

Sales Order - What Did I Use plugin

If you have bespoke or custom made items that have many permutations or options then using MRP Works Orders would require you to create many on the fly BOMs or Assemblies. Creating these on the fly could be too much effort with so many options. It also does not allow for putting any useable off cuts back into stock if using sheeted materials.

Sign making as an example has this kind of problem. With so many custom lengths and widths being cut by order it is hard work creating fixed BOMs or KITS or amending the works order every time you sell something.

To solve this problem we have created the "What did I use" plugin which allows the user to enter what was taken out of stock, plus labour and what Off Cuts (OCs) got put back into stock. The net cost would update the non stock item line in the SO cost price.

We have also allowed for the copying of an existing BOM Assembly components into the item line grid with a default for the non stock item chosen to speed things up.

Summary of envisaged Workflow:

You would use NonStock Items for custom selling items that have in the description the Length x Width etc.

In the SO you can copy a BOM component items or enter items manually to be used by picker or updated after what has been cut and picked.

We could also use NonStock component items for Labour to increase the cost of the item in the SO.

When picked or cut, the user would come back to the order to confirm exactly what was used, sheets taken out, fixed components, labour minutes etc. Also what off cuts put back into OC stock. The user can post the Adjustment Out, the Adjustment In and Update the sales cost price based on stock, labour etc.

If the picker could use an OC then instead of taking a sheet from stock they could take the OC qty out.

So the main stock item for a component is always full sheets so we know how many we have. Any off cuts are adjusted into a suffixed -OC (off cuts) code if they are not a write off, so you can see the total stock value of OCs.

Pickers should always look at the OCs to see if they could use one for an order before using a full sheet. This is a manual practical process and down to the picker.

Sales Order - SO-000563 - Bike Brothers

Home

Order Code: SO-000563 Reference 2

Order Date: 26/01/2024 Warehouse: Main Warehouse

Customer PO: Shipping Date: 26/01/2024

Payment Term: Terms 30 Days from Document Date Source: Internet

Shipping Method: Standard Delivery Charge Coupon Code: Allow BO

Currency: GBP 1.000000 Contact: Mr Norman Pilling

Item Name	Quantity	UM	Description	Original ...	Warehouse Co...	Type	Drop	Tax Code	GL Account	Pricing	Discou	Sales Price	Net Price	Ext Price
17" Wheels	1.00	EACH	17" Wheels		Main Warehouse			UK 20 Std Rat...	Sales Type A - UK	Wholesale	0.00	£ 30.00	£ 30.00	£ 30.00
NONSTOCK	1.00	EACH	<NONSTOCK>		Main Warehouse			UK 20 Std Rat...	Sales Type B - UK	Admin User	0.00	£ 20.00	£ 20.00	£ 20.00
Project	2.00	EACH	Project		Main Warehouse			UK 20 Std Rat...	Sales Type B - UK	Admin User	0.00	£ 40.00	£ 40.00	£ 80.00
Z Sheet6000x1000 L...	2.00	SQM	Z Sheet6000x1000 Length x Width TBC		Main Warehouse			UK 20 Std Rat...	Sales Type B - UK	Wholesale	0.00	£ 100.00	£ 100.00	£ 200.00

Availability Locations History Cross Sell Ext Description Supplier Stock in Channel Available Rebates Expired Rebates

Item Name	Warehouse Code	UM	UM Qty	In Stock	Committed	Free Stock	On Back Order	On POrder	In Transit	Potential Stock	Other Location	Reorder Lvl
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Ready

The above is an example sales order for 3 non stock items.

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Shipping Method: Standard Delivery Charge Coupon Code: Allow BO

Currency: GBP 1.000000 Contact: Mr Norman Pilling

Item Name	Line Num	Quantity	Unit Measure Code	Description	Sales Price	Net Price	Ext Price	Adjustment In	Adjustment Out
NONSTOCK	2	1.00	EACH	<NONSTOCK>	20.00	20.00	20.00		
Project	3	2.00	EACH	Project	40.00	40.00	80.00		
Z Sheet6000x1000 Length	4	2.00	SQM	Z Sheet6000x1000 Len...	100.00	100.00	200.00		

Addresses

Bill To: Bike Brothers
67 Reedley Road
Burnley BB10 2NE
United Kingdom

Ship To: Bike Brothers
67 Reedley Road
Burnley BB10 2NE
United Kingdom

Summary

Sub Total	£ 330.00	+	Freight	£ 20.00	+	Other	£ 0.00	+	Sales Tax	£ 70.00
Due Total	£ 420.00									
		-	Payments	£ 0.00	=	Balance	£ 420.00			

Ready

What Did I Use tab displays all the non stock item lines on the sales order.

