



## D200 Inventory and Order Management: Sales with Insufficient Stock (Part 2)

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# Agenda and Timing

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**November 9<sup>th</sup>, 10:00 AM PST – 11:00 AM PST Day 1: Processing Sales with Drop-Shipment.**

**November 10<sup>th</sup>, 10:00 AM PST – 11:00 AM PST Day 2: Processing Purchases for Sale and Sales from Multiple Warehouses**

# Company Story

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## **SweetLife Office and Wholesale Center**

- This branch of the company consists of a jam factory and a large warehouse where fruit (purchased from wholesale vendors) and the produced jam are stored.

## **SweetLife Store**

- This branch has a retail shop with a small warehouse, to which the goods to be sold are distributed from the company's main warehouse.

## **SweetLife and Equipment Sale Center**

- This branch is a service center with a small warehouse where juicers are stored. This branch sells juicers, installs juicers, trains customers' employees to operate juicers, and provides juicer servicing.

# Company Story

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## Operational Activity

- The company has been operating starting in the 01-2018 financial period. In November 2018, the company started using Acumatica ERP as an ERP and CRM system and migrated all data of the main office and retail store to Acumatica ERP. Because the company has grown, the equipment center has begun its operations in 01-2019.

## Company Purchases

- The company purchases fruits and spices from large fruit vendors for sale and for jam production. For producing jams and packing jams and fruits, the company purchases jars, labels, and paper bags from various vendors. For the internal needs of the main office and store, the company purchases stationery (printing paper, pens, and pencils), computers, and computer accessories from various vendors. The company also purchases juicers for sale from a large juicer vendor and purchases the installation service or provides the installation service on its own depending on the complexity of the installation.

# Company Story

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## Company Sales and Services

### SweetLife Office and Wholesale Center

- In this branch, jams and fruit are sold to wholesale customers, such as restaurants and cafés. The company also conducts home canning training at the customer's location, and webinars on the company's website.

### SweetLife Store

- In the store, small retail customers purchase fresh fruit, berries, and jams, or pick up the goods they have ordered on the website. Some of the goods listed in the website catalog are not stored in the retail warehouse, such as tropical fruits (which are purchased on demand) and tea (which is drop-shipped from a third-party vendor).

### SweetLife and Equipment Sale Center

- This branch sells juicers, provides training on equipment use, and offers equipment installation, including site review and maintenance services.

## Part 2: Sales with Insufficient Stock

# Lesson 5: Processing Sales with Drop-Shipment

## Learning Objectives

In this chapter, you will learn how to do the following:

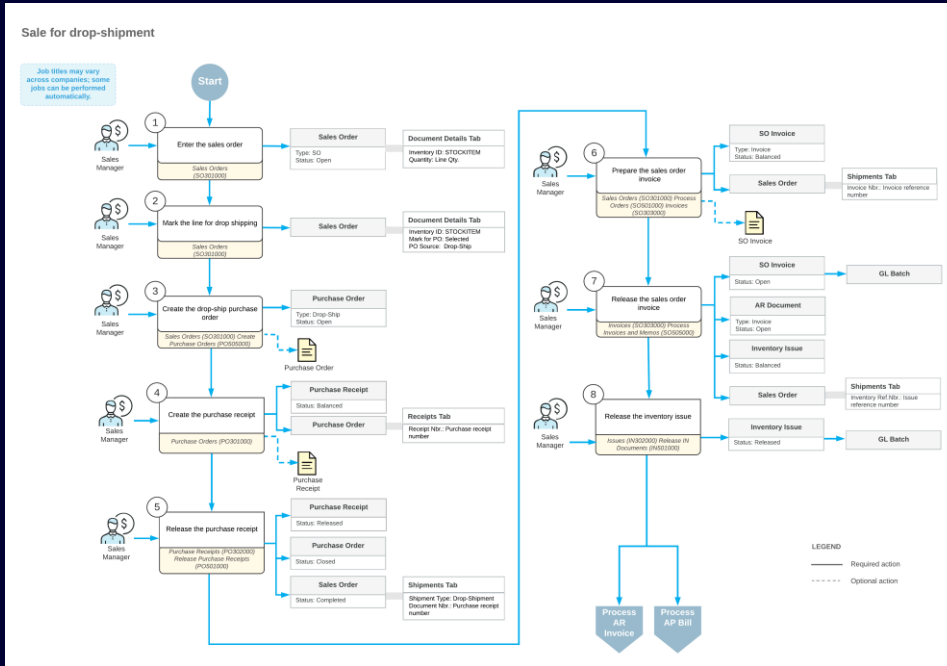
- Configure the processing of drop shipments in Acumatica ERP
- Mark items for drop shipment in a sales order
- Create a drop-ship purchase order for a sales order and process the drop shipment to completion
- Mass-process drop shipments
- Process the sales order and related purchase documents, inventory documents, and accounts payable documents
- Find the information about documents related to drop shipment

## Applicable Scenarios

You use drop shipment to fulfill a sales order with items that your company does not have in stock. The standard process for fulfilling such a sales order is to create a sales order and mark the items for drop shipping, and then create a purchase order to purchase these items from the vendor, which ships the items directly to the customer. You then process a purchase receipt and an SO invoice when the customer has received the items.



