Order Management is a software product that forms part of ABB’s cpmPlus for pulp and paper mills and manages all sales functions from order entry to invoicing. It is fully integrated with ABB’s other cpmPlus products for pulp and paper mills.

Main functions

Comprehensive foundation data is common to all cpmPlus for Pulp and Paper Suite products. Sales specific foundation data provides the default values for order entry and is used for controlling invoice generation.

The sales budget and sales plan are entered for annual/monthly planning purposes. The draft sales plan can be automatically frozen and copied to form a new (monthly) version.

Sales order entry is fast and easy as most of the order data can be automatically filled with default values entered into the foundation data. Sales orders can also be generated from offers/sales requests. ATP or CTP checks are available during order entry to show immediately whether the order can be delivered on time. When the order is confirmed the customer’s credit status is checked. Confirmation can trigger automatic printing and/or e-mailing of an order confirmation document.

Standard invoicing is based on deliveries. Delivery notes can be invoiced manually or automatically. If necessary, some of the invoice data can be updated until the ‘final’ print is done. After the ‘final’ print the invoice data is frozen and invoice documents are printed/sent to the customer. The following additional types of invoice can also be generated/entered: pro-forma, price correction, quantity correction, rebate note and commission note. Invoices can be reversed if it is later discovered that the invoice data is incorrect.

Features

- Sales foundation data management
- Sales plan entry
- Offer/Order request entry
- Sales order creation from offer/order request
- Sales order entry and order confirmation
- Credit status check
- ATP - Available To Promise check
- CTP - Capacity To Promise check
- Order/order item status follow-up
- Pro-forma invoicing
- Manual or automatic invoicing based on deliveries
- Manual invoice entry (credit notes, debit notes)
- Sales commission crediting
- Invoice reversal
- Sales documents (order confirmation, invoice, packing list)
- Freight and sales costs calculation
- Order and invoice data queries
- Complaint handling
- Advanced reporting provided thru cpmPlus Decision Support
- Set of reports included in operative reporting

Interfaces

- Credit status data from financial system
- Exchange rates from financial system
- Invoice data to financial system
- Payment info from financial system
- Document sending by e-mails
Important benefits

- Complete integration with other cpmPlus for Pulp and Paper Suite products offers common foundation data (no redundant data entry) and full visibility to the necessary production planning, production, delivery planning, warehousing and shipping data. No need for data exchange interfaces. All information is always up to date.
- Streamlined functions are easy to understand, and fast and easy to use.
- Comprehensive configurable features provide tools to adjust operations without programming.
- Parallel metric and imperial unit support in order entry and invoicing.
- Multi-language support for sales documents.
- Configurable remark handling.

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