

The logo for Virtual Business, featuring the word "Virtual" in a bold, italicized font with a blue and green pixelated trail, and "Business" in a similar bold, italicized font with a blue and green pixelated trail.The logo for the OPAL group, featuring the word "the" in a small font, "OPAL" in a large, serif font, and "group" in a smaller, lowercase serif font. A stylized globe icon is positioned to the left of the text.

TRADE SPENDING

VOLUME PLANNING

CUSTOMER SERVICE

PRICE & MARKET REPORTING

Sales Tracking and Management

Sell more and control the costs of doing business in the retail market:

- Designed for Food and Consumer Packaged Goods Companies
- Easily manage sales for customers with multiple shipping locations, and products pulled from multiple warehouses.
- Provides real-time reports to see how incoming sales are affecting inventories or your bottom-line.
- Integrates with most major accounting and financial software systems. Automatically transfer PO/SO data and Invoicing.
- Includes OPAL's Financial Distribution Module, to allocate all costs and remittances associated with a sale to the appropriate order, providing a clear picture of profitability.

Contact The OPAL Group:

Jim Kilmer
Mgr. of Systems Development
27887 Clemens Road
Suite 2
Westlake, OH 44145

Ph: 440-871-6725 x18
Fx: 440-871-6722

jkilmer@theopalgroupp.com

Sales Processing:

- Manage internal and external sales of product shipping from any number of locations.
- Automatically associate Retail Trade Spending plans with orders, ensuring that any price adjustments are tracked and authorized.
- Designed to work with direct-sales or brokered-sales models, accruing for brokerage commissions and order aggregation.
- Track order costs such as freight, return freight, pallet & lumper charges and more, providing a true picture of per-order profitability.
- Generate real-time reports through a secure Web interface, allowing local and field sales employees to get accurate information as needed.
- Manage complex transactions including multi-destination and distributor-based sales.

Tracking & Management:

- OPAL:Tracking is a Management Information Tool. Provides managers with clear, concise reports on how your business is performing.
- Integrates directly with your financial system to gather financial line-items and eliminate the need for multiple-entry by employees.
- Includes reports for daily sales, sales process efficiency, damage & return tracking, remittance auditing, and much more.
- When combined with other modules such as Trade Spending and Price Reporting, can provide real-time and whole-year forecast per-customer Profitability reports.
- Escalation process for tracking and working problem orders, or cut/short-ship scenarios.
- Organize customers into multiple views, allowing for reporting based on corporate unit, geographic distribution, or any other arbitrary groupings.

Part of the OPAL Virtual Business System, which contains many other integrated modules for tracking sales, freight accrual (including capturing double freight charges), inventory, volume planning, customer price reports, and much more...

Contact us for a detailed product presentation and more information.