



ORCHESTRA

OCloud Sales

Part 1 of 2



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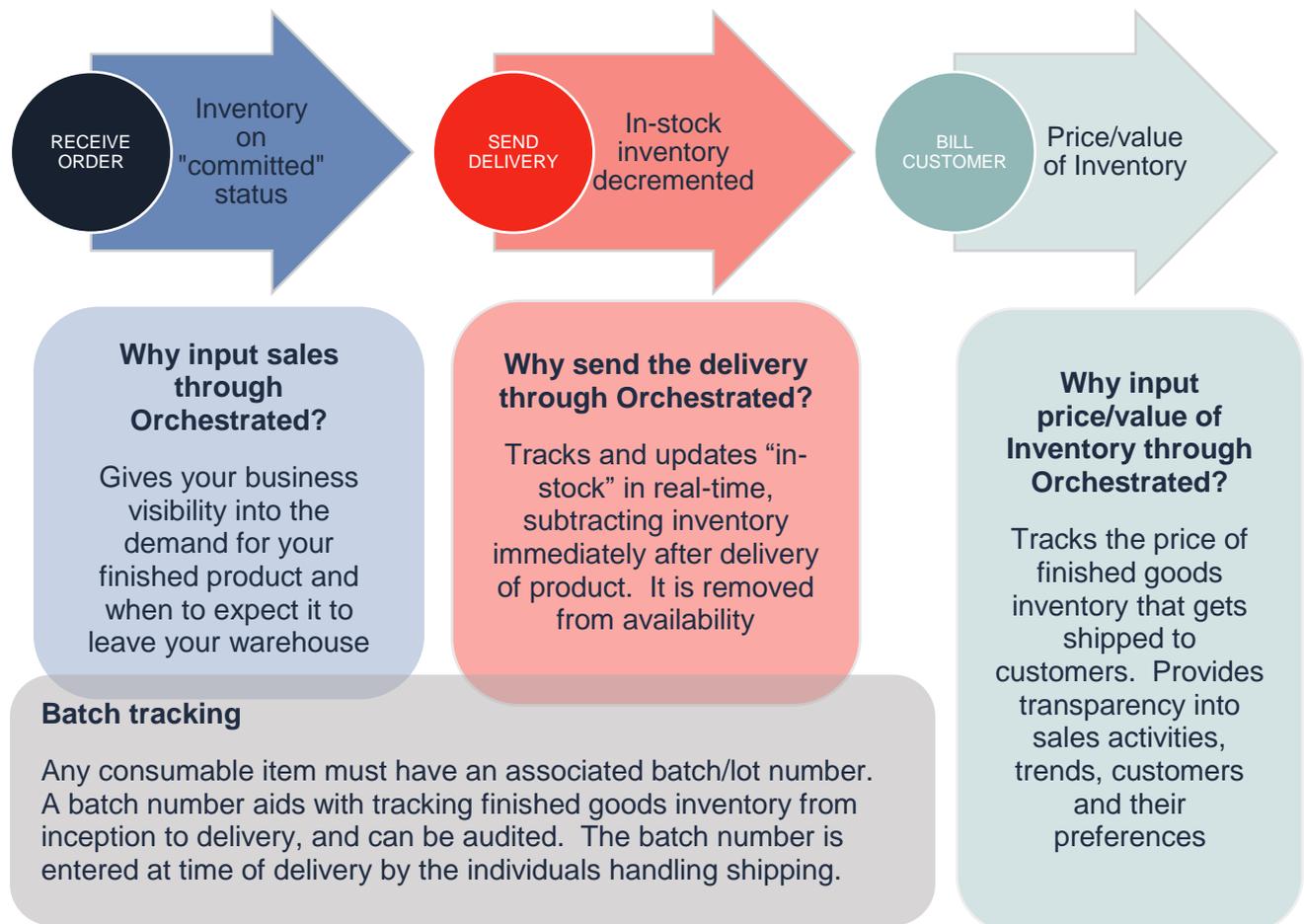


