

Microsoft® Business Solutions Manufacturing—Great Plains®



Sales Configurator

If your company offers products with a variety of optional features, the Sales Configurator can simplify the production process for your employees, and in turn improve your ability to deliver customized products that fulfill customer requirements.

With the Sales Configurator, you can set up a single bill of materials that includes all the options available for each product you manufacture—there's no need to maintain a separate bill of materials for every possible combination of options you offer to customers. Salespeople work with a single bill of materials for the item they're selling and then choose the options that meet the customers' requirements, rather than trying to work with thousands of bills of materials and SKUs.

The screenshot displays the Sales Configurator interface for a 'Pico Computer'. The main window shows a list of available options with columns for Description, QTY, Unit Price, and Price. Below this, there are sections for 'Schedule' and 'Pricing'.

Available Options	Description	QTY	Unit Price	Price
A100	Audio System	1	\$79.95	\$79.95
BL MOUSE	Black Mouse	1	\$19.95	\$19.95
COMPOUM	Computer & Dummies	1	\$19.95	\$19.95
SCAN100F	Scanner	1	\$129.95	\$129.95

Schedule	
Due Date	6/1/00
Base Unit of Measure	Each
Selling Unit of Measure	Each
Quantity Ordered	5

Base Unit Pricing	
Unit Cost	\$876.10
Unit Price	\$1,759.95
Unit Promotions	\$0.00
Unit Extended Price	\$1,759.95

Line Totals	
Cost	\$4,380.50
Price	\$8,799.75
Math-down	\$0.00
Extended Price	\$8,799.75

Multiple options can be set up for a single parent part number eliminating the need to set up unique part numbers for every available option you produce.

Sales promotions can be configured for component items, and sale prices will be displayed when you create quotes using the Sales Configurator, making it easier to stay on top of promotions and to use them as you close sales. As you add and remove options from the configured bill of materials, the Sales Configurator will recalculate the finished goods' cost and provide you with an estimated manufacturing completion date.

Sales Configurator also requires the Bill of Materials and Manufacturing Order Processing modules to operate.

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