Amount (Rs.)

By default, the amount calculated based on the value in the @ data field is displayed in this data field. You can change this value as per your requirement without affecting any other data field.



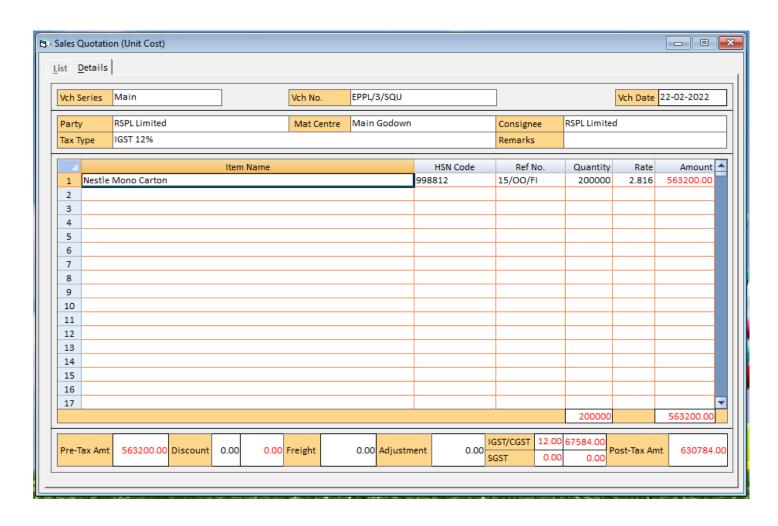
You can adjust the Sales Quotation at the time of entering Sales Order, Material Issued to Party - Sales Challan or Sales voucher.



On clicking the Edit Button, an Edit Sales Quotation window appears. Given here is a screenshot of the Sales Quotation window.

You can Edit the Exiting Sales Quotation in this option.

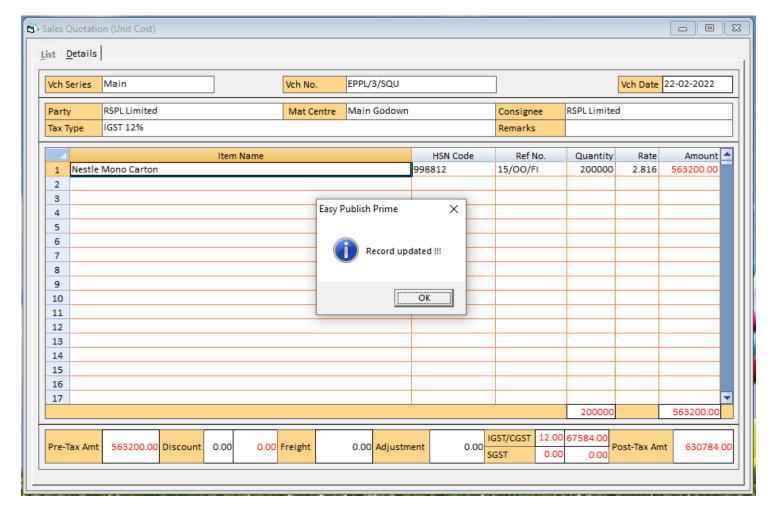
Edit Sales Quotation Unit Cost





On clicking the Save Button, a Save Sales Quotation window appears. Given here is a screenshot of the Sales Quotation window.

Save Sales Quotation Unit Cost



• Printer - If you want the Print of Sales Quotation vouchers, click the Printer button.



• Printer - If you want Preview the *Sales Quotation* vouchers, click the *Preview* button.





Let' Start Job Work Unit Cost

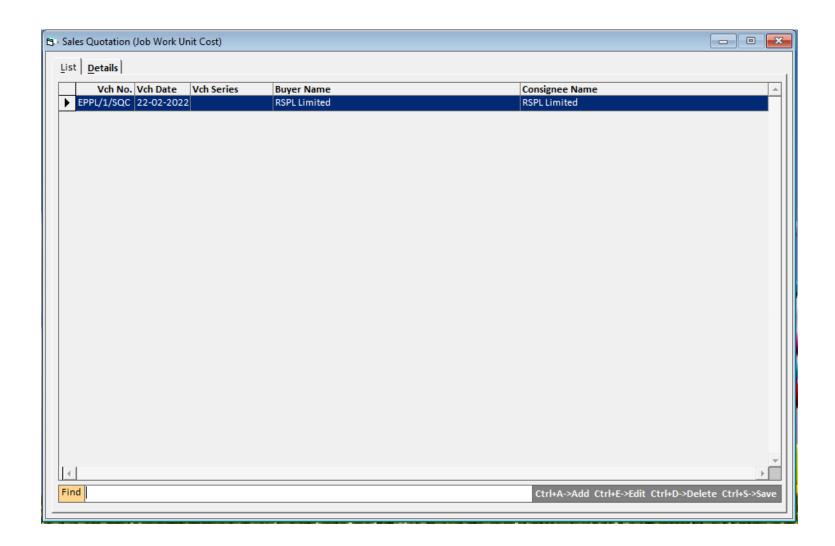


Job work Unit Cost

o List

List Tab option allows you to View a list of all the Sales Quotation vouchers of your company. On clicking the List tab, a List of Sales Quotation Vouchers appears.

