

Sales Tracking

PT. Nutech Dinamika Semesta

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Overview

This document describes the general requirements for the Marketing, Delivery, and Finance processes from the company's standpoint and defines how those requirements can be delivered using Inventory and Production Application System product with the current business process.

Marketing process starts with receiving Sales Order from customer. After this, the Marketing Department needs to check on current inventory in the warehouse, doing some calculation. If the material is available and customer approves the proposal, then Marketing Department will create RFPP (Request for Production Planning), RFD (Request for Delivery), and Job Sheet. Finally, the Production Department starts to allocate the inventory according to the RFPP.

Delivery process starts with receiving RFD from Marketing Department and Finish Good from Production Department. After this, Delivery Department will set the schedule for delivery based on RFD. Finally, the Delivery Department will deliver the Finish Good to the customer.

Finance process starts with checking Credit Limit for customer based on Sales Order issued from Sales Department. After this process, Finance Department creates Invoice based on Sales Order issued by Sales Department and based on Delivery Order issued by Warehouse Department. In parallel, Finance Department creates Payment based on Purchase Order issued by Sales Department and Delivery Order issued from the Supplier.

Our Solutions

General Business Requirements:

- **Marketing**
 1. **RFPP:** The PPIC Department receives RFPP created by Marketing Department.
 2. **RFD:** The Warehouse Department receives RFD created by Marketing Department.
 3. **Job Sheet:** The Production Department receives Job Sheet from PPIC based on Job sheet created by Marketing Department.
- **Delivery**
 1. **Delivery Schedule:** The Delivery Department makes the schedule for delivery.
 2. **Delivery Order:** The Delivery Department delivers the finished goods to Customer.
- **Finance (Invoicing)**
 1. **Credit Limit:** The Finance Department checks customer's credit limit and gives suggestion whether approving or rejecting customer's orders in Sales Order issued by Sales Department.
 2. **Invoice:** The Finance Department creates Sales Invoice based on Sales Order issued by Sales Department and based on Delivery Order issued by Warehouse Department, and will need a validation process from the Sales Department.
 3. **Payment:** The Finance Department creates Payment based on Purchase Order issued by Sales Department and Delivery Order issued from the Supplier.

Proposed Business Process Solution:

- **Marketing**
 1. **RFPP Module:** To record customer order, and material used.
 2. **RFD Module:** To record the schedule delivery plan based on RFPP issued by Marketing Department.
 3. **Job Sheet Module:** To create Job Order and sequences based on RFPP.
- **Delivery**
 1. **Delivery Schedule Module:** To record delivery schedule for each date and area.
 2. **Delivery Order Module:** To record each delivery process, the driver, truck, warehouse checking, and security checking.
- **Finance (Invoicing)**
 1. **Credit Limit Module:** To check on customer's credit limit.
 2. **Invoice Module:** To create Invoice for Customer based on Sales Order and Delivery Order.
 3. **Payment Module:** To create payment for invoice from supplier based on Purchase Order.

PT. Nutech Dinamika Semesta

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