Sales roadmap

Overview

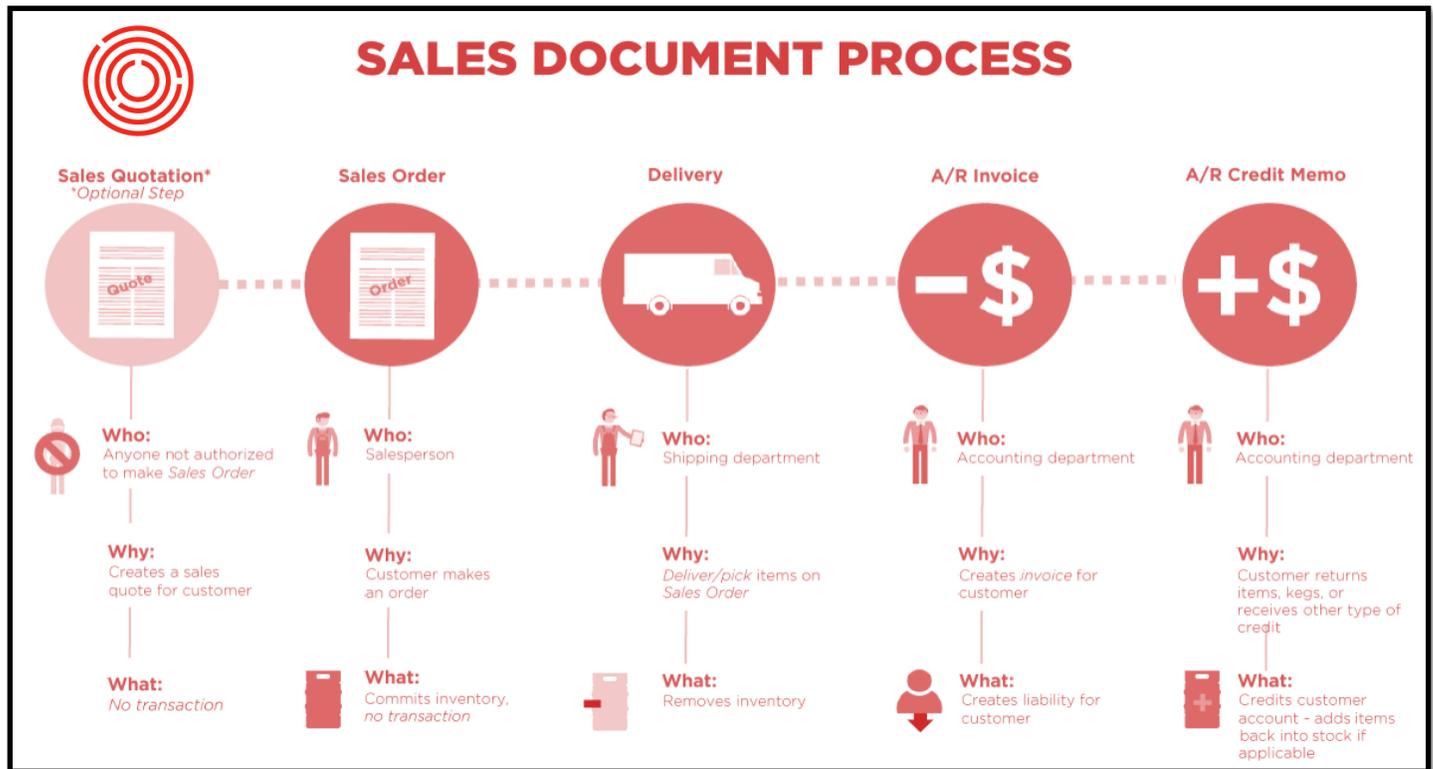


During the Sales process, you will be receiving commitments from customers, ensuring delivery of those orders and verifying you are billing those customers correctly. Orchestrated helps you manage the entire sales cycle, mimicking what's happening in real-life scenarios. From a customer sales order to customer invoice, utilizing the sales functionality integrates item master data, business partners and your finished product to ensure billing accuracy. This process is vital to the continuous cycle, and aids with planning production, creating and fulfilling purchase orders for raw materials and scheduling resources.





Process flow



Sales quotation (optional)
Request a sales order (quote)

Sales order (SO)

Receive order from a customer
Marks inventory as "committed"
Can print/email/save

Delivery

Removes inventory from stock
Typically happens before A/R Invoice is sent to customer
Inventory Batch # is captured
Can print/email/save

A/R credit memo

Used for goods return from or credit to customer. Brings inventory back into stock

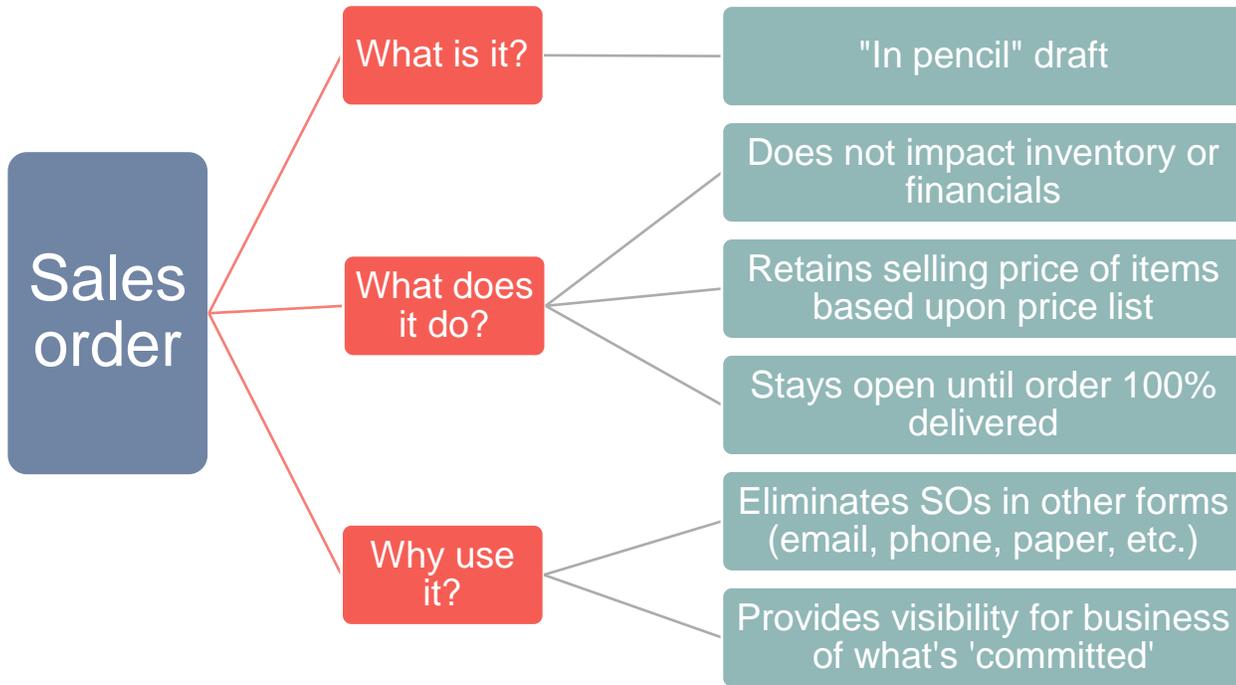
A/R invoice (mandatory)

Books the payable/financial side of sale
Incoming payment will eventually be applied
Can print/email/save



Core sales functions

Sales orders (SO)



Customer code & name of whom you're receiving an order from

Sale item details

#	Item No.	Quantity	Unit Price	Disc...	Tax C...	Total
1				0.00		

Status: Open or Closed

Planned ship date: When are items scheduled to be shipped out

Tip!
If there is a column you cannot see, or want to hide, remember to utilize your form settings button.