List Sales Quotation Job Work Unit Cost

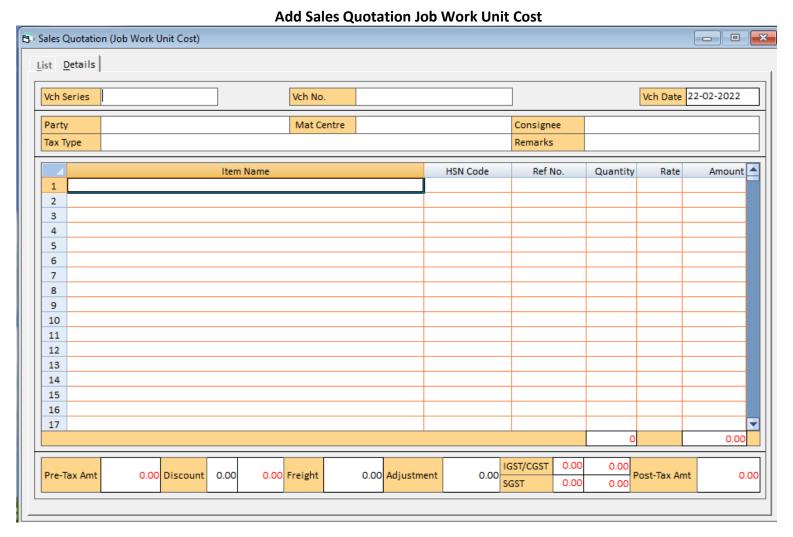


✓ Add (CTRL+A)



- On clicking the Add Button, an Add Sales Quotation window appears. Given here is a screenshot of the Sales Quotation window.
 - Details

Details Tab option allows you to View a list of all details of the Sales Quotation vouchers of your company. On clicking the Detail tab, a Detail of Sales Quotation Vouchers appears.



In This window there are various data fields and grids. The data fields and grids are:

- Series
- Vch. No.
- Date
- Party
- Mat. Centre

- Consignee
- Tax Type
- Remark
- Item Details
- HSN CODE
- Ref. No.
- Quantity
- Rate
- Discount
- Freight
- Adjustment

Series

On pressing the Space key, Select the series from the list that is displayed in this data field. The list of series depends on the configuration settings.

Vch. No.

Depending on the settings. You can enter the voucher number manually, automatically, or not enter the voucher number at all. As per the settings in *Voucher Configuration*, specify the voucher number.

Date

Specify the date of the Sales Quotation.

Party

On pressing the *Space* key, Select the party/account to be affected in the *Sales Quotation* voucher. You can select the party/account from the list that is displayed in the data field. In the list, the accounts that fall under the groups, Sundry Debtors, Sundry Creditors, Cash-in-Hand and Bank Accounts are displayed. On pressing the *Enter* key after selecting the party, selected in *Party* data field.

Mat. Centre

On pressing the *Space* key, Select the Material Centre from where the goods will be moved for Sales. You can select the Material Centre from the list that is displayed in the data field.

Consignee

On pressing the Space key, Select the Consignee from where the goods will be moved for Sales. You can select the Consignee from the list that is displayed in the data field.

Tax Type

On pressing the *Space* key, Specify the tax type of the Sales Quotation.

Remark

Specify the Remarks for the Sales Quotation transaction. You can specify a Remarks with maximum of 94 characters. On pressing the *Enter* key after specifying the Remarks, a *Notes* window appears. This window appears if you have enabled the *Maintain Notes with Inventory Voucher* option, Enter notes for the voucher in this data field and click the *Ok* button.

Item Details

In the Item Details grid, the data fields are:

Item

- HSN CODE
- Ref No.
- Quantity
- Rate (Rs.)
- Amount (Rs.)

There are Two ways for Sales Quotation item selection.

First option is displayed pressing F11 Key. This option showing you pending Against Cost Estimation:

List of Pending Orders... Party Name RSPL Limited ✓ Select All Quantity Order No. Item Name Dated Status Ordered Unbilled Pending Nestle Mono Carton 12/00/FI 19-02-22 200000 200000 200000 Undelivered Nestle Mono Carton 13/00/FI 20-02-22 200000 200000 200000 Undelivered

Pending List

After Check/Uncheck of Check Box Press the Exit/Process Button, by default, all data field is displayed in this data Grid. You can change this value as per your requirement without affecting any other data field.

You can use the Find box to search the pending items if pending list is too large.

You can also use select all check box to select all item in single check.

Pending List - - X Est of Pending Orders... Party Name RSPL Limited ▼ Select All Quantity Item Name Order No. Status Dated Ordered Nestle Mono Carton 12/00/FI 19-02-22 200000 200000 Undelivered Nestle Mono Carton 13/00/FI 20-02-22 200000 200000 200000 Undelivered Find

Second option is manual. IN This option select the all-data fields by pressing space bar manually:

Item

On pressing the Space key, Select the item for the Sales Quotation from the list that is displayed in the data field.