# Lesson 5: Processing Sales with Drop-Shipment



## Story

Suppose that the FourStar Coffee & Sweets Shop (*COFFEESHOP*) customer ordered a variety of green, black, and fruit teas at SweetLife's retail store.

Although the tea varieties are presented in SweetLife's website catalog, the company does not keep tea in the wholesale or retail warehouse. When a customer orders tea, SweetLife drop-ships it from the Tea & Spices (*TEACOMPANY*) vendor directly to the customer who ordered the tea. To complete the customer's request, acting as the sales manager of the SweetLife store, you need to process a drop shipment.



# Lesson 6: Processing Purchases for Sale

## Learning Objectives

In this chapter, you will learn how to do the following:

- Configure the processing of purchases for sale in Acumatica ERP
- In a sales order, mark items to be purchased for the sale
- Create a purchase order linked to a sales order
- Mass-create purchase orders
- Process the sales order and related purchase documents, inventory documents, and accounts payable documents
- Find information about documents related to a purchase for sale



# Lesson 6: Processing Purchases for Sale

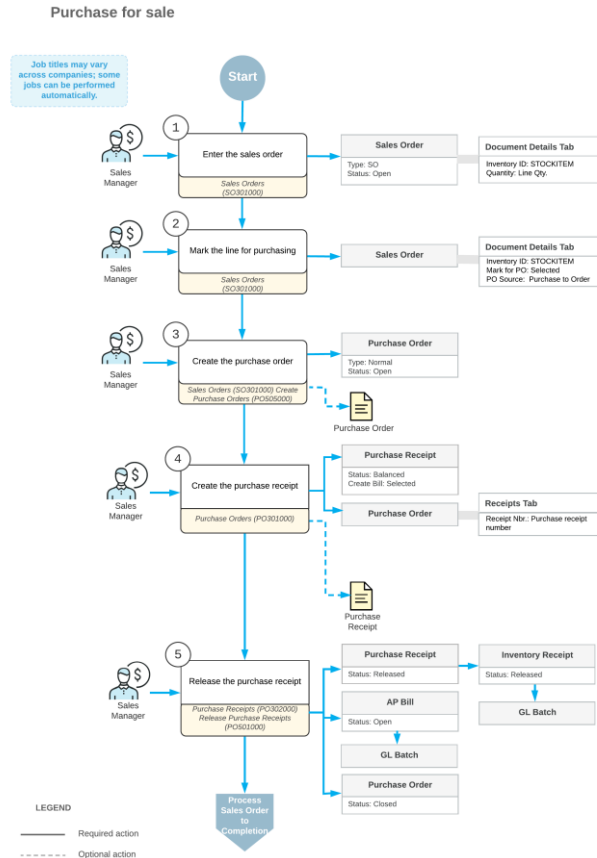
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## Applicable Scenarios

You process purchases for sale in the following cases:

- You need to process a sales order that includes items that your company does not have in stock; such items are purchased only for specific sales orders.
- You have multiple warehouses and perform purchasing only to particular larger warehouses (distribution centers). (During the processing of a purchase for sale, the system will generate the required transfers between warehouses, so you can easily track where the particular sales order is in the fulfillment process.)
- You need to promptly fulfill a sales order line for which the quantity of the item is insufficient. After you have shipped the available quantity of the item (if any units are available), you need to order the quantity that was unavailable at the time of shipping.

# Lesson 6: Processing Purchases for Sale



## Story

Suppose that the GoodFood One Restaurant customer has ordered tropical fruits (3 pounds of dragon fruits and 2 pounds of tangerines) on SweetLife's website.

SweetLife's warehouses do not have the appropriate conditions for keeping delicate tropical fruits; also, these fruits are ordered rarely and in small quantities. To provide fresh and high-quality fruits to the customers, the sales manager purchases these tropical fruits on demand from the All Fruits Mall company, and once the fruits are delivered to the retail warehouse of the SweetLife store, they are immediately shipped to the customer that ordered them.

Acting as the sales manager, you will process the sales order and the related purchase order in the system.

