



Epicor Application User Guide

Introduction

The Epicor ERP Application User Guide contains a complete overview of the major ERP modules. This guide begins with application you can leverage to fine-tune ERP to match the business needs of your organization. You examine how to setup features. Together, these chapters round out the primary information you need to know about the Epicor application.

The Epicor Environment

The Epicor application is a feature-rich Enterprise Resource Planning (ERP) software package. In order to gain a thorough understanding of the application, you must first understand the environment in which it operates.

Customer Relationship Management

Customer Relationship Management (CRM) is equipped with the tools you need to find more prospects and quickly convert them into customers. You track it within the application through events, activities, and ultimately the leads generated from the event. The response point, leads are tracked through the application to the eventual order. The chapter begins with setup steps to create a successful advertising campaign.

Opportunities and Quotes

Use the Quote Management module to enter and maintain leads, opportunities, or quotes in the application. A quote is a sales order for follow-up. Existing quote information can be transferred to a sales order or job in several ways. The quote can be converted to a sales order. If the Customer Relationship Management (CRM) module is enabled, a quote can be marked as won, which automatically generates an order.

Demand Management

Use the Demand Management module to more efficiently manage short and long term customer demand contracts, analyze, edit, and reconciliation of cumulative records for releases from your trading partners. If you use Electronic Data Interchange (EDI), you can use the Demand Management module to manage demand contracts.

Sales Order Processing

The sales order process is a flexible system you can use to create everything from single release sales orders to complex multi-line sales orders. You can create a new sales order from an existing quote, make the changes you need, allocate it to a job, and then create a sales order from the job.

Configurator

You use the Configurator to create an interface that streamlines entry of sales order options for products with multiple configurations.

Epicor User Guide

Marco Cascella



Epicor User Guide:

A Guide to Computer User Support for Help Desk & Support Specialists Fred Beisse, 2001 This book provides an overview of the knowledge skills and abilities necessary for employment in the user support industry Developed with the input of industry advisors this title emphasizes problem solving and communication skills in addition to technical coverage Using creative Hands On exercises and Case Projects users apply their knowledge and develop their ideas and skills both individually and in teams to help prepare them for today's team oriented work environment *Monthly Catalogue, United States Public Documents*, 1987 **Monthly Catalog of United States Government Publications** United States.

Superintendent of Documents, 1987 February issue includes Appendix entitled Directory of United States Government periodicals and subscription publications September issue includes List of depository libraries June and December issues include semiannual index **Energy Research Abstracts**, 1983 *Regulatory and Technical Reports* U.S. Nuclear Regulatory Commission. Division of Technical Information and Document Control, U.S. Nuclear Regulatory Commission. Policy and Publications Management Branch, 1983 Includes indexes **CD-ROMs in Print**, 2003 *Regulatory and Technical Reports (abstract Index Journal)*. U.S. Nuclear Regulatory Commission. Regulatory Publications Branch, 1994

Government Reports Announcements & Index, 1991 **Government Reports Annual Index**, 1991 **Great Lake States** Vern Thompson, 2008-03 *Government Reports Annual Index: Keyword A-L*, 1988 **A Guide to Help Desk Concepts** Donna Knapp, 2003 The second edition of Donna Knapp's highly successful first edition introduces service concepts skill sets career paths and operations of the help desk industry The author's expertise provides strong real world computer support examples and case studies **Hospitality Upgrade**, 2000 *APICS, the Performance Advantage*, 2002

INIS Atomindex, 1987 **Safety Evaluation Report Related to the Operation of the Submerged Demineralizer System at Three Mile Island Nuclear Station, Unit No. 2, Docket No. 50-320** U.S. Nuclear Regulatory Commission. Office of Nuclear Reactor Regulation, 1981 *Title List of Documents Made Publicly Available*, 1989 **Consultants and Consulting Organizations Directory**, 2007 *Encyclopedia of Associations V1 National Org 43 Pt1*, 1961 A guide to more than 22 000 national and international organizations including trade business and commercial environmental and agricultural legal governmental public administration and military engineering technological and natural and social sciences educational cultural social welfare health and medical public affairs fraternal nationality and ethnic religious veterans hereditary and patriotic hobby and avocational athletic and sports labor unions associations and federations chambers of commerce and trade and tourism Greek letter and related organizations and fan clubs *The Advertising Red Books*, 2010

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