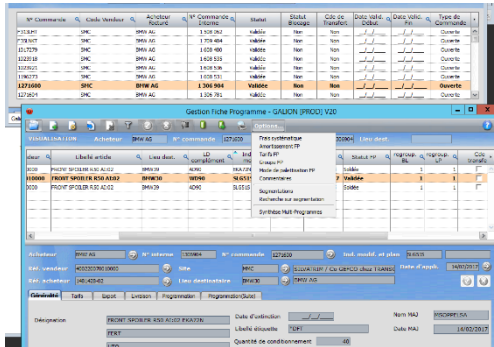# « *Control your commercial agreements* »

GALION Automotive has been developed to be able to deal with open contracts or open orders. The software enables to describe the seller structure (supplier) and the buyer structure (customer). These structures include four hierarchized levels for logistics, just as it is recommended by the ODETTE standard. The contract is a relationship between the seller and the buyer and the terms of the contract enable to establish the links of articles (internal and customers', the indicator might be taken into account). In the contract, tariffs are outlined to date and eventually decomposed into categories (tooling).

Goals

- To offer the basic data of commercial management (open orders and firm orders).
- To bring the necessary information in order to integrate EDI messages.
- To contain the definitions of packages and of alternative packages
- To link the contract and the command lines.

Use

The implementation of the basic repository of customer contracts is generally realized based on information from EDI messages.

Each delivered customer is presented with a set of logistic parameters which enable them to configure the behavior of the software.

The management of sales tariffs enables to deal with the issues of retroactive billing.

Analysis

The typology of contracts has to enable to process all shipping flows of a plant or of a logistics platform.

Some complex flows, for instance between companies, sales on behalf of any other party, might they be direct or indirect flows, lead to particularities that need to be assessed.

The transactions between countries and outside the European community also lead to a more complex administrative dimension.

Six good reasons to adopt it

➡ Time-tested solution

➡ Very good adaptability to the business specificities of OEM

➡ Management of a single order book

➡ Both indirect and direct flows are dealt with

➡ It enables to generate EDI messages from your own repository

➡ Integrated management of sustainable packages

Galion automotive

GALION Commercial Management