Patent Document 1 and so forth, the settlement of international commercial transactions involving the import/export of products, for example, can be easily performed. Incidentally, with a general technology such as the technology disclosed in Patent Document 1, when managing products, products are managed by allocating one common management information item both domestically and overseas. For example, in the example of the technology disclosed in Patent Document 1, individual products are managed by means of one management information item such as "product name," as disclosed in Fig. 3 of Patent Document 1. However, supposing that domestic product manufacturers and exporters and overseas product sellers are only able to manage products by means of the same management information, for example, cases where management is complex are also conceivable. The present invention relates to a sales management system and sales management method which enable management to be implemented in a more expedient manner than heretofore in a commercial transaction involving an export.

According to a first aspect of the present disclosure, a sales management system (sales management system 100, described subsequently, for example) includes domestic communication means (domestic communication unit 23, described subsequently, for example) which receives a product sales request from a manufacturer terminal (manufacturer terminal 10, described subsequently, for

example); management means

(management unit 21, described subsequently, for example) which, on receiving the product sales request, assigns first management information to each of the products; overseas communication means (overseas communication unit 24, described subsequently, for example) which issues a request for a salability decision for the products to an overseas business device and receives, in response, second management information assigned to salable products; and management information storage means (management information storage unit 22, described subsequently, for example) which stores, for each of the products, the first management information and second management information in linkage with each other, wherein, on the basis of the linked first management information and second management information, the management means implements management relating to a sale of the products overseas, involving an export overseas from a domestic country of a single consolidated shipment of the products, which are sold by different manufacturers and have different owners, one administrator serving as consignor and one seller serving as consignee during customs clearance.

According to a second aspect of the present disclsoure, a sales management method implemented by a computer (a device in the sales management system 100 described subsequently, for example) is provided, the sales management method including a domestic communication step of receiving a product sales request from a manufacturer

terminal; a management step of, on receiving the product sales request, assigning first management information to each of the products; an overseas communication step of issuing a request for a salability decision for the products to an overseas business device and

receiving, in response, second management information assigned to salable products; and a management information storage step of storing, for each of the products, the first management information and second management information in linkage with each other, wherein, on the basis of the linked first management information and second management information, management relating to a sale of the products overseas, involving an export overseas from a domestic country of a single consolidated shipment of the products, which are sold by different manufacturers and have different owners, one administrator serving as consignor and one seller serving as consignee during customs clearance, is implemented.

According to a third aspect of the present disclosure, there is provided a sales management system which, on receiving a request for a salability decision from a first country for each product which has been assigned first management information, decides a salability for a second country, responds with second management information for salable products to a requestor in the first country, stores, for each of the products, the first management information and second management information in linkage with each other, and, on the basis of the linked first management information and second management information, implements management relating to a sale of the products in the second country, involving an import, from the first country to the second country, of a single consolidated shipment of the products, which are sold by different manufacturers and have different owners, one

administrator serving as consignor and one seller serving as consignee during customs clearance.

According to a fourth aspect of the present disclosure, there is provided a sales management method implemented by a computer, comprising: a step of, on receiving a request for a salability decision from a first country for each product which has been assigned first management information, deciding a salability for a second country, responding with second management information for salable products to a requestor in the first country; and a step of storing the first management information and second management information in linkage with each other, wherein, on the basis of the linked first management information and second management information, management relating to a sale of the products in the second country, involving an import, from the first country to the second country, of a single consolidated shipment of the products, which are sold by different manufacturers and have different owners, one administrator serving as consignor and one seller serving as consignee during customs clearance, is implemented.

According to the present invention, management can be implemented in a more expedient manner than heretofore in a commercial transaction involving an export.

BRIEF DESCRIPTION OF THE DRAWINGS

[Fig. 1]

Fig. 1 is an image diagram illustrating an overview of an

international commercial transaction targeted for management according to an embodiment of the present invention, and movements of products in the commercial transaction.

[Fig. 2]

Fig. 2 is a diagram representing an overall basic configuration of the embodiment of the present invention.

