



Slide 1

Slide notes: What is Export Trade?

Export Trade, as an application in IES Business, is a workflow set for Exporting or Trading with Goods that we need to procure first.





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Slide 2

Slide notes: As an application in IES Business, Export Trade is provided as a workflow for trading with goods that we have to procure first before we can supply to the Customer.

Exporting or Trading with Goods that we have to procure first: -

- Request from Customer for Goods





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Slide notes: The process starts with a Request from a Customer, for supply of goods.

Exporting or Trading with Goods that we have to procure first: -

- Request from Customer for Goods
- RFQ to selected Suppliers





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Slide notes: We then identify Suppliers from whom we can procure the goods, and send out Requests for Quotation.

Exporting or Trading with Goods that we have to procure first: -

- Request from Customer for Goods
- RFQ to selected Suppliers
- Award to and Flag margin





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Slide notes: Once we have feedback from the Suppliers, we make the award of who will supply what, and we put our own margin on the price that we will provide to the Customer.

Exporting or Trading with Goods that we have to procure first: -

- Request from Customer for Goods
- RFQ to selected Suppliers
- Award to and Flag margin
- Present Quotation





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Slide notes: Then we present our Quotation to the Customer.

Exporting or Trading with Goods that we have to procure first: -

- Request from Customer for Goods
- RFQ to selected Suppliers
- Award to and Flag margin
- Present Quotation
- When Q accepted, convert to Sales Order





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Slide notes: When the Customer accepts, we convert to a Customer Sales Order and confirm it.

Exporting or Trading with Goods that we have to procure first: -

- Request from Customer for Goods
- RFQ to selected Suppliers
- Award to and Flag margin
- Present Quotation
- When Q accepted, convert to Sales Order
- Generate PO's to procure from Suppliers





Slide 8

Slide notes: We then generate the Purchase Orders to the Suppliers to supply to ourselves.



Exporting or Trading with Goods that we have to procure first: -

- Request from Customer for Goods
- RFQ to selected Suppliers
- Award to and Flag margin
- Present Quotation
- When Q accepted, convert to Sales Order
- Generate PO's to procure from Suppliers
- Receive goods from Suppliers
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Slide 9

Slide notes: We process the goods received and invoices from our Suppliers.

Exporting or Trading with Goods that we have to procure first: -

- Request from Customer for Goods
- RFQ to selected Suppliers
- Award to and Flag margin
- Present Quotation
- When Q accepted, convert to Sales Order
- Generate PO's to procure from Suppliers
- Receive goods from Suppliers
- Ship to Customer



Slide 10

Slide notes: We ship to and Invoice our Customer.