Adding a sales order

Modules > Sales - A/R > Sales order



In the following scenario, we will be inputting an order of 20 cases of Portlandia Bourbon from our customer, Pacific Distributing Inc.

1. Open a sales order function (stay in ADD mode)
2. Search for the customer who placed an order (e.g. Pacific Distributing Inc.)
3. Search by customer code, name and/or wildcard
4. Select the customer and click <Choose>

Look Up Menus

Sales - A/R

- Sales Blanket Agreement
- Sales Quotation
- Sales Order
- Delivery
- Return Request
- Return
- A/R Down Payment Invoice
- A/R Invoice
- A/R Invoice + Payment
- A/R Credit Memo
- A/R Reserve Invoice
- Document Generation Wizard
- Recurring Transactions
- Recurring Transaction Template

Sales Order

Customer Code: C

Customer Name: [Empty]

Contact Person: [Empty]

Customer Ref. No.: [Empty]

Local Currency: [Empty]

No.: Primary 10008

Status: Open

Posting Date: 09/01/20

Planned Ship Date: [Empty]

Document Date: 09/01/20

List of Business Partners

Find: C

#	BP Name	BP Code	BP Balance
1	Tap Room	C1000	(
2	Wind and Clouds Tavern	C1001	(
3	Orchestra Distributing	C1002	(
4	Pacific Distributing Inc.	C1005	(
5	Northern Wine & Spirits	C1010	(
6	Western Eagles Distributing	C1015	(
7	Coors Distributing Company	C1020	(
8	Eastern Star Distributing	C1025	(
9	Ben H. Keith Beverages	C1030	(
10	Southern California Wine & Spirits	C1035	1,34

Choose Cancel New

Sales Employee: -No Sales Employee-

Total Before Discount: [Empty]



Sales Order

Customer Code: C1005
Customer Name: Pacific Distributing Inc.
Contact Person: [Dropdown]
Customer Ref. No.: [Dropdown]
BP Currency: \$

No. Primary 10014
Status Open
Posting Date 09/01/20
Planned Ship Date 09/15/20
Document Date 09/01/20

Logistics Accounting Electronic Documents Attachments

#	Item No.	Item Descripti...	Quantity	Unit Price	Disc...	Tax C...	Total
1	*				0.00		

List of Items

Find: [Input Field]

#	Item No.	Item Description	In Stock
58	3001-B12750	American Whiskey - Case 12 x 750ml E	495.
59	3001-B6750	American Whiskey - Case 6 X 750ml B	500.
60	3001-SB50	American Whiskey - Bottle 50ml	500.
61	3001-SB750	American Whiskey - Bottle 750ml	500.
62	3002-B12750	Portlandia Bourbon - Case 12 x 750ml	500.
63	3002-B6750	Portlandia Bourbon - Case 6 X 750ml E	500.
64	3002-SB50	Portlandia Bourbon - Bottle 50ml	475.
65	3002-SB750	Portlandia Bourbon - Bottle 750ml	495.
66	3003-B12750	Huckleberry Vodka - Case 12 x 750ml	500.
67	3003-B6750	Huckleberry Vodka - Case 6 X 750ml E	490.

Choose Cancel New

Add & New Cancel Finalize Validate Availability Copy From Copy To

1. Enter 'Planned Ship Date' when the item is scheduled for shipment (gives an estimated time to crew on the floor when inventory will be decremented)
2. Search for 'Item No.' (e.g. * will bring up a list of all your items)
 - To add multiple items, hold ctrl button and click to select
3. Click <Choose>



4. Specify the quantity of each committed item
5. Specify the price of each item
 - Unit price should pre-populate based on price list
6. Click <Add & New> to enter the sales order

Sales Order

Customer Code: C1005
Customer Name: Pacific Distributing Inc.
Contact Person: [dropdown]
Customer Ref. No.: [dropdown]
BP Currency: \$

No. Primary 10014
Status Open
Posting Date 09/01/20
Planned Ship Date 09/15/20
Document Date 09/01/20

Contents | Logistics | Accounting | Electron | **Items** | Attachments

#	Item No.	Item Description	Quantity	Unit Price	Discou...
1	3002-B12750	Portlandia Bourbon - Case 12 x 750ml Bottles	20	\$ 365.5500	
2					

Sales Employee: Daniel Wilson
Owner: [dropdown]
Total Weight: 0.00Lb
Volume: 47.550 GAL
Est. Pallets: 0.000
Proof Cases: 0.000
Remark: [text area]

Total Before Discount: \$ 7,311.00
Discount: %
Freight: [dropdown]
Rounding: \$ 0.00
Tax: [dropdown]
Total: \$ 7,311.00

Add & New | Cancel | Finalize | Validate Availability | Copy From | Copy To



7. Preview, print and/or email the SO directly from the Orchestrated Toolbar!



Orchestrated Marketing Layout

SAP CRYSTAL REPORTS*

Main Report

Sales Order

Order #: **10014**
Date: **9/1/2020**

Page 1 of 1

1234 Brew St
Portland, OR 97225
Tel: 123-456-7890

Bill To: **Bill To**
1215 Elm Street
Portland, OR 90210

Ship To: **Ship To**
1215 Elm Street
Portland, OR 90210

Company ID#	C1005
Item Code	3002-B12750

Orchestrated Marketing Layout Bol

SAP CRYSTAL REPORTS*

Main Report

BILL OF LADING

Date: 9/1/2020

SHIP FROM: 1234 Brew St, Portland, OR 97225, Tel: 123-456-7890, FG1

SHIP TO: Pacific Distributing Inc., 1215 Elm Street, Portland, OR 90210

Company ID#	Ref Number	Shipping Type	Terms	Due Date
C1005		Distributor Truck	Net 30 Days	9/15/2020