HSN CODE

On pressing the Space key, Select the HSN CODE for the Sales Quotation Item from the list that is displayed in the data field.

Ref NO.

Only, on pressing the F11 key, Select the Ref. for the Sales Quotation from the list that is displayed in the data field.

Quantity

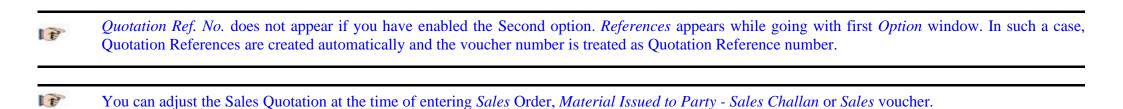
Enter the quantity of the item for the Sales Quotation.

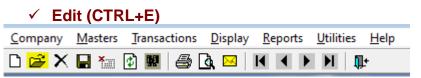
Rate

Enter the Rate of the item for the Sales Quotation.

Amount (Rs.)

By default, the amount calculated based on the value in the @ data field is displayed in this data field. You can change this value as per your requirement without affecting any other data field.

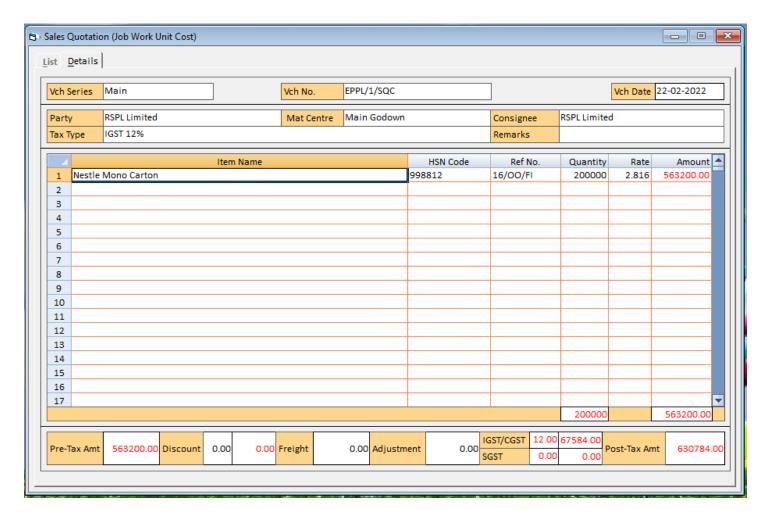




On clicking the Edit Button, an Edit Sales Quotation window appears. Given here is a screenshot of the Sales Quotation window.

You can Edit the Exiting Sales Quotation in this option.

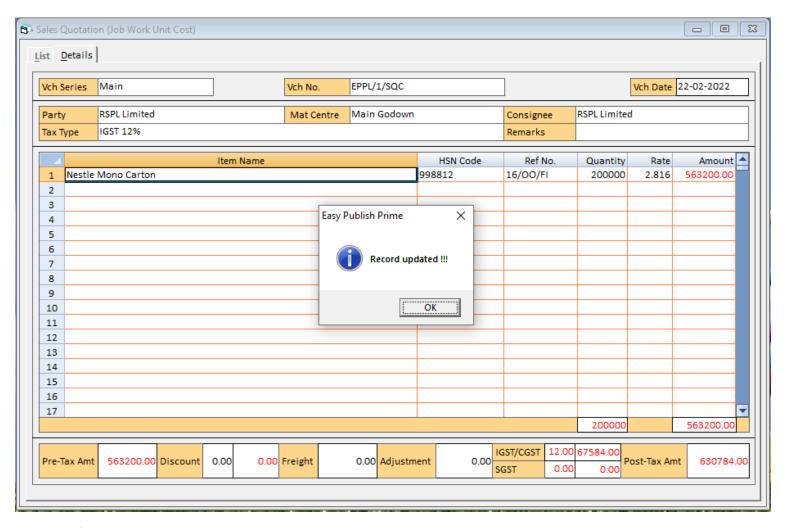
Edit Sales Quotation Job Work Unit Cost



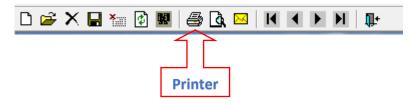


On clicking the Save Button, a Save Sales Quotation window appears. Given here is a screenshot of the Sales Quotation window.

Save Sales Quotation Job Work Unit Cost



• Printer - If you want the Print of Sales Quotation vouchers, click the **Printer** button.



• Printer - If you want Preview the *Sales Quotation* vouchers, click the *Preview* button.





