

# COMMERCIAL

Commercial Management encompasses the set of activities of your company closest to the customer, and where the greatest stimuli and pressures originate. Such stimuli and pressures must be managed by the commercial area in the most productive way possible to bring forth the best results. And this will be possible only if suitable management instruments are established. In the Linx System, this can be done by the Customer, Sales Order, Representative, Shipping, and Invoicing modules.

For efficient sales order management – implying several integrations and relationships with internal and external partners – the system makes several resources available, such as on-line sales order capture, production follow-up, different shipping logistics formats, fiscal note issuing, and integration with the financial and fiscal areas.

Your company will gain agility and speed at sales capture through a tool on the Internet (LinxWeb), potentializing sales team activity in distant places, and eliminating order re-typing. This reduces receiving time, and your company can adjust internal planning and sales actions more rapidly.

The product provides information about the order cycle within the company through consultations and reports. It is thereby presented the sales order position, including the credit approval process, related production order progress, quantities at shipping, invoicing history, discount policy, and balance. Your company will thus optimize attendance level and customer relationship.

The Linx System offers several consultation options, operational and managerial reports, from the order-related commercial and financial data, to invoicing and shipping. All of it integrated with data export and graph generation tools.

Resources within the sales order – such as packs, kits, coordinated sets of products, assortment, model and standardizing combinations, optimized order typing for showroom and multi-delivery orders – are made available for different industry and clothing segments.

The system has a great variety of shipping, distribution, and product replacement processes aiming to meet particularities linked to each company's processes. Therefore, full control can be achieved for events linked to distribution logistics, offering your company flexibility to quickly react facing the demands of a competitive market and the constant appearance of new technological solutions.

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From product weight or cubing and box capacity, the system can calculate the quantity of volumes to be used at invoicing. Still in the distribution process logistic support, the system suggests to the carriers offering the best financial conditions for delivery, depending on the place the merchandise will be sent to.

The system comprises all invoicing-linked operations, offering information integrating with the financial, fiscal, accounting, and sales areas, in addition to shipping, customers, representatives, and stock, automatically generating all data related to them (fiscal books, accounting entries, sales statistics, delivery history, order and stock write-off, commissions, charging, and credit turnaround limit).

It is important to mention fiscal control, speeding up tax investigation, making them independent of any lot process. Information control for tax calculation is fully parameterizable, as well as the fiscal exception treatment, which allows legislation changes to be quickly met. In short, Linx Systems' great experience in the commercial area - in the most varied kinds of merchandise and businesses in the retail sector - has allowed the creation of a complete system to meet your company's needs.