

How the modules connect

Introduction to Hesabu ERP

Documentation version 1.0
Published 17 November 2026
https://www.hesabuerp.co.ke/documentation/

Introduction to Hesabu ERP

How the modules connect

Understand how one transaction flows between selling, buying, stock and accounting.

Beginner · About 10 minutes · Version 1.0 · Updated 17 November 2026

Overview

The main idea of an ERP is that **one transaction touches several parts of the business**. Hesabu ERP links the modules so each department sees the effect of what the others do.

The two main chains

Selling chain

1. Lead, then Opportunity
2. Quotation
3. Sales Order
4. Delivery Note (stock goes out)
5. Sales Invoice (the customer owes you)
6. Payment Entry (money comes in)

Buying chain

1. Material Request
2. Request for Quotation and Supplier Quotation
3. Purchase Order
4. Purchase Receipt (stock comes in)
5. Purchase Invoice (you owe the supplier)
6. Payment Entry (money goes out)

You can start in the middle. A cash sale can go straight to a Sales Invoice, and a small purchase can start at a Purchase Invoice.

What happens in your books

Posting a document creates accounting entries automatically. Using the demo company as an example:

You submit	Debit	Credit
Sales Invoice for KES 100,000	Accounts Receivable	Sales income
Payment Entry received	Bank or Cash	Accounts Receivable
Purchase Invoice for KES 60,000	Stock or Expense	Accounts Payable
Payment Entry paid	Accounts Payable	Bank or Cash

You do not have to make these entries yourself. You can see them on the invoice under **View, then Accounting Ledger**.

Practical example

A customer orders 120 bags of cement. When the **Delivery Note** is submitted, stock falls by 120 in the Stores warehouse. When the **Sales Invoice** is submitted, the customer's balance rises. When the **Payment Entry** is submitted, the balance falls to zero and your bank balance rises. The same chain is visible in the stock, accounts receivable and general ledger reports.

Important notes

- Create each document **from the previous one** using the **Create** button. This keeps the link, so you can open the related documents from the **Connections** tab.
- If an invoice has **Update Stock** ticked, it moves stock itself and you do not need a separate delivery note or purchase receipt.

Common mistakes

- Creating a Delivery Note **and** an invoice that also updates stock. This reduces stock twice. Use one or the other.
- Typing the same customer in again instead of selecting the existing record.

Next steps

Read Documents, DocTypes and records.

Related documentation

- What is Hesabu ERP?
- Documents, DocTypes and records
- From quotation to payment