



Sales Order Proofing **Agent**

Eliminate Order Errors Before Fulfillment

Validates dealer purchase orders against sales orders to prevent errors, protect margin, and improve OTIF—embedded in Dynamics 365 Finance & Supply Chain Management.



Business Challenge:

Dealer-based order models rely on manual, late-stage validation of purchase orders against sales orders.

- Orders reconciled line by line
- Pricing, configuration, and terms discrepancies caught too late
- Errors drive rework, delays, and margin leakage

Manual validation → AI-driven real-time order assurance



Business Impact:

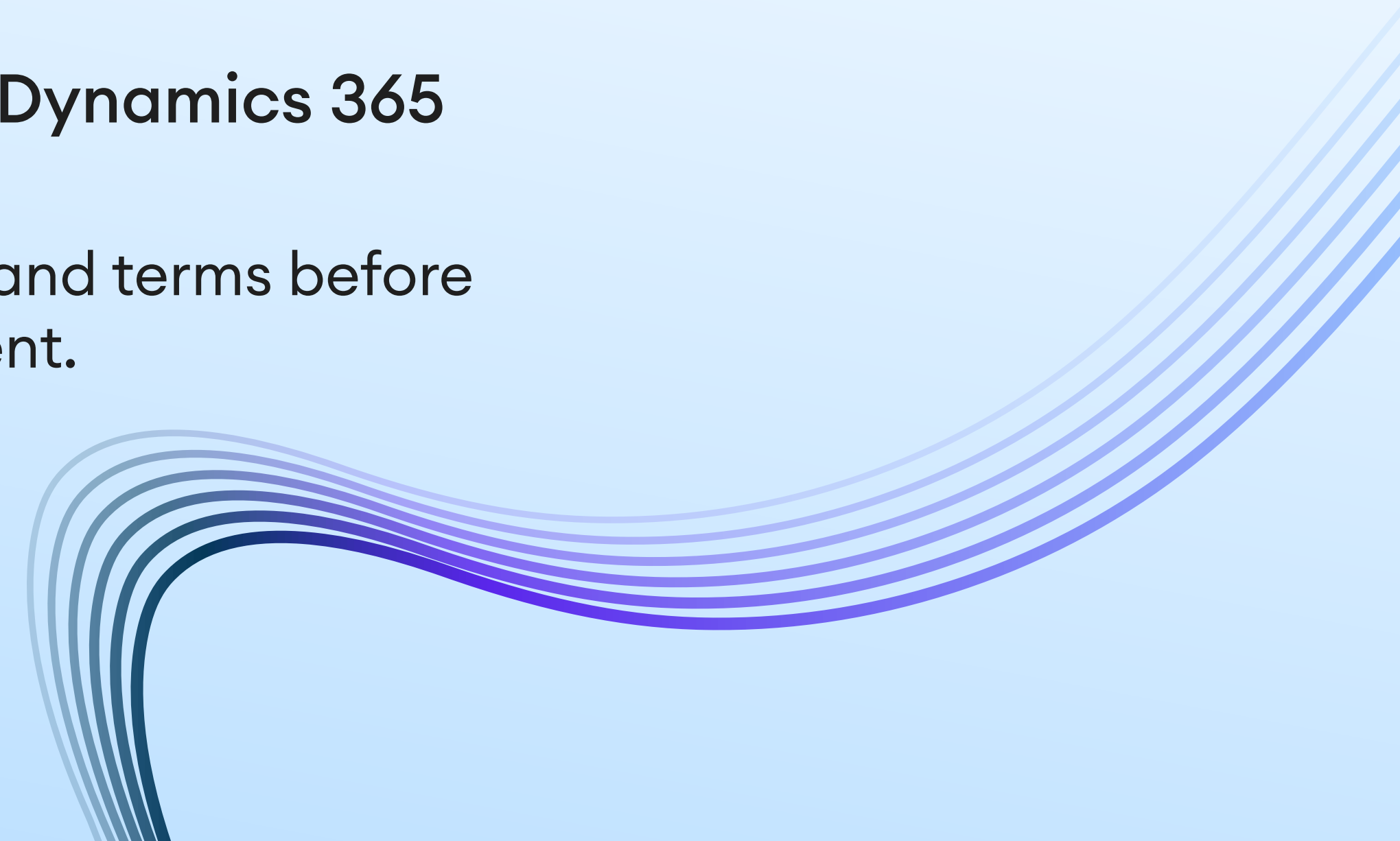


- Eliminate manual reconciliation effort by automating line-by-line PO-to-SO validation
- Improve order accuracy by identifying pricing, configuration, and terms discrepancies early
- Protect margin by preventing mispricing and unintended discounts before execution
- Improve OTIF performance by reducing downstream corrections, shipping delays, and fulfillment disruptions
- Strengthen dealer confidence through more accurate and reliable order fulfillment

SOLUTION

Sales Order Proofing automates PO-to-SO validation within Dynamics 365 Finance & Supply Chain Management.

It identifies discrepancies across pricing, configuration, quantities, and terms before confirmation—ensuring orders are accurate before entering fulfillment.



Key Capabilities:

- Automated PO-to-SO validation
- Discrepancy detection across pricing, configuration, quantities, and terms
- Proactive upstream validation before confirmation
- Embedded in the D365 order lifecycle
- Contextual insights for faster issue resolution



Who Benefits:

Order Management & Customer Service Teams
Supply Chain & Fulfillment Leaders
Finance & Revenue Operations
Sales Operations & Dealer Channel Teams



Built for **high-performance** enterprise operations

Argano embeds AI directly into core business workflows—enabling real-time validation and decisioning across finance, supply chain, and revenue operations.

Argano helped a major manufacturing and distribution customer reduce order errors up to 90%, improving order accuracy and OTIF performance