By clicking the + it opens the form to confirm items used or put back.



What Did I Use - Z Sheet6000x1000 Length x Width TBC

Home Num Key 0

Save and Close Copy BOM Post Adjustments Reverse Adjustments

Build Quantity 2.000000 Transaction Date 26/01/2024 Warehouse MAIN Net Cost 42.00

Reference SO000563.4

Adjustment Out									
Item Name	Item Description	Pick Location	Qty Needed	Unit Measure	In Stock	Free Stock	Short Qty	Cost	Total Cost
Z Sheet6000x1000	Z Sheet6000x1000	Location1	2.00	LMTR	75.00	75.00	0.00	10.00	20.00
Z Sheet6000x1000 OC	Z Sheet6000x1000 OC	Location1	2.00	LMTR	95.00	95.00	0.00	10.00	20.00
Z Corners	Z Corners	Location1	2.00	EACH	76.00	76.00	0.00	1.00	2.00

42.00

Adjustment In							
Item Name	Description	Location	Unit Measure	Quantity	Cost	Line Total	UM Qty
Z Sheet6000x1000 OC	Z Sheet6000x1000 OC	Location1	LMTR		0.00	10.00	0.00

0.00

Ready

The item line was for qty 2 which is the build qty. If we copy in a BOM then if the default component qty was 1 then it would enter 2 in the Qty needed. This can be changed by the user as required.

The reference is the SO code + Item Line #

The top grid is for what you are taking out of stock or expected to take out. The bottom grid for what you expect to put back into stock. This will save with the order so you can come back to confirm later.

In the Toolbar there is a Copy BOM button and this allows us to copy the item lines from a BOM / Assembly item to save having to enter all the item lines. We can remove, add, edit them by right mouse clicking.

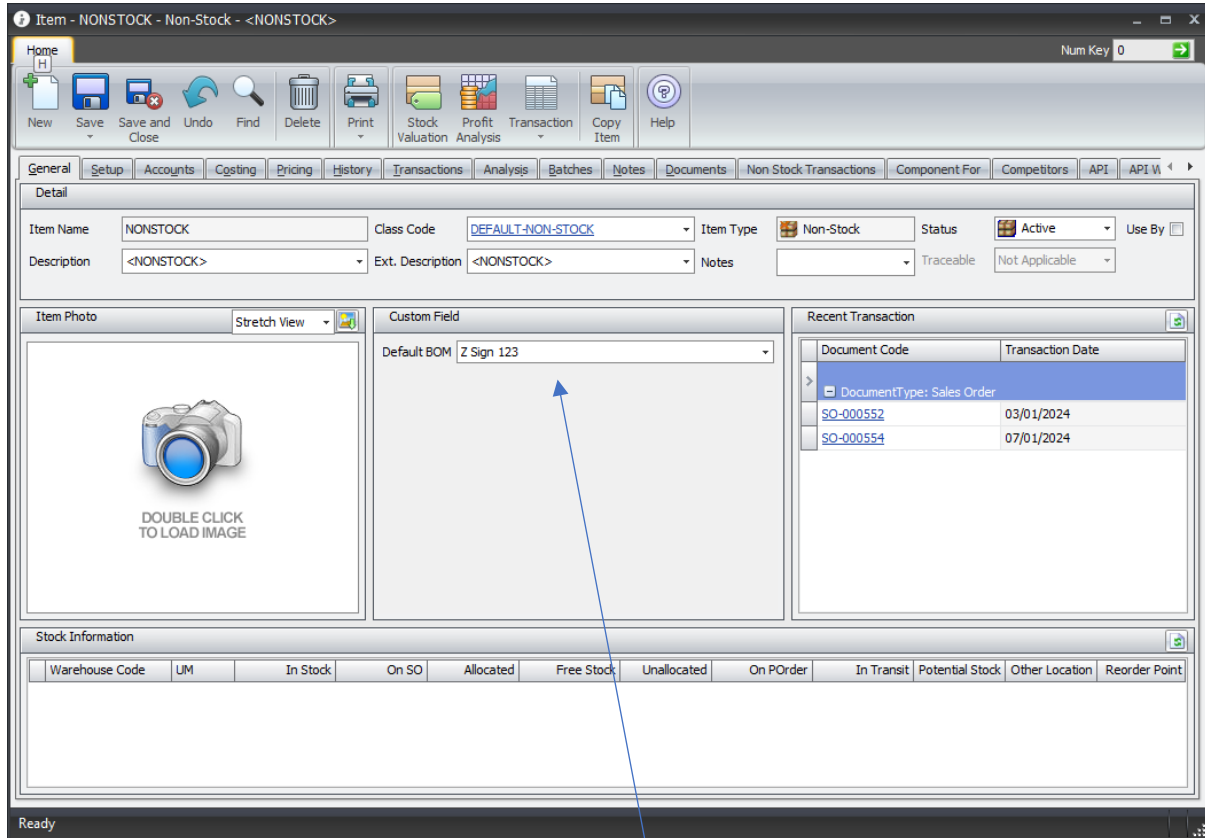
In the Toolbar there is a Post Adjustments button which will open the Adjustment In/Out forms and Update the cost price in the SO. In the Toolbar there is a Reverse Adjustments button in case the user made a mistake. This would open the adjustment forms with the reverse entries and then allow the user to post new Adjustments again.