Item Code	Description	Quantity	Weight
3002-B12750	Portlandia Bourbon - Case 12 x 750ml Bottles	20.00	0

Additional Comments:

Total Pallets: _____
Weight: 0.00

Where the rate is dependent on value, shippers are required to state specifically in writing the agreed or declared value of the property as follows:
"The agreed or declared value of the property is specifically stated by the shipper to be not exceeding _____ per _____."

Note: Liability limitation for loss or damage in this shipment may be applicable. See 49 U.S.C. 14706(c) (1) (A) and (B)

Received, subject to individually determined rates, or contracts that have been agreed upon in writing between the carrier and shipper, if applicable, otherwise to the rates, classifications, and rules that have been established by the carrier and are available to the shipper, on request, and to all applicable state and federal regulations.

The carrier shall not make delivery of this shipment without payment of charges and all other lawful fees

Shipper Signature/Date	Trailer Loaded: <input type="checkbox"/> By shipper <input type="checkbox"/> By driver	Freight Counted: <input type="checkbox"/> By shipper <input type="checkbox"/> By driver/pallets said to contain <input type="checkbox"/> By driver/pieces	Carrier Signature/Pickup Date
------------------------	--	--	-------------------------------

This is to certify that the above named materials are properly classified, packaged, marked, and labeled, and are in proper condition for transportation according to the applicable regulations of the DOT.

Carrier acknowledges receipt of packages and required placards. Carrier certifies emergency response information has been made available and/or carrier has the DOT emergency response guidebook or equivalent documentation in the vehicle. Property described above is received in good order.

Generated by Orchestrated © Jira OCP-728 Page 1 of 1

Current Page No.: 1 Total Page No.: 1 Zoom Factor: Page Width

8. You can also select an alternate layout (bill of lading, pick and/or pack list etc.)

- File > Preview Layout > Choose specific layout



Real life practice scenarios



Sal handles sales. He received an order of 50 12 x750ml cases each of American Whiskey, Portlandia Bourbon, and Huckleberry Vodka from his customer, City Beverage Co. The cases are already linked to an entered price list. Can you help him enter a SO? Use today's date as the posting date and planned ship date.

Sales Order

Customer Code: C1065
Customer Name: City Beverage Co
Contact Person: [dropdown]
Customer Ref. No.: [dropdown]
BP Currency: \$

No. Primary 10015
Status Open
Posting Date 09/02/20
Planned Ship Date 09/02/20
Document Date 09/02/20

Contents | Logistics | Accounting | Electronic Documents | Attachments

#	Item No.	Item Description	Quantity	Unit Price	Discou...
1	3001-B12750	American Whiskey - Case 12 x 750ml Bottles	50	\$ 327.1100	
2	3002-B12750	Portlandia Bourbon - Case 12 x 750ml Bottles	50	\$ 356.4100	
3	3003-B12750	Huckleberry Vodka - Case 12 x 750ml Bottles	50	\$ 297.0000	
4					

Sales Employee: Mark Anderson
Owner: [dropdown]
Total Weight: 0.00Lb
Volume: 356.630 GAL
Est. Pallet Spots: 0.000
Proof Gallons: 0.000

Total Before Discount: [input]
Discount: [input] %
Freight: [input]
Tax: [input]
Total: [input]

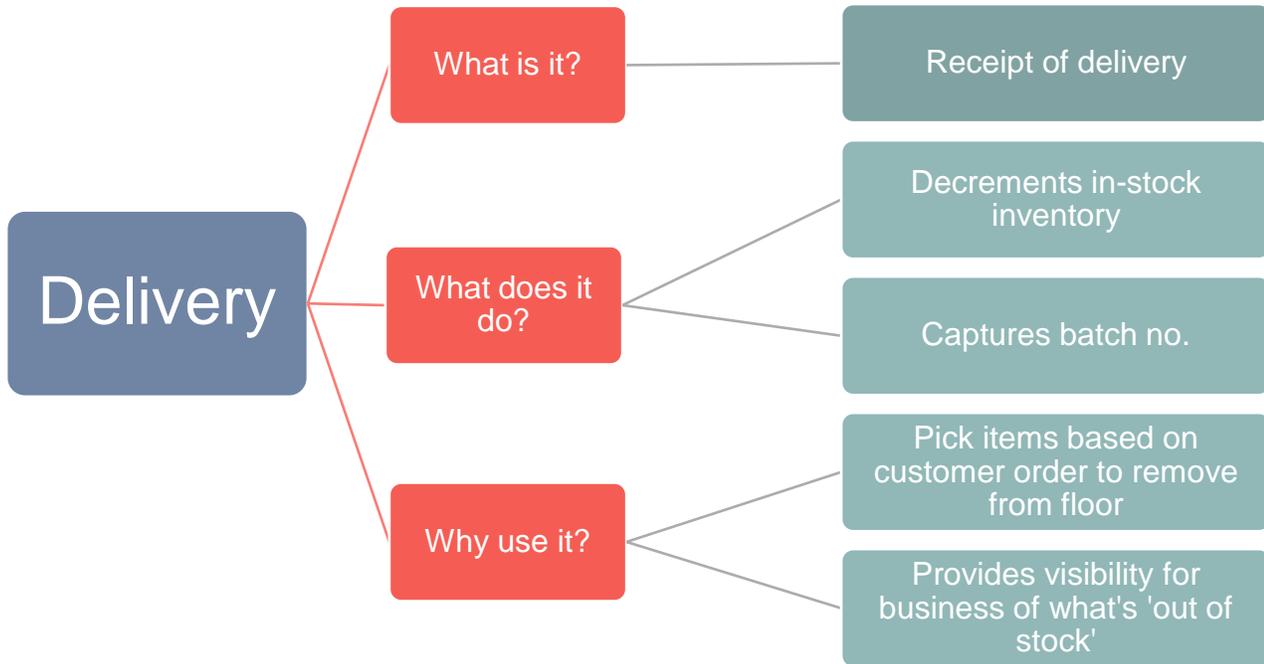
Remarks: [text area]