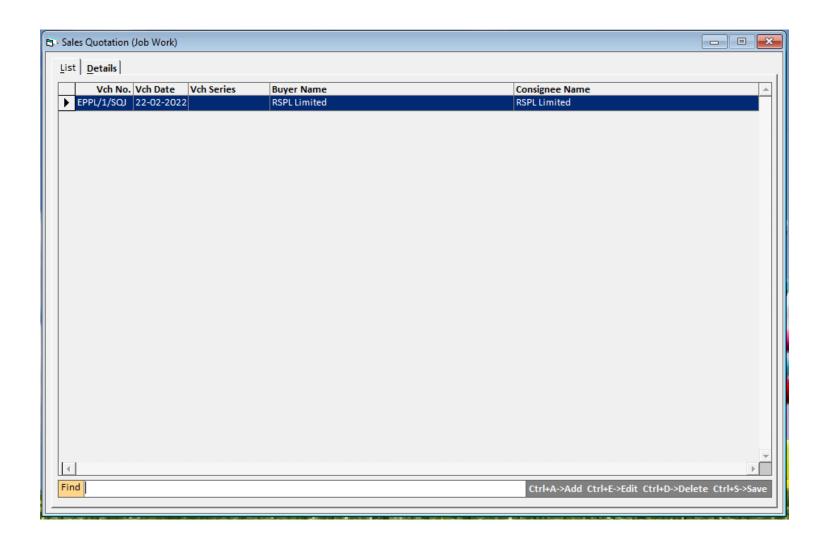
Let' Start Job Work



o List

List Tab option allows you to View a list of all the Sales Quotation vouchers of your company. On clicking the List tab, a List of Sales Quotation Vouchers appears.

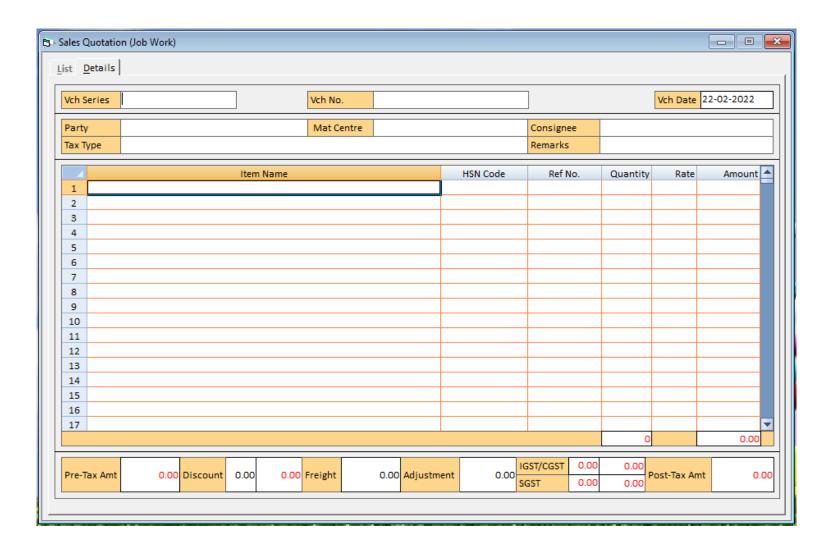
List Sales Quotation Job Work



✓ Add (CTRL+A)



On clicking the Add Button, an Add Sales Quotation window appears. Given here is a screenshot of the Sales Quotation window.



In This window there are various data fields and grids. The data fields and grids are:

- Series
- Vch. No.
- Date
- Party
- Mat. Centre
- Consignee
- Tax Type
- Remark

- Item Details
- HSN CODE
- Ref. No.
- Quantity
- Rate
- Discount
- Freight
- Adjustment

Series

On pressing the Space key, Select the series from the list that is displayed in this data field. The list of series depends on the configuration settings.

Vch. No.

Depending on the settings. You can enter the voucher number manually, automatically, or not enter the voucher number at all. As per the settings in *Voucher Configuration*, specify the voucher number.

Date

Specify the date of the Sales Quotation.

Party

On pressing the *Space* key, Select the party/account to be affected in the *Sales Quotation* voucher. You can select the party/account from the list that is displayed in the data field. In the list, the accounts that fall under the groups, Sundry Debtors, Sundry Creditors, Cash-in-Hand and Bank Accounts are displayed. On pressing the *Enter* key after selecting the party, selected in *Party* data field.

Mat. Centre

On pressing the *Space* key, Select the Material Centre from where the goods will be moved for Sales. You can select the Material Centre from the list that is displayed in the data field.

Consignee

On pressing the Space key, Select the Consignee from where the goods will be moved for Sales. You can select the Consignee from the list that is displayed in the data field.

Tax Type

On pressing the *Space* key, Specify the tax type of the Sales Quotation.

Remarks

Specify the Remarks for the Sales Quotation transaction. You can specify a Remarks with maximum of 94 characters. On pressing the *Enter* key after specifying the Remarks, a *Notes* window appears. This window appears if you have enabled the *Maintain Notes with Inventory Voucher* option, Enter notes for the voucher in this data field and click the *Ok* button.

Item Details

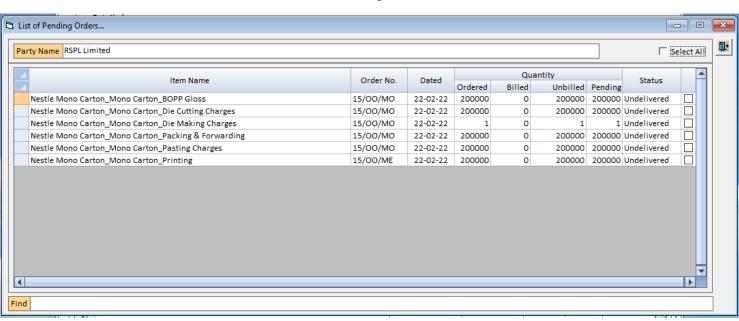
In the Item Details grid, the data fields are:

- Item
- HSN CODE
- Ref No.
- Quantity
- Rate (Rs.)

