



**LAMAR SOFTWARE, INC.**  
**SPECIALISTS IN MANUFACTURING AND DISTRIBUTION**

### **Sales Order / Sales Proposal Definitions**

Sales orders consist of a series of header data elements, any number of line items, and within each line item, any number of scheduled deliveries. A sales proposal contains the same data elements as in a sales order but is not shippable.

The sales order header data includes a ship-to and bill-to customer definition, any number of sales representative definitions, terms, various class codes, a currency code, remarks of any length and other data.

A sales order or proposal line item can be a part number, a sales model, a user configured assembly, a sales kit, a non-inventory miscellaneous item or freight. Each of these items can be assigned their own unit of measure as well as several pricing elements including any number of promotional discounts.