Add & New | Cancel | Finalize | Validate Availability | Copy From | Copy To

1. Open a SO function
2. Search for and select customer
3. Enter posting date & planned ship date of SO
4. Search for and select item(s) that need to be ordered
5. Specify quantity of item(s)
6. Specify unit price of item(s)
7. Add SO



Delivery



Customer code & name of whom you're delivering to

Status: Open or Closed

Delivery date: When were items delivered?

Sale item details

#	Item No.	Quantity	Unit Price	Disc...	Tax C...	Total	Distr. Rule	UoM Code	Summary Type	COGS Distr. Rule	Country
1				0.00					No Sum		



Adding a delivery

Modules > Sales – A/R > Delivery
Cockpit > Sales Orders Not Delivered



In the following scenario, we will be shipping 20 cases of Portlandia Bourbon to our customer Pacific Distributing.

1. Open the sales order related to the goods being delivered
 - Find the SO via My Sales Orders Not Delivered, Enterprise Search, or using Find Mode on an SO

The screenshot shows the OCloud Sales interface. On the left is a navigation menu with 'Sales - A/R' selected. The main area is divided into three panels: 'Common Functions' (Sales Order, Delivery, A/R Invoice, A/R Credit Memo), 'My Recent Updates' (Sales Order 10015, Sales Order 10014, A/P Invoice 10012, A/P Invoice 10011, Goods Receipt PO 100...), and 'My Sales Orders Not Delivered'. A red box with the number '5' is placed over the 'My Sales Orders Not Delivered' panel, with a white arrow pointing to it.



2. Select the sales order from the open items list
 - Drill in using the yellow arrow

My Sales Orders Not Delivered - Detailed Results

Document Inte...	Document Nu...	Customer Code	Customer Name	Posting Date	Delivery Date	Open Amount	Original Amount
→ 21	→ 10015	→ C1065	City Beverage Co	09/02/20	09/02/20	49,071.50	49,071.50
→ 20	→ 10014	→ C1005	Pacific Distributing I	09/01/20	09/15/20	7,311.00	7,311.00

3. In the lower right corner, click <Copy To> and select 'delivery'

Sales Order

Customer Code: C1005
Customer Name: Pacific Distributing Inc.
No. Primary: 10014
Status: Open
Posting Date: 09/01/20
Planned Ship Date: 09/15/20
Document Date: 09/01/20

#	Item No.	Item Description	Quantity	Unit Price	Discou...
1	→ 3002-B12750	Portlandia Bourbon - Case 12 x 750ml Bottles	20	\$ 365.5500	
2					

Sales Employee: Daniel Wilson
Owner:
Total Weight: 0.00Lb
Volume: 47.550 GAL
Est. Pallet Spots: 0.000
Proof Gallons: 0.000

Total Before Discount: \$ 7,311.00
Discount: %
Freight:
Rounding:
Tax:
Total: \$ 7,311.00

Remarks:

OK Cancel Finalize Validate Availability Copy From Copy To

- Delivery
- A/R Invoice
- A/R Down Payment
- Res. Invoice
- Retail Transfer



- 4. Double check to ensure delivery date is correct
- 5. Verify the actual quantities are delivered to your customer (this **will** impact your inventory)
- 6. Click **<Add & New>** **<Yes>**

Delivery

Customer Code: C1005
Customer Name: Pacific Distributing Inc.
Contact Person: [dropdown]
Customer Ref. No.: [dropdown]
Local Currency: [dropdown]

No.: Primary 10011
Status: Open
Posting Date: 09/15/20
Delivery Date: 09/15/20
Document Date: 09/15/20

Item/Service Type	Item	Quantity	Unit Price	Discount %	Tax Code	Total
1	3002-B12750 Portlandia Bourbon - Case 12 x 750ml Bottles	20	\$ 365.5500	0.00	EX	\$ 7,311.00
2				0.00		

Sales Employee: Daniel Wilson
Owner: [dropdown]
Total Volume: 0.00Lb
Volume: 47.550 GAL
Est. Payments: 0.000
Remarks: Based On Sales Orders 10014.

