



Requirement	Implementation by ERP provider					
	Mandatory	Optional	Optional	Optional	Optional	Optional
STA	B	C	D	E	F	

ERP Template

Contact us

Functional area / functionality	M	B	C	D	E	F	Explanation
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Functional area / functionality	M	B	C	D	E	F	Explanation
Sales							
Customer management	X				X		Alternative delivery addresses, corporate structures, contact persons, customer evaluation/classification, credit limit, bonus
Credit check	X				X		
Sanctions list check	X						
Sales planning (quantities)			X				
Sales planning (amounts)	X				X		
Sales price determination	X				X		Sales prices/discounts depending on customer/customer group/item/item group/quantity, production/construction calculation, surcharges/discounts, assistant for price changes
Offers	X				X		Credit limit check, inventory reservation, contribution margin calculation (margin check)
Contracts	X				X		Contribution margin calculation (margin check)
Orders	X					X	Credit limit check, inventory reservation, order-related parts lists, replacement items in case of unavailability
Drop shipping			X		X		
Shipping cost calculation			X				by weight, sales amount, formula
Campaign prices			X				
Customer complaints			X				RMA processes (customers), returns and return tracking
Invoices	X				X		also proforma invoices, advance payments
Combines Invoices	X				X		
Credit notes	X				X		
Intercompany				X	X		
Point-of-sale solution (POS)				X			freely configurable keyboard, customer display, payment methods
E-Commerce / Web Shop	X				X		B2B, B2C, shopping list, order history, payment methods, reports
Reporting	X					X	
Interfaces			X			X	

Central functions

Financial accounting

Fixed assets

Cost accounting / Controlling

Items / Warehouse

Purchasing / Procurement

Manufacturing / Production

Logistics

Marketing / CRM

Projects

Service

Human Resources

Other functionalities

Global interfaces