We can also update this in an SO that has been invoiced. We can do this as the cost price of nonstock item does not affect any COGS postings. So a user can find the order, open this tab which will still be active to change. We can have a report that shows sales order non stock item lines with no Adjustment Out code so we don't miss any. This should not be an issue if this is done by picker cutter and then converted to invoice as part of procedure.



Normal profit reports would use the nonstock cost price in SO INV etc. so will work as they are. You can also sell normal stock items via sales order processing as now.

The same tab has been added to the quote form the only difference is that it will not post the Adjustments. It will update the cost of the nonstock item line though in the profit tab.



In the item form we have a custom field for the "Default BOM" so when we sell this non stock item and go into the What did I use tab it will auto populate with the components of this BOM Assembly. These can then be edited as required. This just saves a user having to pick a BOM.



What Did I Use - Z Sheet6000x1000 Length x Width TBC

Home Num Key 0

Save and Close Copy BOM Post Adjustments Reverse Adjustments

Build Quantity 2.000000 Transaction Date 26/01/2024 Warehouse MAIN Net Cost 47.00

Reference SO-000563.4

Adjustment Out									
Item Name	Item Description	Pick Location	Qty Needed	Unit Measure	In Stock	Free Stock	Short Qty	Cost	Total Cost
Z Sheet6000x1000	Z Sheet6000x1000	Location1	2.00	LMTR	75.00	75.00	0.00	10.00	20.00
Z Sheet6000x1000 OC	Z Sheet6000x1000 OC	Location1	2.00	LMTR	95.00	95.00	0.00	10.00	20.00
Z Corners	Z Corners	Location1	2.00	EACH	76.00	76.00	0.00	1.00	2.00
Labour Mins	Labour Minutes		10.00	EACH	0.00	0.00	0.00	1.00	10.00

52.00

Adjustment In							
Item Name	Description	Location	Unit Measure	Quantity	Cost	Line Total	UM Qty
Z Sheet6000x1000 OC	Z Sheet6000x1000 OC	Location1	LMTR	0.50	10.00	5.00	1.00

5.00

Ready

When the picker comes back to the order item line they can change the qtys, how much OC off cuts were put back into stock and add a labour non stock to the cost.