[Fig. 3]

Fig. 3 is a block diagram illustrating functional blocks included in a first business device and functional blocks included in a second business device, according to the embodiment of the present invention.

CLAIMS

1. A sales management system which, on receiving a request for a salability decision from a first country for each product which has been assigned first management information, decides a salability for a second country, responds with second management information for salable products to a requestor in the first country,
stores, for each of the products, the first management information and second management information in linkage with each other, and,
on the basis of the linked first management information and second management information, implements management relating to a sale of the products in the second country, involving an import, from the first country to the second country, of a single consolidated shipment of the products, which are sold by different manufacturers and have different owners, one administrator serving as consignor and one seller serving as consignee during customs clearance.

2. A sales management system, comprising: domestic communication means which receives a product sales request from a manufacturer terminal;
management means which, on receiving the product sales request, assigns first management information to each of the products;
overseas communication means which issues a request for a salability decision for the products to an overseas business

device and receives, in response, second management information assigned to salable products; and

management information storage means which stores, for each of the products, the first management information and second management information in linkage with each other,

wherein, on the basis of the linked first management information and second management information, the management means implements management relating to a sale of the products overseas, involving an export overseas from a domestic country of a single consolidated shipment of the products, which are sold by different manufacturers and have different owners, one administrator serving as consignor and one seller serving as consignee during customs clearance.

3. The sales management system according to claim 2, wherein the management means generates and outputs export information for the export, on the basis of the linked first management information and second management information.

4. The sales management system according to claim 3, wherein the management means

generates the export information before deposit fees for overseas sales of the products have been received from the manufacturer, and

outputs the export information for the export in response to the deposit fees for overseas sales of the products being received from the manufacturer.

5. The sales management system according to any one of claims 2 to 4, wherein the domestic communication means transmits the second management information to the manufacturer terminal as product management information which is assigned directly or indirectly to product stock when the products are shipped by the manufacturer.

6. The sales management system according to any one of claims 2 to 5, wherein the management means
specifies, using the linked first management information, a payment source in payment management of deposit fees for overseas sales of the products which are paid by the manufacturer,
specifies, using the linked first management information, a payout destination in payout management of a payment of either transportation costs or management costs, or both, for a domestic business, which is paid from the deposit fees, and
specifies, using the linked second management information, a payout destination in payout management of a payment of either transportation costs or management costs, or both, for an overseas business, which is paid from the deposit fees.

7. The sales management system according to any one of claims 2 to 6, wherein the management means
specifies, using the linked second management information, a payment source in payment management of proceeds of the products when the products have been sold overseas, and

specifies, using the linked first management information, a remittance destination in payout management of a remittance of the proceeds to the manufacturer.

8. The sales management system according to claim 7, wherein the management means manages payment in a foreign currency of the product proceeds, and by converting an amount of money of the product proceeds to a domestic currency, manages payout of the remittance to the manufacturer in the domestic currency.

9. A sales management method implemented by a computer, comprising:
a step of, on receiving a request for a salability decision from a first country for each product which has been assigned first management information, deciding a salability for a second country, responding with second management information for salable products to a requestor in the first country; and
a step of storing the first management information and second management information in linkage with each other,
wherein, on the basis of the linked first management information and second management information, management relating to a sale of the products in the second country, involving an import, from the first country to the second country, of a single consolidated shipment of the products, which are sold by different manufacturers and have different owners, one administrator serving as consignor and one seller serving as consignee during customs clearance, is implemented.

10. A sales management method implemented by a computer, comprising:

a domestic communication step of receiving a product sales request from a manufacturer terminal;

a management step of, on receiving the product sales request, assigning first management information to each of the products;

an overseas communication step of issuing a request for a salability decision for the products to an overseas business device and receiving, in response, second management information assigned to salable products; and

a management information storage step of storing, for each of the products, the first management information and second management information in linkage with each other,

wherein, on the basis of the linked first management information and second management information, management relating to a sale of the products overseas, involving an export overseas from a domestic country of a single consolidated shipment of the products, which are sold by different manufacturers and have different owners, one administrator serving as consignor and one seller serving as consignee during customs clearance, is implemented.