

# Order-to-Cash (OTC)

#### Improve Order-to-Cash Workflows

Order-to-Cash (OTC) Optimizes the order-to-cash workflow for companies utilizing SAP Business One. This module connects all aspects of the entire order-to-cash cycle including order processing, credit checking, fulfillment, shipping, document management, invoicing and reporting are streamlined with OTC. Utilizing OTC within your SAP Business One System, your company can dramatically improve customer service levels, profits and organizational efficiencies while freeing up working capital and cash flow.

Other similar solutions on the market are actually several individual software applications bundled together and promoted as a single 'solution pack'. However, this bolt-on approach often leads to gaps in functionality, support challenges and often finger-pointing between the vendors and customers.

Resolv OTC is developed and supported by the Achieve IT Solutions team. This single-source approach provides SAP Business One customers and partners, one organization that is dedicated to the successful development and support of OTC.

#### Features and Functionality

The OTC module provides users with comprehensive functionally allowing them to optimize operations across their business including areas such as:

- Customer Inquiry
- Vendor Inquiry
- Inventory Inquiry
- WMS Inquiry
- Sales and Purchasing Analysis
- Order Pad

### Key Functional Areas

**Customer Inquiry** – Offers an overview of all the SAP Documents and Activity that can be associated with customers. Users can drill down to details of all transactions. This is a powerful tool that can be used as an analytic review, or a customer service launch pad.

**Vendor Inquiry** – Offers an overview of all the SAP Documents and Activity that can be associated with Vendors. This inquiry has the same capabilities as the Customer Inquiry but is targeting uses that manage or work with inbound documents and vendor relationships.

**Item Inquiry** – Offers Procurement, Warehouse, and Logistics Managers with a centralized starting point to oversee all the inputs that impact their functions. This inquiry has the same capabilities as the Customer Inquiry but is organized with an Item centric view, rather than a Business Partner view. This actually provides more information as the functionality extends to both Sales and Purchasing, in addition to adding Inventory and Production data.

WMS Inquiry – Offers a real-time view into the warehouse, providing users the ability to see the status of sales, purchasing, inventory and production transactions as they are being processed within Resolv WMS.

Sales & Purchasing Analysis – Provides users with comprehensive multilevel sales analysis data by Customer, Item and Salesperson. Additional purchasing analysis data is available by Vendor and Item. The data can be filtered to quick give insight into Sales, Costs, Profitability and trends over time. This can be very broad, covering the entire operations of the company, or can be narrowed to lower levels, such as the specific performance of a Salesperson by Manufacturer in a given state by Item Category.



SAP<sup>®</sup> Certified Integration with Applications on SAP HANA\* SAP<sup>®</sup> Certified SAP Business One Integration