# Lesson 7: Processing Sales from Multiple Warehouses

## Learning Objectives

In this chapter, you will learn how to do the following:

- Create a sales order with items allocated in different warehouses.
- Prepare a transfer order for a sales order.
- Process a transfer order to completion to transfer the included items.
- Process a sales order after the items have been transferred to the destination warehouse.

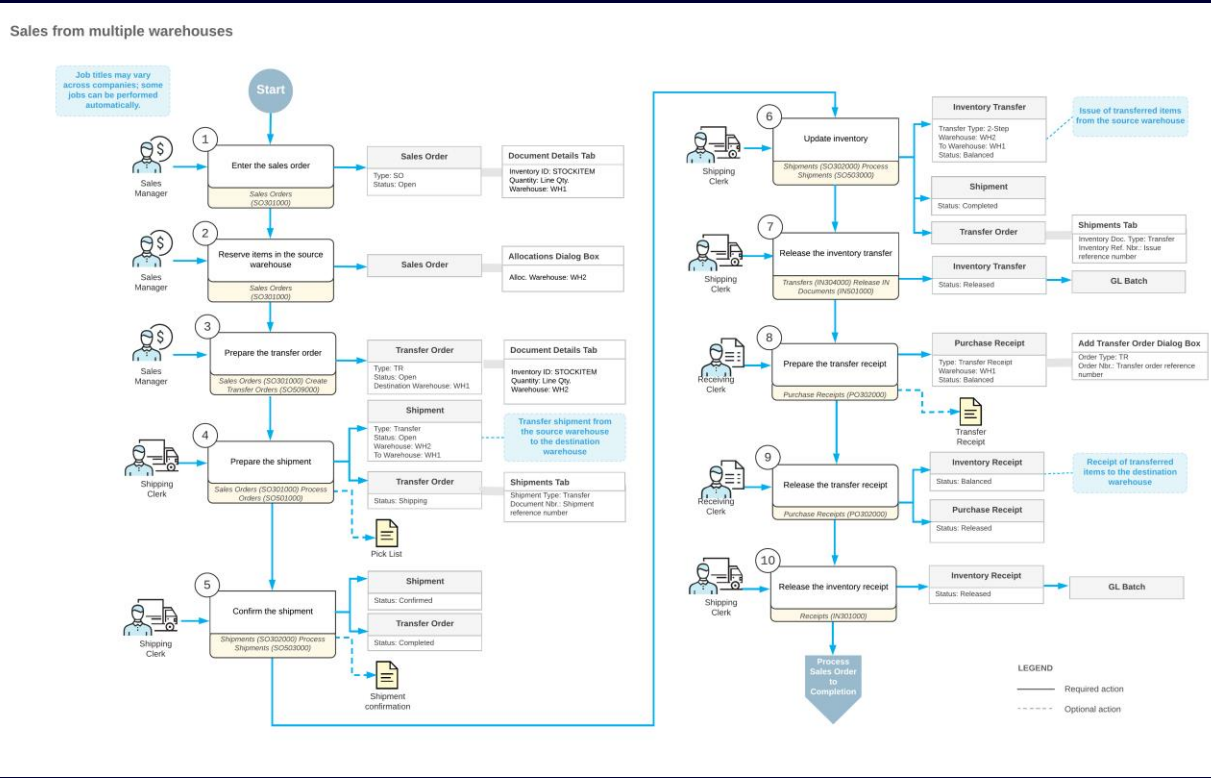
## Applicable Scenarios

You process a sales order with goods from multiple warehouses in the following cases:

- You have only a part of the ordered items in the warehouse specified in the sales order, but the rest of the items are currently available at another warehouse (or multiple warehouses), so the sales order can be completed the items from different warehouses.
- Your company uses one warehouse as a distribution center, so that all items are received to this warehouse and then are distributed to smaller warehouses on demand.



# Lesson 7: Processing Sales from Multiple Warehouses



## Implementation Activity

### Story

Suppose that you, as the implementation manager, need to configure the TR order type for processing sales with items transferred from at least one other warehouse.

# Lesson 7: Processing Sales from Multiple Warehouses

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## Process Activity

### Story

Suppose that the FourStar Coffee & Sweets Shop customer ordered cherry jam in 32-ounce jars and lemon jam in 96-ounce jars at SweetLife's retail store.

When entering this sales order, a sales manager has noticed that the 32-ounce jars of cherry jam are currently out of stock in the retail warehouse, and has decided to allocate the unavailable quantity of jam in the SweetLife's main warehouse.

To complete the customer's request, acting as the sales manager of the SweetLife store, you need to enter the sales order and allocate the needed items, process a transfer of cherry jam from the wholesale warehouse to the SweetLife store's warehouse, and then process the sales order to completion.



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