

Sales

Sales Board Definitions

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The Sales Board is a pivot grid within EnvioAg that displays information about product that is being produced, sold, shipped, and requested. It is a useful real-time date-centric sales tool. In EnvioAg, Product can be in different states of the sales process. Salespeople must know what they can sell in real time. Sales boards make it easy.

On Hand - When product is On Hand, it is available for sale and physically located in inventory. Example: We just received an order for 100 bushels of apples, but we only have 50 on hand. We will need to pack or order more, or ship a partial shipment.

Committed - When product is entered on a sales order it is committed for sale. Committed product is not yet assigned specific tags. Example: When 30 Cases of pears are added to an open sales order, 30 cases are committed.

Requested - Product on a purchase order that has not yet been received. Example: If the sales board shows 50 crates of corn requested, 50 crates have been ordered on a Purchase Order but are not yet received.

Available - The on hand product minus any committed product is called available. Available product is usually what a salesperson would reference to know what is ready to sell ASAP. Example: 120 boxes On Hand minus 20 committed would leave 100 available.

Available to Promise - This total is the sum of the On Hand product and any requested product. Example: I can promise FoodMart 100 cartons of mangoes tomorrow because I have 30 on hand and 70 requested on a Purchase Order arriving tomorrow.

Packed - Packed shows only the product packed on the date shown. Example: The Salesboard shows 500 Fuji Apples Packed, but the On Hand may show 4000 due to having many boxes in inventory. Packed only shows one day's worth of items (product).

Shipped - Shipped product shows only the products shipped on the date shown. Examples: The shipped column shows 300 shipped, but does not yet account for the 200 more ready to be shipped on the dock.

In Transit - Items in transit are those that are still moving between locations but are not yet received. Example: I can promise 500 cartons of potatoes because I have 50 on hand and 450 in transit from our other warehouse.

Transfer Committed - Product is listed on a transfer order, but has not yet added tags nor shipped it out. Example: A transfer order is created to move 100 pallets

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from Warehouse A to the Dock B so that they can ship. It has been created, but no tags have been assigned or sent.

Received - Product is received when it has arrived via a Purchase Order and is accepted on a Purchase Order Receipt.

Example: 100 pallets were requested yesterday and today they have been received. Once fully received (check box is selected) they are added to on-hand inventory.

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