## resolv Order-to-Cash (OTC)

Customer Jocument Date From Jalesperson Narehouse Find Document Number Jocal Currency	To ALL Seles Employees	Show Item Detail  Open Documents  Cosed Documents  Both								
Quotation Order Sa	les Order EDE WMS Delivery Return Down Payment	t In-Transit Invoice 4	Credit Memo	Reserve Invoice	Incoming	Payment Activi	ty Opportunity	Blanket Agreement	Service Campaign	s Price & Availability
tem tem Group	Al Item Groups 💌	Order Pad  Previous Sales						Load Entry	Save Entry	
Price List								Create Quote	Greate Order	C
Item	Item Name		Order Q	ty Price	Ware	On Hand	Committed	Ordered	Available	Price List
1 00210394782	Green Earth Gel Puel Fire Gel - 13oz Can - Otronella with Cradde			5.99	01	501.000	18.000	0.000	483.00	Regular Distributor
2 📫 00210394782	Green Earth Gel Fuel Fire Gel - 13oz Can - Otronella with Cradde			5.99	02	10.000	0.000	0.000	10.00	Regular Distributor
3 4 002 394782	Green Earth Gel Fuel Fire Gel - 13oz Can - Citronella with Gradde			5.99	03	0.000	0.000	0.000	0.00	Regular Distributor
4 📫 00210394782	Green Earth Gel Fuel Fire Gel - 13oz Can - Citronella with Cradile			5.99	04	0.000	0.000	0.000	0.00	Regular Distributor
5 📫 00210394782	Green Earth Gel Fuel Fire Gel - 13oz Can - Citronella with Cradile			5.99	05	4.000	0.000	0.000	4.00	Regular Distributor
6 📫 00210394782	Green Earth Gel Fuel Fire Gel - 13oz Can - Otronella with Cradde			5.99	06	0.000	0.000	0.000	0.00	Regular Distributor
7 📫 00210394782	Green Earth Gel Fuel Fire Gel - 13oz Can - Otronella with Gradde			5.99	11	0.000	0.000	0.000	0.00	Regular Distributor
8 📫 00210394782	Green Earth Gel Fuel Fire Gel - 13oz Can - Oltronella with Cradde			5.99	90	0.000	0.000	0.000	0.00	Regular Distributor
9 📫 00210394782	Green Earth Gel Fuel Pire Gel - 13oz Can - Otronella with Crackle			5.99	91	0.000	0.000	0.000	0.00	Regular Distributor
10 📫 00210394782	Green Earth Gel Fuel Fire Gel - 13oz Can - Citronella with Cradile			5.99	98	0.000	0.000	0.000	0.00	Regular Distributor
11 📫 00210394782	Green Earth Gel Fuel Fire Gel - 13oz Can - Citronella with Crackle			5.99	99	0.000	0.000	0.000	0.00	Regular Distributor
12 📫 00210394782	Green Earth Gel Fuel Fire Gel - 13oz Can - Otronella with Cradkle			5.99	APEX	0.000	0.000	0.000	0.00	Regular Distributor
13 📫 00210394782	Green Earth Gel Fuel Fire Gel - 13oz Can - Otronella with Cradde			5.99	EX-A	0.000	0.000	0.000	0.00	Regular Distributor
14 📫 00211000966	Green Earth Fire Pot - Midnight Mini Square			40.99	01	1,526.000	80.000	312.000	1,758.00	Regular Distributor
15 📫 00211000966	Green Earth Fire Pot - Midnight Mini Square			40.99	02	10.000	5.000	0.000	5.00	Regular Distributor
16 📫 00211000966	Green Earth Fire Pot - Midnight Mini Square			40.99	03	0.000	0.000	0.000	0.00	Regular Distributor
17 📫 00211000966	Green Earth Fire Pot - Midnight Mini Square			40.99	04	0.000	0.000	0.000		Regular Distributor
18 📫 00211000966	Green Earth Fire Pot - Midnight Mini Square			40.99	05	65.000	0.000	2.000	67.00	Regular Distributor
19 📫 00211000966	Green Earth Fire Pot - Midnight Mini Square			40.99	06	0.000	0.000	0.000	0.00	Regular Distributor
20 📫 00211000966	Green Earth Fire Pot - Midright Mini Square			40.99	11	0.000	0.000	0.000	0.00	Regular Distributor

Display all Sales, Shipping, AR and Activity details for customers in single screen.