Amount (Rs.)

There are Two ways for Sales Quotation item selection.

First option is displayed pressing F11 Key. This option showing you pending Against Cost Estimation:

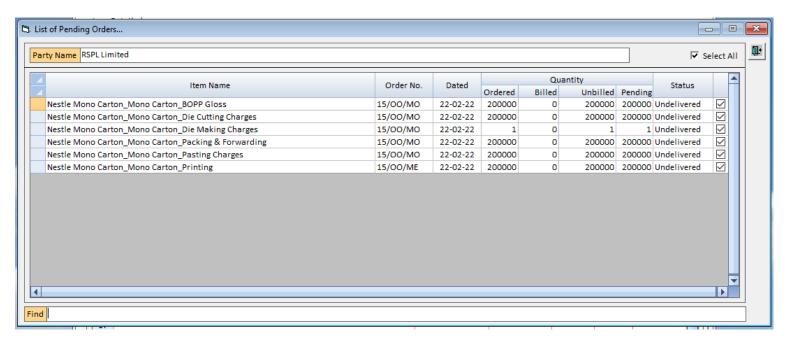


Pending List

After Check/Uncheck of Check Box Press the Exit/Process Button, by default, all data field is displayed in this data Grid. You can change this value as per your requirement without affecting any other data field.

You can use the Find box to search the pending items if pending list is too large.

You can also use select all check box to select all item in single check.



Second option is manual. IN This option select the all-data fields by pressing space bar manually:

Item

On pressing the Space key, Select the item for the Sales Quotation from the list that is displayed in the data field.

HSN CODE

On pressing the Space key, Select the HSN CODE for the Sales Quotation Item from the list that is displayed in the data field.

Ref NO.

Only, on pressing the F11 key, Select the Ref. for the Sales Quotation from the list that is displayed in the data field.

Quantity

Enter the quantity of the item for the Sales Quotation.

Rate

Enter the Rate of the item for the Sales Quotation.

Amount (Rs.)

By default, the amount calculated based on the value in the @ data field is displayed in this data field. You can change this value as per your requirement without affecting any other data field.



Quotation Ref. No. does not appear if you have enabled the Second option. References appears while going with first Option window. In such a case, Quotation References are created automatically and the voucher number is treated as Quotation Reference number.



You can adjust the Sales Quotation at the time of entering Sales Order, Material Issued to Party - Sales Challan or Sales voucher.

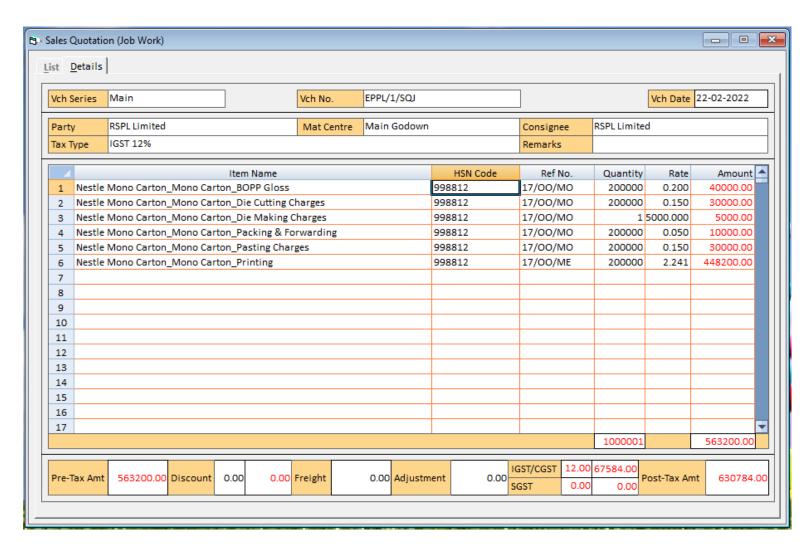


On clicking the Edit Button, an Edit Sales Quotation window appears. Given here is a screenshot of the Sales Quotation window.



You can Edit the Exiting Sales Quotation in this option.

