First Steps

Automating Sales Orders

In business sales orders are the life blood of a business. However, many organisations who are e-commerce savvy still receive many sales orders manually which then need to be processed manually. Sales order automation using OCR technologies combined with machine learning and data enrichment can remove manual sales order processing.

01 How long, on average, does it take to process manual sales orders?

02 How many manual sales orders does your organisation receive?

03 When you receive manual orders are these emailed to your organisation and then processed centrally or in different parts of your business where expertise exists to process them?

04 Does your organisation process complex instructions from your client base relating to products and or deliveries?

05 Do you already process electronic (EDI) sales orders from customers and what issues does this create, if any? The issues, if they exist, will be amplified with manual sales orders

06 If you receive electronic (EDI) sales orders what information is mandatory in your ERP. Manual sales orders will not have many of the qualifying information your ERP may need so it's good to understand this

07 Do you align master data with your customers and if not, how do customers know what details to use on their sales orders? Automating poor quality data will cause other issues elsewhere

Get in touch with B2BE so we can discuss how we can help your organisation automate manual sales orders or create a fully automated e-commerce solution for your order to cash processes.

About B2BE

B2BE delivers electronic supply chain solutions globally allowing organisations to better manage their supply chain processes, providing greater levels of visibility, auditability and control. With over 20+ years of experience, the B2BE teams operate in over 20 countries and regions and speak 17 different languages. We are trusted by over 6000+ customers with more than +58,000 trading relationships.

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