iles and Purchasing	Analysis												-		
	Customer		Int				Salegoe son					Nerdor			
Anne Category ALI Categores •											ALL Manufacturers				
len Category	ALL Dan Categories	•									Salesperson				
9e-0	Category/Customer	Category filtern Category	Category/Customer/D	ten Calepory	Category,/Item Category/Cusit	iner .	Catorer/Seleper	ion Stat	e Statej	Cust Callegory	2ten Category	Ziene	Warehouse		
00	otes Sort Optic dens roces	en Customer Sales ® Mandh									2 Pos Perts				
Manth	Customer Number	Customer Name	Sales	Cost	OH	QM-%	-Unite	VTD Selet	170 0	tec	ND GH	TTD GM %	ITO UNITS		
DECEMBER-2016	C0057	Griffer Matton Schemational		6.00	0.00	0.00	0.00	0.00	1.772.532.62	696,623,64	LON-915.81	154.95	25.30		
NOVEMBER-2016	C0002	Amazon Dethillution		219.92	211.92	48.00	26.99	8.05	1.772.532.62	696,673,64	0.074.015.07	154.30	10.30		
NOVEMBER 2018	0025	Monohes		105.00	0.00	20.00	0.00	0.00	1.772,532.62	696.625.64			10.3		
NOVEMBER-3016	0007	Hunterstan Dectronica		2,524.50	0.00	2,524,50	0.00	9.00	1.772.532.62	696.623.64			10.3		
NOVEMBER-3016	00012	Earthshaker Corporation		204.00	86.81	117.19	115.00	2.00	1.772.532.62	006.623.64			15.3		
OCTOBER-2016	00002	Amazon Ostribution		L290.69	813.26	477.45	\$8.71	7.00	1.709.584.20	696,294,91			20.20		
OCTOBER-2016	C0056	Eaver		2.00	0.00	2.00	0.00	1.00	1,769,384,20	695,254,91			\$5.29		
O SEPTEMBER-2016	00040	St. James General Share		803.30	363.75	438.45	120.54	305.00	1,768,091,51	695,471,65			95.25		
SEPTEMBER-2016	0000	Do It Best		331.82	225.60	106.22	47.08	5.00	1.764.091.55	695.471.45			30.2		
2 SEPTEMBER-2016	00030	Knart		8.078.25	5.728.53	2,549,70	41.02	107.00	1,768,091,53	695.471.63			10.2		
50FTEMBER-2016	C0002	Anazor Ostribution		12,179,25	8,542,37	3.636.85	42.57	91.00	1,768,091,51	695.471.65			10.2		
AUGUST-2016	C18303	Bendratore Island School Datest		1.000.000.00		825.000.00	471.43	50.00	1,740,699,99	680.611.40			1.9		
3.8.7-20.26	0000	Do 21 Best		445.00	54,954,90	-54,509.90	49.29	22.00	746.699.99	205.611.40			1.5		
347-2016	00029	One Time Customer		13.12	6.72	6.45	95.90	1.00	746.695.99	105.611.40			8.0		
7 AAY-2016	C0048	Weiner1		92.00	55.88	26.12	64.54	32.00	746,699,99	305.611.40					
347-2016	00030	Knart		12.75	6.80	5.45	87.50	17.00	746,499,99	105.611.40			2.5		
387-2016	C0006	Changing		05.22	63.99	22.24	34.76	2.00	746,695,99	305.611.40			9.5		
347-2016	00040	Or. James General Store		347.40	121.25	146.15	120.54	25.00	746,699,99	505.611.40			1.5		
347-2016	00011	Port Jefferton Games & Tous		06.22	59.90	3.24	41.75	2.00	746,695.99	505,611,40			3.5		
387-2036	C0002	Anason Ostribution		0.054.45	6.046.91	2.009.51	4.4	78.25	746,695.99	305.611.40			4.4		
3.88-2036	C0038	Southern Fried Food Supply		1,247.64	637.58	630.01	15.68	651.00	736.840.82	444,256,95			4.3		
3.86-2016	C0008	Costco		256.25	138.35	117.90	85.22	95.00	736.842.82	441,236,58			1.7		
3.86-2016	0007	Hustrobe Dectronics		8.839.53	5, 86, 53	3.073.00	53.29	47.00	736,842,82	644,256,58			4.7		
3.86-205	00007	Earthshaker Corporation		12,338,79	56,817.59	20.521.20	122.02	304.00	736,842.82	444,256,56			9.7		
3.96-2026	00012	Centerport Corporation		14, 153, 16	8,832,35	5.125.83	60.24	294.00	736,842,82	444,256,00			4.7		
3.NE-2016	C0005	Granger		854.95	0.00	854.95	0.00	5.00	736,542,82				4.7		
		Rhefel		\$27.20			129.33	55.00							
2.04E-3036	C0605	Read One Taxa Continues		527.20	251.25	225.55	109.83	55.00	736,842.82	444,256.50			9.7		

Get real-time view of customer, vendor, item and salesperson data broken down with subcategories in single screen.



VistaVu Solutions Inc. #3310, 605 5th Ave SW Calgary, AB, T2P 3H5 403-263-3435

Vistavu@vistavusolutions.com Vistavusolutions.com

VistaVu Solutions Ltd. 15015 Westheimer Suite D3 - 170 Houston, TX 77082