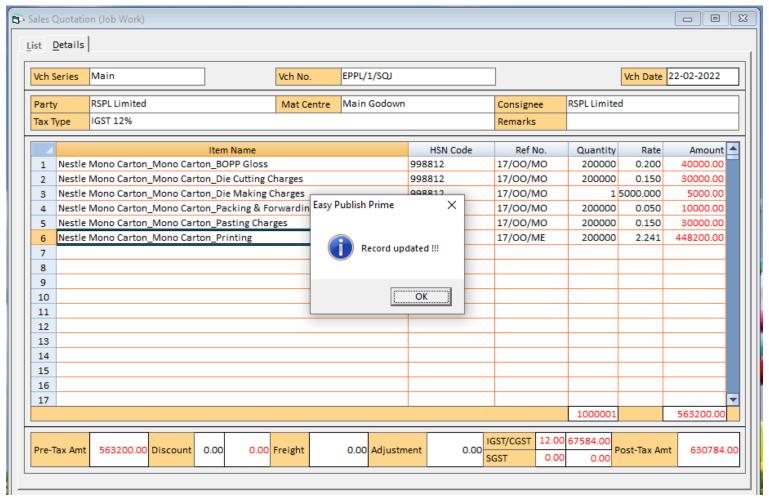
Edit Sales Quotation Job Work





On clicking the Save Button, a Save Sales Quotation window appears. Given here is a screenshot of the Sales Quotation window.

Save Sales Quotation Job Work



• Printer - If you want the Print of Sales Quotation vouchers, click the **Printer** button.



• Printer - If you want Preview the Sales Quotation vouchers, click the **Preview** button.





Let' Start Supply Inward

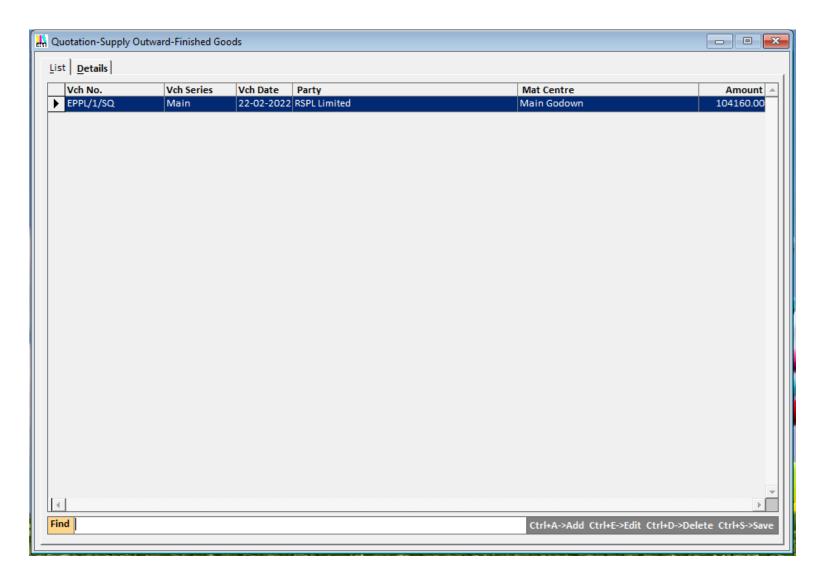


Supply Inward

List

List Tab option allows you to View a list of all the Sales Quotation vouchers of your company. On clicking the List tab, a List of Sales Quotation Vouchers appears.

List Sales Quotation Supply Outward

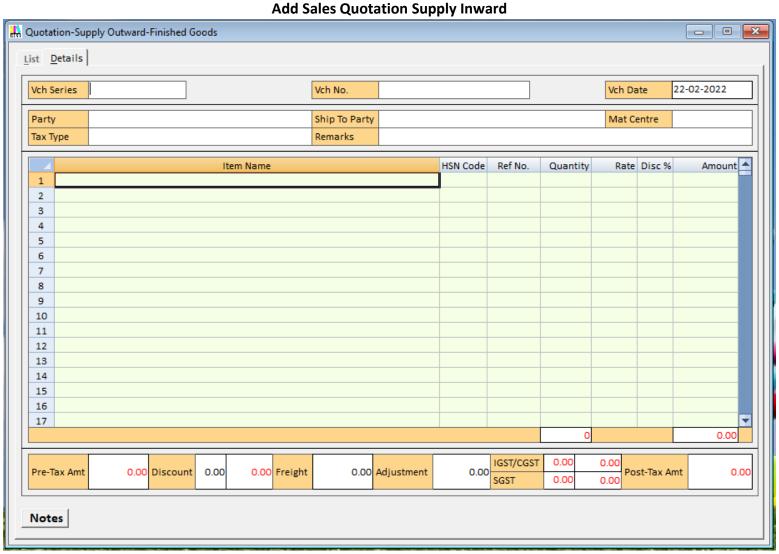


✓ Add (CTRL+A)



- On clicking the Add Button, an Add Sales Quotation window appears. Given here is a screenshot of the Sales Quotation window.
 - Details

Details Tab option allows you to View a list of all details of the Sales Quotation vouchers of your company. On clicking the Detail tab, a Detail of Sales Quotation Vouchers appears.



In This window there are various data fields and grids. The data fields and grids are:

- Series
- Vch. No.
- Date
- Party

- Consignee
- Mat. Centre
- Tax Type
- Remark
- Item Details
- HSN CODE
- Ref. No.
- Quantity
- Rate
- Discount (Item-wise)
- Amount
- Flat Discount
- Freight
- Adjustment

Series

On pressing the Space key, Select the series from the list that is displayed in this data field. The list of series depends on the configuration settings.

Vch. No.

