

► Main Functions

- Create material's price lists, link them with clients levels and groups, specify prices of each material quantity.
- Make and define promotions on the sold quantities or on sale's total value, and identify each promotion validity periods.
- Calculate client's promotion results, and create cash discount's transactions, or issue vouchers for gifts according to what was specified on each client's promotion.
- Inquire and issue historical, statistical, and current reports about clients, enterprise's promotions, results of applying those promotions on clients, and their effects on sales within offer duration.

► General Features

- **Multi-Price Lists:** Ability of making group of price lists and linking them with specific material, then applying those material's price lists on specific client or group of clients.
- **Prices Calculation Methods:** Provide group of international methods for calculating material's sales prices within price lists with ability of applying any of these methods on any price's list.
- **Copying Lists:** Tool for copying price list's information including clients and materials with classifying these price lists within groups for information accuracy and rapid input.
- **Rounding:** Provide several rounding method for fractional prices which resulted from percentages using in selling prices calculation to facilitate price's display and acceptances.
- **Promotions Types:** Provide two types of applied sale's promotions with several options which either promotion on sales quantities of specific materials or promotion on total sold material value.
- **Promotion Statement:** Provide several bonuses methods including applying specific cash discounts, distributing specific gifts quantities or getting bonuses quantities.
- **Periodical Promotions:** Ability of repeating selected promotions for specific period on items by defining promotions once in the system, also specifying their validity periods and their recurrent terms.
- **Applying and Calculating Options:** Including several options in using and applying enterprise offers by specifying clients within each offer, and linking each offer with client's groups with ability of linking client with more than one offer.

Price Lists and Promotions



Program in **SAJAYA®** system is considered the main motivator for increasing sales, marketing products/materials, and rising competitiveness in markets through arranging competitive sale's operations and promotions taking into consideration the differences in client's demands, desires, and needs.

Sales Management



Program in SAJAYA[®] system aims to increase enterprise selling ability, and achieve the required revenues by managing sales process automatically and arranging integrated cycle from issuing price offers and sales orders, allocating and delivering materials, issuing invoices...etc. The program also arranges clients contracts, agreements, and ensures their fulfillments with providing comprehensive reports for sales transactions and results.

► Main Functions

- Issue price offers for clients on items and goods sold by the enterprise, as well as transfer price offers to sale orders or invoices in case of having client's approval.
- Create sale orders, purchase requests, and internal supply request depending on the income clients purchase orders, then allocate the available quantities, and issue purchase order for the unavailable quantities to the vendors.
- Issue sale invoices, contracts, returns, and create their packing and preparing vouchers automatically, print them, and follow up their execution phases.
- Inquire and issue reports for the current, historical, and statistical clients about all of their sales, transactions, correspondences, and working date with the enterprise in full details.

► General Features

- **Pricing Offers** that are concerned with priorities of the available pricing methods which include sale's price offers, materials price lists, default price,...etc.
- **Quotations:** Issue price offers for clients on enterprise offered materials and services, specify each offer status which include issuing, presenting, studying, client's verbal approval,...etc. Thus facilitate following-up enterprise issued offers, and specify the predicted materials for future sales.
- **Sales Orders:** Voucher type allows issuing and registering enterprise internal sales orders taking in to consideration the received purchase orders from clients and the issued price offers, also it works on allocating the available materials in warehouses, ordering the unavailable quantities from vendors, and providing drop-ship option directly from vendor to client.
- **Sales Contracts:** Voucher type allows registering enterprise agreements with clients, and follow up these agreement execution which include requesting, purchasing, allocating materials and issuing invoices with possibility of using partial delivery, issuing partial or unified invoices and separating each agreement cost from others.
- **Pricing Policies:** This program provides several pricing policies to concentrate on organizing priorities of using and applying the available pricing terms on the level of materials or group of materials which include sale's price offers, materials price lists, default price, the last given price for specific materials, material current cost...etc.
- **Invoices and Delivery Stages:** This program works on issuing several invoices for one sales order or issuing one invoice for several sales orders, it Also provides several and optional stages to deliver materials such as, issue materials output vouchers, load lists, invoices, and delivery to client.

Purchasing Management



Program in SAJAYA® system provides flexible integrated tools for managing all purchasing operations and transactions starting with orders requirements and ending up with invoices synchronized with enterprise internal system through identifying group of selected constants and providing the required reports about purchasing department performance.

► Main Functions

- Issue price offer's requests from vendors, transfer them to purchase orders, and receive purchasing invoices, or receipt vouchers accordingly.
- Register material's purchasing invoices, identify differences between the issued purchase orders to vendors, and the received materials in warehouses, and goods invoices issued for the enterprise.
- Register invoices of purchased materials, shipping and delivering from vendors; compare them with the estimated expenses which were calculated for the received materials, and apply the required modifications on the cost in case there were any differences between the actual expenses and the estimated ones.
- Issue reports and inquire about enterprise vendors, purchased materials, related expenses, and their working date in the enterprise in details.

► General Features

Materials Costing: This program works on materials costing at receiving time with registering these materials in warehouses and documenting all the related costs by saving receipt vouchers or invoices, but if these data were not available; the program works on estimating and registering costs, then matching those estimated cost with vendors invoices; with ability of re-costing the available goods and distributing expenses on level of materials price or quantity.

Price Offers Requests: Issue price offers for vendors about the needed materials, specify each offer status, define several types of price offer vouchers, and link them with users and warehouses, also give vouchers special numerical sequence to facilitate following-up enterprise issued offers.

Purchasing Orders: Voucher type allows issuing and registering external purchasing orders according to the issued price offers from enterprise, and the internal purchase orders from sales department, it also orders the unavailable materials in warehouses.

Receiving Invoices and Goods: Vouchers allow receiving goods without invoices, registering them in warehouse, then receiving invoices later on, linking them with the previously received goods.

Purchases Contracts: Voucher type allows registering purchase contracts with vendors based on agreements, following up material's ordering, purchasing, receiving, registering...etc, providing partial delivery on several stages, and partial or unified invoice issuance with separating each agreement cost from other enterprise costs.

Purchases Invoices: This program receives materials multi- invoices of single purchase's order\contract or receipt voucher, also the program allows registering multi-entry vouchers for single invoice or purchase order and this also applies on material costing invoices.