Sales Order - SO-000563 - Bike Brothers

Home Num Key 0

New Save and New Save Save and Close Undo Find Print CRM Help Customer Detail Void Import Sales Quote Convert To Sales Invoice Create Purchase Order Create Drop Ship Order Duplicate Sales Order

Order Customer Sales Rep History Audit Trail Attachments Activities Back To Back Drop Ship Wild Search Payment 2 Order Template Analysis Warehouse Split Import Order Commercial Invoice Square Up Payment Link

Order Code SO-000563 Reference 2

Order Date 26/01/2024 Warehouse Main Warehouse

Customer PO Shipping Date 26/01/2024

Payment Term Terms 30 Days from Document Date Source Internet

Shipping Method Standard Delivery Charge Coupon Code Allow BO

Currency GBP 1.000000 Contact Mr Norman Pilling

Inventory Item	Adv Inventory Item	Overall Availability	Commission	Stipped	Profit	Rep Profit	Profit Margin	Order Check	Rebate Detail / Profit	What Did I Use
Item Name	Description				Ext Price	Cost	Ext Cost	Profit	Margin	
17" Wheels	17" Wheels				£ 30.00	£ 17.28	£ 17.28	£ 12.72	42.400%	
NONSTOCK	<NONSTOCK>				£ 20.00	£ 10.00	£ 10.00	£ 10.00	50.000%	
Project	Project				£ 80.00	£ 0.00	£ 0.00	£ 80.00	100.000%	
Z Sheet6000x1000 Le...	Z Sheet6000x1000 Length x Width TBC				£ 200.00	£ 23.50	£ 47.00	£ 153.00	76.500%	