Total Before Discount: \$ 7,311.00
Discount: %
Freight: [dropdown]
Rounding:
Tax: \$ 0.00
Total: \$ 7,311.00

Buttons: Add & New, Cancel, Finalize, Copy From, Copy To



Delivery

Customer Code: C1005
Customer Name: Pacific Distributing Inc.
Contact Person: [Dropdown]
Customer Ref. No.: [Dropdown]
Local Currency: [Dropdown]

No. Primary: 10011
Status: Open
Posting Date: 09/15/20
Delivery Date: 09/15/20
Document Date: 09/15/20

Contents

Item/Service Type

#	Item No.	Item Description	Whse C...	Quantity	Total Needed	Total Selected	Total Batches	Direction
1	3002-B12750	Portlandia Bou	FG1	20	20	20	1	Out

Batch Number Selection

Available Batches

#	Batch	Availabl...	Selecte...	Allocate...
1	TestBatch	480		

Selected Batches

#	Batch	Selected Qty
1	TestBatch	20

Display Available Batches: All

Update Cancel Auto-Select All

Summary

Str. Rule	Amount
	\$ 7,311.00
	\$ 0.00
	\$ 7,311.00

Add & New Cancel Finalize Copy From Copy To

7. Choose which batch(es) is/are being delivered

- Can click <Auto-Select All> to automatically pull from the oldest batch first
- If item delivered is consumable, a batch number will be required
- If multiple items, highlight rows one by one, select the batch number and click <Update> after each one

8. Click <OK>



Delivery

Customer Code: C1005
 Customer Name: Pacific Distributing Inc.
 Contact Person: [dropdown]
 Customer Ref. No.: [dropdown]
 Local Currency: [dropdown]

No. Primary: 10011
 Status: Open
 Posting Date: 09/15/20
 Delivery Date: 09/15/20
 Document Date: 09/15/20

9. Click <Add & New> <Yes>

TIP: Print two copies. One for you and one for your customer!

10. Preview, print and/or email the delivery directly from the Orchestrated Toolbar!

You cannot change this document after you have added it. Continue?

Yes No

Sales Employee: Daniel
 Owner: [dropdown]
 Total Weight: 0.00Lb
 Volume: 47.550 GAL
 Est. Pallet Spots: 0.000
 Remarks: Based On Sales Orders 10014.

Total Before Discount: \$ 7,311.00
 Discount: %
 Freight: [dropdown]
 Rounding: \$ 0.00
 Tax: [dropdown]
 Total: \$ 7,311.00

Add & New Cancel Finalize

Delivery Order

Order #: 10011
 Date: 9/15/2020

1234 Brew St
 Portland, OR 97225
 Tel: 123-456-7890

Bill To: Bill To
 1215 Elm Street
 Portland, OR 90210

Ship To: Ship To
 1215 Elm Street
 Portland, OR 90210

Company ID#	Ref Number	Shipping Type	Terms	Due Date
C1005		Distributor Truck	Net 30 Days	9/15/2020
Item Code	Description	Quantity	Unit Price	Ext Price
3002-B12750	Portlandia Bourbon - Case 12 x 750ml Bottles	20.00	\$ 365.55	\$ 7,311.00

Page 1 of 1



Real life practice scenario



Peter handles deliveries, and the order of 50 12 x750ml cases each of American Whiskey, Portlandia Bourbon, and Huckleberry Vodka has been delivered! He has yet to send an invoice to City Beverage Co., but he does want to ensure his finished goods inventory is up to date and decremented. After double-checking the outgoing shipment, he notes he delivered everything as ordered on the SO. Can you help him enter the delivery into Orchestrated?

My Sales Orders Not Delivered - Detailed Results

Document Int... Document Nu... Cust...

→ 21
→ 16
→ 17
→ 18

Sales Order

Customer Code C1065
Customer Name City Beverage Co.
Contact Person
Customer Ref. No.
Local Currency

Contents Logistics

#	Item No.	Item Description
1	3001-B12750	American Whisk
2	3002-B12750	Portlandia Bourb
3	3003-B12750	Huckleberry Vod
4		

Sales Employee Mark Anderson
Owner
Total Weight
Volume
Est. Pallet Spots
Proof Gallons
Remarks

Delivery

Customer Code C1065
Customer Name City Beverage Co.
Contact Person
Customer Ref. No.
Local Currency

No. Primary 10012
Status Open
Posting Date 09/02/20
Delivery Date 09/02/20
Document Date 09/02/20

Batch Number Selection

#	Item No.	Item Description	Whse C...	Quantity	Total Needed	Total Selected	Total Batches	Direction
1	3001-B12750	American Whis	FG1	50		50	1	Out
2	3002-B12750	Portlandia Bou	FG1	50		50	1	Out
3	3003-B12750	Huckleberry V	FG1	50		50	1	Out

Available Batches

Find

#	Batch	Availabl...	Selecte...	Allocate...
1	TestBatch	450		

Selected Batches

#	Batch	Selected Qty
1	TestBatch	50

Display Available Batches All

OK Cancel Auto-Select All

Add & New Cancel Finalize Copy From Copy To

1. Open list of open SOs
2. Search for and select correct SO
3. From the SO, <Copy To> 'delivery'
4. Verify actual quantities delivered
5. <Add & New><Yes>
6. Enter Batch No. (for any consumable item)
<Update><OK>
7. <Add & New><Yes>



A/R invoice

A/R invoice

What is it?

- Invoice (bill) for sold goods
- Documents the invoice sent to your customer

What does it do?

Impacts inventory & financials

Why Use it?

- Is mandatory
- Confirms price & quantity of goods leaving stock
- Provides visibility for business of what's 'in stock' and 'cost of goods sold'

Customer code & name of who you are invoicing

Status: Open or Closed

Posting date: When invoice was entered/received

Due date: When is invoice due?