Depending on the settings. You can enter the voucher number manually, automatically, or not enter the voucher number at all. As per the settings in *Voucher Configuration*, specify the voucher number.

Date

Specify the date of the Sales Quotation.

Party

On pressing the *Space* key, Select the party/account to be affected in the *Sales Quotation* voucher. You can select the party/account from the list that is displayed in the data field. In the list, the accounts that fall under the groups, Sundry Debtors, Sundry Creditors, Cash-in-Hand and Bank Accounts are displayed. On pressing the *Enter* key after selecting the party, selected in *Party* data field.

Mat. Centre

On pressing the *Space* key, Select the Material Centre from where the goods will be moved for Sales. You can select the Material Centre from the list that is displayed in the data field.

Tax Type

On pressing the *Space* key, Specify the tax type of the Sales Quotation.

Remarks

Specify the Remarks for the Sales Quotation transaction. You can specify a Remarks with maximum of 94 characters. On pressing the *Enter* key after specifying the Remarks, a *Notes* window appears. This window appears if you have enabled the *Maintain Notes with Inventory Voucher* option, Enter notes for the voucher in this data field and click the *Ok* button.

Item Details

In the Item Details grid, the data fields are:

- Item
- HSN CODE
- Ref No.
- Quantity
- Rate (Rs.)
- Amount (Rs.)

There are Two ways for Sales Quotation item selection.

First option is displayed pressing Space Key. This option showing you Stock List of selected Material Centre:

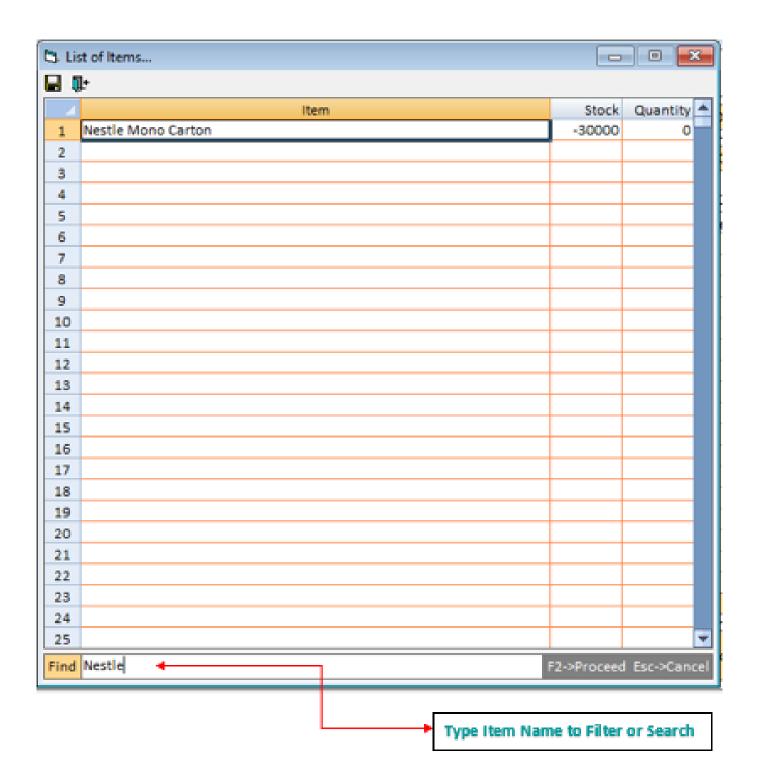
Stock List

- 0 X Ct. List of Items... □ II·+ Quantity A Stock Item Cancel ABC 0 **Proceed** Citronella Garden Sticks - (15 mm x 15.5") - 4 Pc pack -10000 0 Cloudtail labels 0 Gala Black Mono Cartons 0 HL-Incense Sticks 30 Pc Nag Champa 0 0 HL-Incense Sticks 30 Pc Spiritual 0 Multi Mono Cartons 0 4000 Nestle Mono Carton -30000Testing _ monocartons 0 19000 0 10 Venus Soap 100gX4 Mono Carton 11 Wal-Mart-MM-AF 50 G-Jasmine 0 12 Wal-Mart-MM-AF 50 G-Lavendar 0 13 Wal-Mart-MM-AF 50 G-Outer 0 0 14 Wal-Mart-MM-AF 50 G-Rose 0 15 Wal-Mart-MM-AF 50 G-Sandal 0 0 16 WM - RFPL - Ash Catcher 6 Pc 0 17 WM - RFPL - Ash Catcher 6 Pc (D) 0 0 0 18 WM-Incense Stick 30 Pc - Nag Champa WM-MM-Soap Bars 0 20 21 22 23 24 25 F2->Proceed Esc->Cancel Find

Enter the quantity of the item for the Sales Quotation in Quantity Column. Press the F2 Key to Proceed or ESC Key to Cancel, by default, all data field is displayed in this data Grid. You can change this value as per your requirement without affecting any other data field.

You can use the Find box to search the Items, Enter the Item Name in Find box.