Total = £ 330.00 £ 74.28 £ 255.72 77.49%

£ 330.00 £ 74.28 £ 255.72

Addresses

Bill To Bike Brothers 67 Reedley Road Burnley BB10 2NE United Kingdom

Ship To Bike Brothers 67 Reedley Road Burnley BB10 2NE United Kingdom

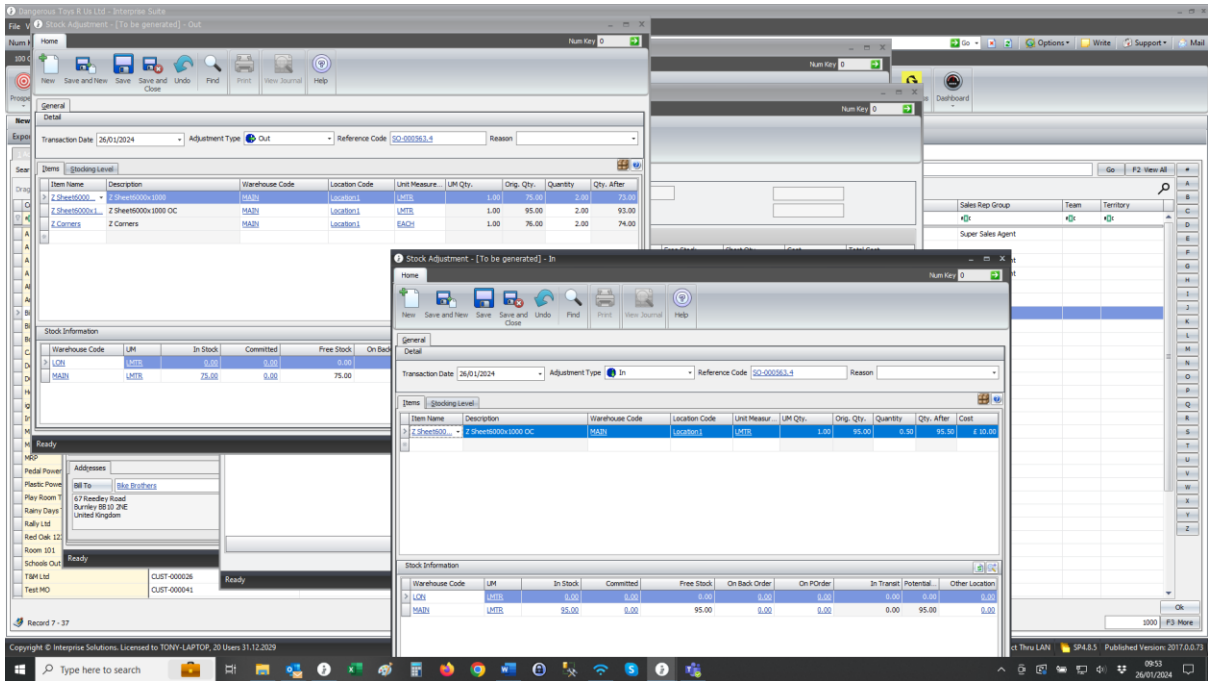
Summary

Sub Total £ 330.00 Freight £ 20.00 Other £ 0.00 Sales Tax £ 20.00

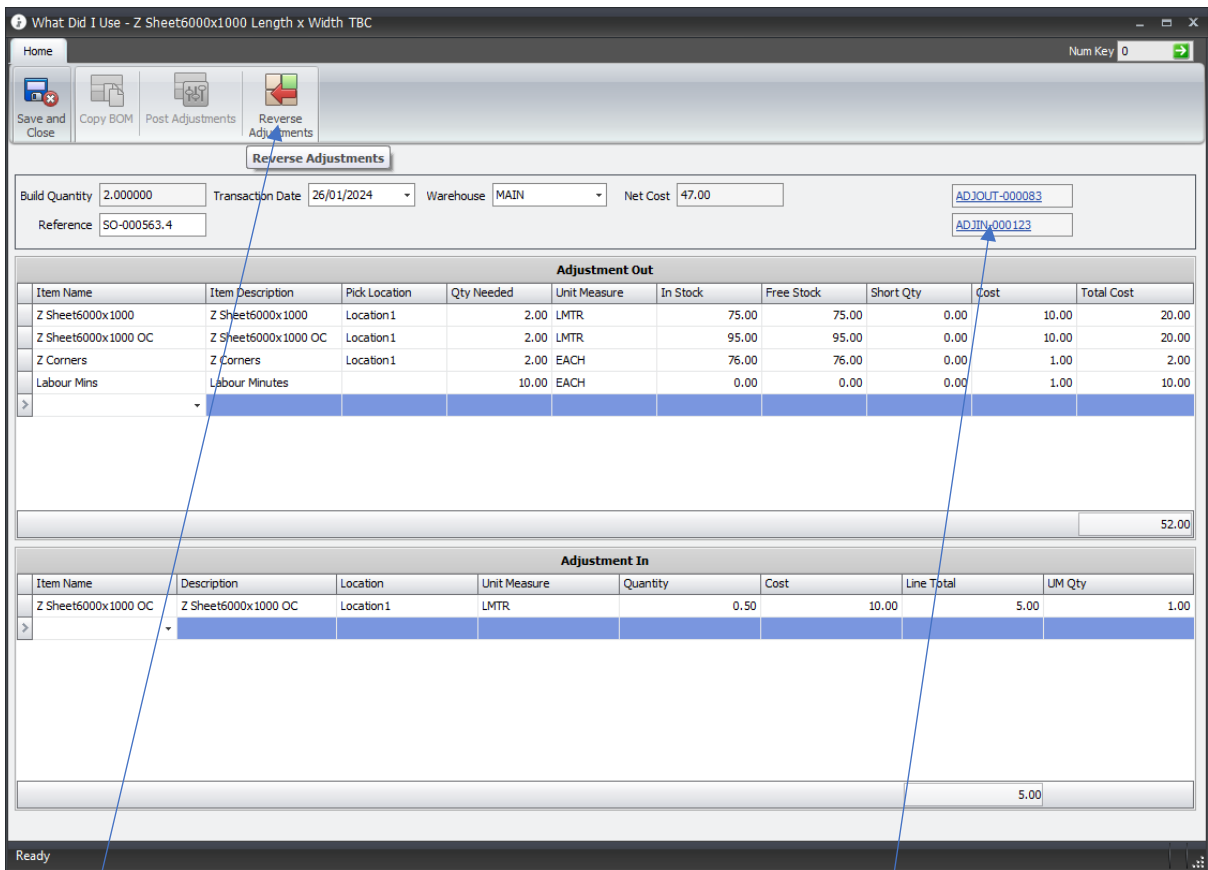
Due Total £ 420.00 Payments Balance £ 0.00 £ 420.00

Ready

The cost price of the item in the profit tab is updated when you save the list and or post it.



The above shows the adjustments being created from the form.



When adjustments have been posted the document codes are entered top right. When you post the adjustments if you made a mistake then you could use the Reverse button to reverse the adjustments and post again.