Invoiced item details



Adding and A/R invoice

Modules > Sales – A/R > A/R invoice
Cockpit > Enterprise Search for BP > Deliveries



In the following scenario, we will be invoicing Pacific Distributing Inc. for the BLS of pale ale we delivered to them

1. Open the delivery related to the goods being invoiced
 - Do an Enterprise Search for a Business Partner and use filters to find open Deliveries
 - OR open a Delivery and use Find Mode

The screenshot shows the SAP Enterprise Search interface. The search criteria are "Pacific Distributing", "Sales Delivery", and "Status". The results are displayed in a table with two entries:

Item	BP Code	Status	Document Date	Customer Ref. No.	Sales Employee	BP Name	Posting Date	Remarks	Doc Number	Delivery Date	Total	Contact Person
Sales Delivery - 4	C1005	O(Open)	2018-10-22	12112	Daniel Wilson	Pacific Distributing Inc.	2018-10-22	Based On Sales Orde...	10003	2018-10-22	1804.000000	
Sales Delivery - 17	C1005	O(Open)	2020-09-15		Daniel Wilson	Pacific Distributing Inc.	2020-09-15	Based On Sales Orde...	10011	2020-09-15	7311.000000	

The left sidebar shows the search filters applied:

- Business Partner (1)
- A/R Transaction (8)
 - A/R Credit Memo (1)
 - Sales A/R Invoice (1)
 - Sales Delivery (3)
 - Contact Person (3)
 - N/A (3)
 - BP Code (3)
 - C1005 (3)
 - BP Name (3)
 - Pacific Distributing... (3)
 - Posting Date (4)
 - 2018-10-22 (1)
 - 2020-09-15 (2)
 - Delivery Date (4)
 - 2018-10-22 (1)
 - 2020-09-15 (2)
 - Status (2)
 - C(Closed) (1)
 - O(Open) (2)
 - Document Date (2)



2. Select the delivery from the open items list

— Click to open

Search Result

Record 1-2 of 2 resources

Select a search template

Search For "Pacific Distributing" Sales Delivery X Status X

All

Master Data (1)

- > Business Partner (1)

A/R Transaction (6)

- > A/R
- > Sales
- > Sales Delivery (3)

BP Code: C1005 BP Name: Pacific Distributing Inc. Doc Number: 10003
Status: O(Open) Posting Date: 2018-10-22 Delivery Date: 2018-10-22
Document Date: 2018-10-22 Remarks: Based On Sales Order... Total: 1804.000000
Customer Ref. No.: 12112 Project: Contact Person:
Sales Employee: Daniel Wilson Owner:

Sales Delivery

BP Code: C1005 BP Name: Pacific Distributing Inc. Doc Number: 10011
Status: O(Open) Posting Date: 2020-09-15 Delivery Date: 2020-09-15
Document Date: 2020-09-15 Remarks: Based On Sales Order... Total: 7311.000000
Customer Ref. No.: Sales Employee: Daniel Wilson Owner: Contact Person:

Sales Delivery

Delivery

Customer Code: C1005 Customer Name: Pacific Distributing Inc. No.: Primary 10011
Status: Open
Contact Person: Posting Date: 09/15/20
Customer Ref. No.: Delivery Date: 09/15/20
Local Currency: Document Date: 09/15/20

Contents Logistics Accounting Electronic Documents Attachments

#	Item No.	Item Description	Quantity	Unit Price	Discount %	Tax Code	Total	Distr. Rule
1	3002-B12750	Portlandia Bourbon - Case 12 x 750ml Bottles	20	\$ 365.5500	0.00	EX	\$ 7,311.00	

Sales Employee: Daniel Wilson Owner: Total Before Discount: \$ 7,311.00
Total Weight: 0.00Lb Discount: %
Volume: 47.550 GAL Freight:
Est. Pallet Spots: 0.000 Rounding:
Remarks: Based On Sales Orders 10014. Tax:
Total: \$ 7,311.00

OK Cancel Finalize Copy From Copy To Return Request Return A/R Invoice

3. In the lower right corner, click <Copy To> and select 'A/R Invoice'



4. Verify the quantities being invoiced match with what you delivered

- Make adjustments if necessary

5. Verify the unit price is correct

- Make changes if necessary

6. Click <Add & New> <Yes>

A/R Invoice

Customer Code: C1005
 Customer Name: Pacific Distributing Inc.
 Contact Person:
 Customer Ref. No.:
 Local Currency:

#	Item No.	Item Descripti...	Quantity	Unit Price	Disc...	Tax C...	Total
1	3002-B12750	Portlandia Bourb	20	\$ 365.5500	0.00	EX	
2					0.00		

Sales Employee: Daniel Wilson
 Owner:
 Total Weight: 0.00Lb
 Volume: 47.550 GAL
 Est. Pallet Spots: 0.000

Total Before Discount: \$ 7,311.00
 Discount: %
 Payment:
 Rounding: \$ 0.00

Payment Order Run
 Remarks:

Buttons: Add & New, Cancel

Invoice

Order #: 10007
 Date: 9/15/2020

1234 Brew St
 Portland, OR 97225
 Tel: 123-456-7890

Bill To: 1215 Elm Street, Portland, OR 90210
 Ship To: 1215 Elm Street, Portland, OR 90210

Company ID#	Ref Number	Shipping Type	Terms	Due Date
C1005		Distributor Truck	Net 30 Days	10/15/2020

Item Code	Description	Quantity	Unit Price	Ext Price
3002-B12750	Portlandia Bourbon - Case 12 x 750ml Bottles Batch#: TestBatch (20.00).	20.00	\$ 365.55	\$ 7,311.00

Subtotal: \$ 7,311.00
 Less Discounts: \$ -
 Tax & Freight: \$ -
 Less Applied Credits: \$ -
Total Amount: \$ 7,311.00