Stock List



Second option is manual one to one Item Selection. IN This option select the Item one by one data fields by pressing F3 Key:

Item

On pressing the F3 key, Select the item for the Sales Quotation from the list that is displayed in the data Grid.

HSN CODE

By default, HSN CODE displayed after Item Selection, Select the HSN CODE for the Sales Quotation Item from the list that is displayed in the data field if you have required changes.

Ref NO.

Only, on pressing the F11 key, Select the Ref. for the Sales Quotation from the list that is displayed in the data field.

Quantity

Enter the quantity of the item for the Sales Quotation.

Rate

By default, Rate displayed after item selection Else Enter the Rate of the item for the Sales Quotation.

Amount (Rs.)

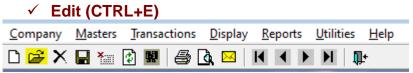
By default, the amount calculated based on the value in the @ data field is displayed in this data field. You can change this value as per your requirement without affecting any other data field.



Quotation Ref. No. does not appear if you have enabled the Second option. References appears while going with first Option window. In such a case, Quotation References are created automatically and the voucher number is treated as Quotation Reference number.



You can adjust the Sales Quotation at the time of entering Sales Order, Material Issued to Party - Sales Challan or Sales voucher.

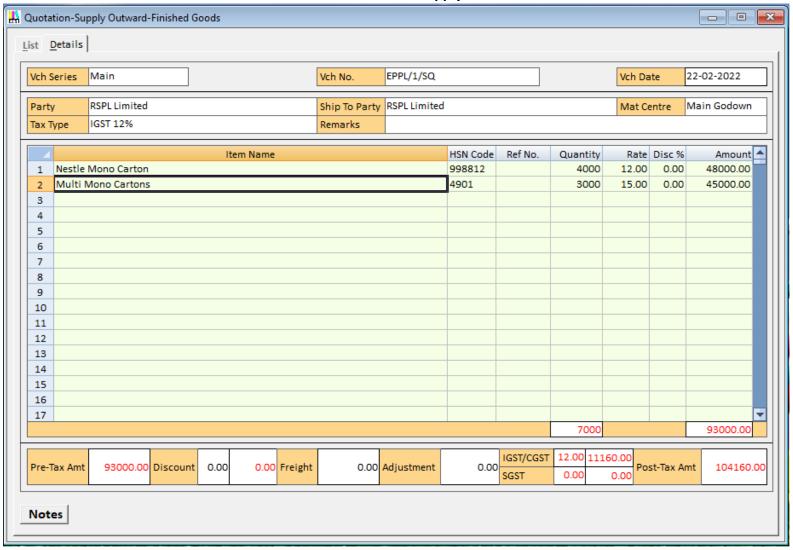


On clicking the Edit Button, an *Edit Sales Quotation* window appears. Given here is a screenshot of the *Sales Quotation* window.



You can Edit the Exiting Sales Quotation in this option.

Edit Sales Quotation Supply Inward





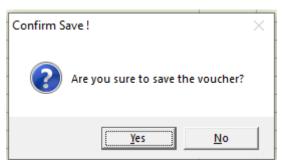
On clicking the Save Button or Pressing CTRL+S Key, a *Transport Details* window appears. Given here is a screenshot of the *Transport Details* window.
Enter the *Transport Details* data fields for the Sales Quotation.

In *Transport Details* window, the data fields are:

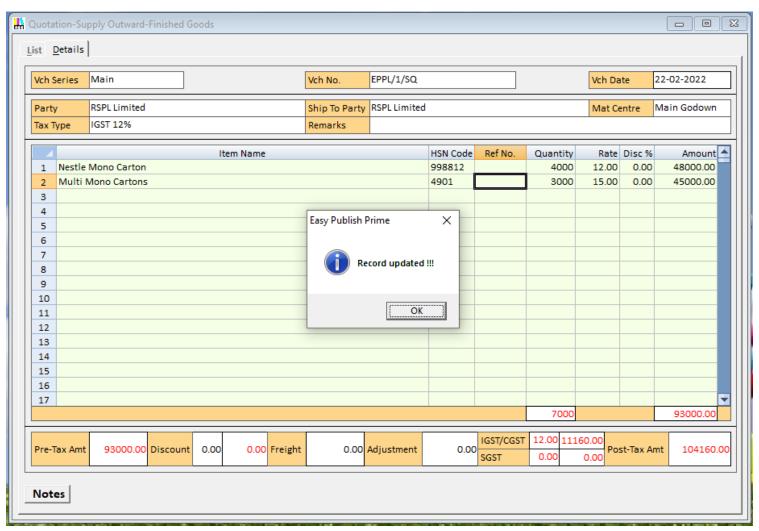
- Transport
- GR/RR No.
- GR/RR Date
- Vehicle No.
- Station
- e-Way Bill No.
- e-Way Bill Date



On Pressing (CTRL+S), a Save Sales Quotation window appears. Given here is a screenshot of the Sales Quotation window.



Save Sales Quotation Supply Inward



• Printer - If you want the Print of Sales Quotation vouchers, click the **Printer** button.



• Printer - If you want Preview the Sales Quotation vouchers, click the **Preview** button.



See Also

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