Generated by Orchestrated JIRA OCP-726 Page 1 of 1

7. Preview, print and/or email the A/R Invoice directly from the Orchestrated toolbar.

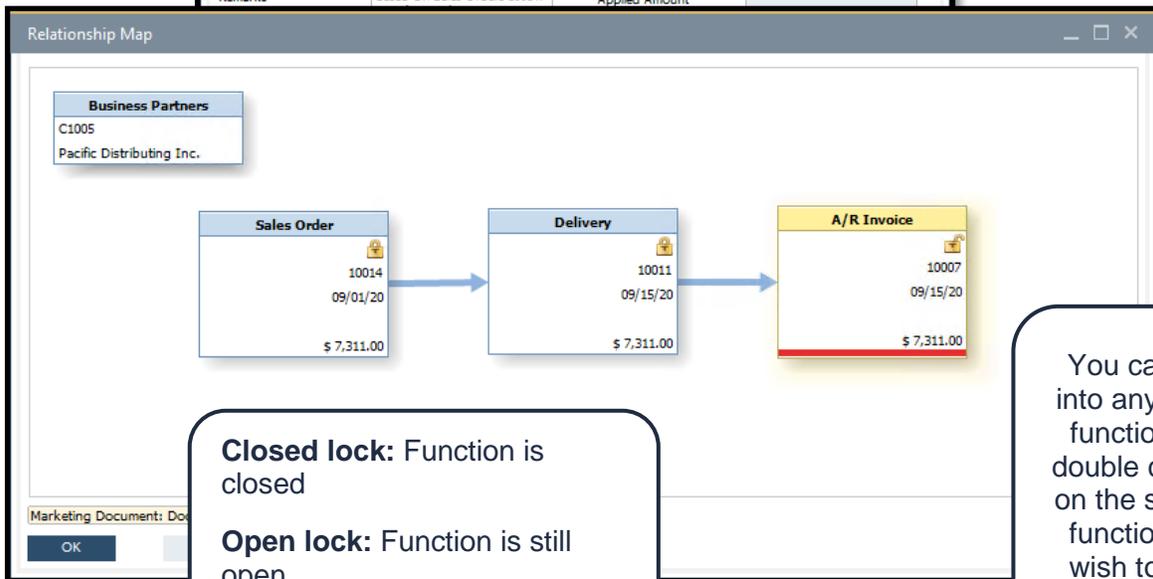




Relationship map

To view how the core sales functions correlate, simply open a function (i.e. A/R Invoice), <right click>, and choose relationship map.

The screenshot shows an 'A/R Invoice' form with a context menu open. The menu items include: Cancel, Duplicate, Convert To..., Internal Reconciliation, Related Barrels, Base Document..., Row Details..., New Activity, Payment Means..., Gross Profit..., Volume and Weight Calculation..., Packing Slip, Opening and Closing Remarks, Inventory Posting List, Related Activities, Transaction Journal., Journal Entry, Applied Transactions, Batch Number Transactions Report, Related Opportunities, and Relationship Map... (highlighted). The form background shows fields for Customer Code, Customer Name, Contact Person, Customer Ref. No., Local Currency, Due Date (10/15/20), Document Date (09/15/20), and a table with columns for Item No. and Item Name.



You can drill into any of the functions by double clicking on the specific function you wish to view



Real life practice scenario



Penny handles accounting. She just started reviewing her list of deliveries and notices she needs to invoice City Beverage Co. for the 50 cases of American Whiskey, Portlandia Bourbon & Huckleberry Vodka. Can you help her create an Orchestrated A/R Invoice?

Search Results

Record 1-1 of 1 resources

Select a search template

Search For "city beverage" Sales Delivery x » Posting Date x

BP Code: C1065 Find Related

BP Name: City Beverage Co

Layout

Master Data (3)

> Business Partner (3)

A/R Transaction (4)

> Sales Delivery (2)

✓ Contact Person (2)

✓ N/A (2)

✓ BP Code (2)

✓ C1065 (2)

✓ BP Name (2)

✓ City Beverage Co

✓ Posting Date (2)

2018-10-22 (1)

2020-09-02 (1)

✓ Delivery Date (2)

2018-10-22 (1)

2020-09-02 (1)

✓ Status (2)

✓ O(Open) (2)

✓ Document Date (2)

2018-10-22 (1)

2020-09-02 (1)

✓ Sales Employee (2)

✓ Mark Anderson (2)

> Sales Order (2)

Delivery

Customer Code C1065

Customer Name City Beverage Co

Contact Person

Customer Ref. No.

Local Currency

Contents Logistics Accounting Electronic Documents Attachments

#	Item No.	Item Description	Quantity	Unit Price	Total
1	3001-B12750	American Whiskey - Case 12 x 750ml Bottles	50	\$ 327.1100	
2	3002-B12750	Portlandia Bourbon - Case 12 x 750ml Bottles	50	\$ 356.4100	
3	3003-B12750	Huckleberry Vodka - Case 12 x 750ml Bottles	50	\$ 297.9100	

Contents Logistics Accounting Electronic Documents Attachments

#	Item No.	Item Description	Quantity	Unit Price	Disc...	Tax C...	Total
1	3001-B12750	American Whiske	50	\$ 327.1100	0.00	EX	
2	3002-B12750	Portlandia Bourb	50	\$ 356.4100	0.00	EX	
3	3003-B12750	Huckleberry Vod	50	\$ 297.9100	0.00	EX	
4					0.00		

Sales Employee Mark Anderson

Owner

Total Weight 0.00Lb

Volume 356.630 GAL

Est. Pallet Spots 0.000

Payment Order Run

Remarks Based On Sales Orders 10015.
Based On Deliveries 10012.

Total Before Discount \$ 49,071.50

Discount %

Total Down Payment

Freight

Rounding \$ 0.00

Tax

Total \$ 49,071.50

Applied Amount

Balance Due \$ 49,071.50

Cancel Finalize Receive Payment Copy From Copy To

Copy From Copy To

1. Enterprise Search for City Beverage Co.
2. Search for and select correct delivery
3. From the delivery, click <Copy To> 'A/R Invoice'
4. Verify invoiced quantities
 - a. Make changes if necessary
5. Verify unit price
 - a. Make changes if necessary
6. <Add & New> <Yes>