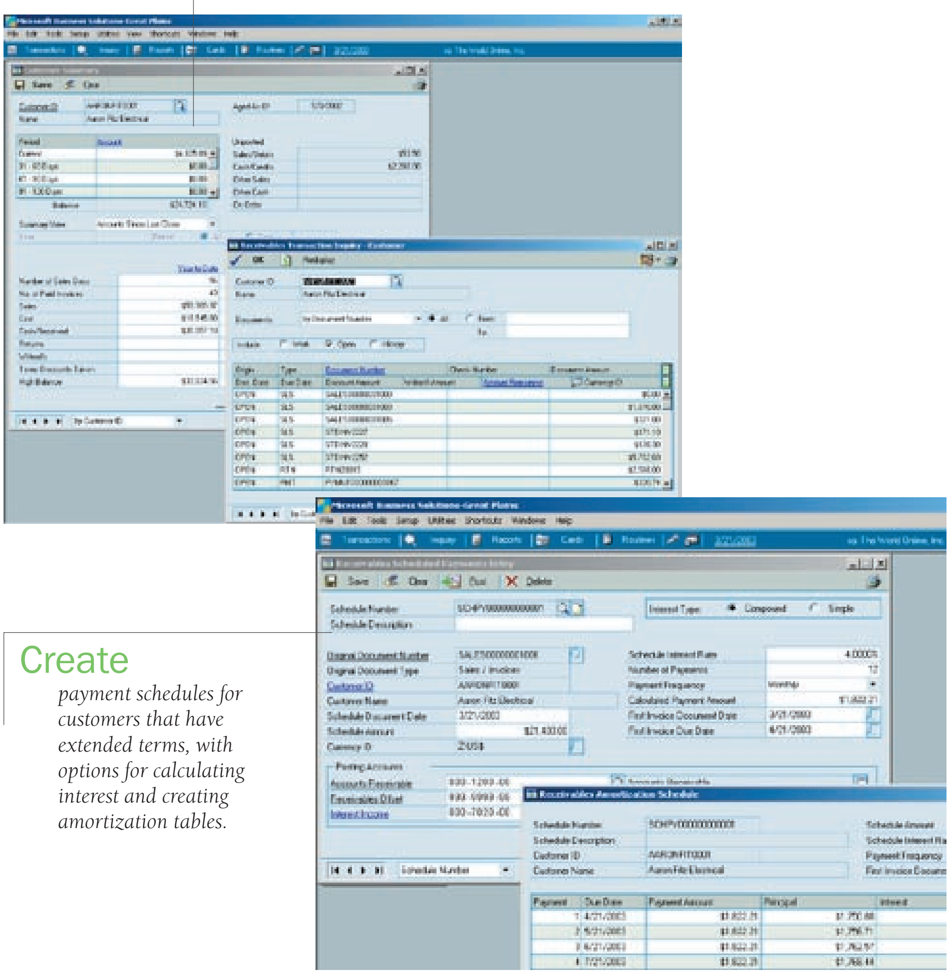
Microsoft Business Solutions

RECEIVABLES MANAGEMENT

Maintain tight control over your accounts receivable with capabilities that help you track invoices, process receipts, and analyze customer activity, so you can manage sales made on account more effectively and yet maintain lower overhead costs.

View

customer balance information in summary and drill down to analyze transactions details.



Create

payment schedules for customers that have extended terms, with options for calculating interest and creating amortization tables.

B E N E F I T S

Improve customer satisfaction

Enhance customer service and increase customer retention with customized information, history, and notes that are easily accessible when working with those customers.

Take control of your sales

Manage your sales process more effectively by measuring trends and analyzing performance with comprehensive customer tracking combined with sales tracking by person or territory.

Enhance your productivity

Reduce administrative costs and enhance office productivity with automated receipt processing and posting, easy-to-manage exception handling, and personalized statement cycles that fit your customers and business.

Streamline revenue allocation

Simplify the ungainly task of deferring revenues over multiple periods with automatically managed calculations and journal entries customized to fit your business needs.

Increase access to vital information

Find the information you need to make more effective business decisions with comprehensive reporting capabilities and straightforward customer account and sales performance tracking.

Microsoft Business Solutions

AVAILABLE WITH:

- ✓ GREAT PLAINS
- ✓ GREAT PLAINS STANDARD

RECEIVABLES MANAGEMENT | FEATURES LIST

Receivables Management

- View un-posted, posted and historical transactions, plus complete customer, period sales, yearly sales, payment history, and receivables summary information.
- Utilize user-defined fields to track the customer information you need to improve sales and customer service, including: ship to, bill to, and statement to addresses; and credit limit, payment terms, and account history.
- Automate your customer installment payments by creating schedules, calculating interest, amortizing amounts, and forecasting the impact of variable interest rates, payment amounts, and installment changes.
- Maintain full control over the receivables process with automated lockbox processing, customer billing defaults, NSF tracking, multicurrency support, and the ability to fully define customer statement cycles.
- Analyze your sales performance with receivables tracking for each salesperson or sales territory, including commissions, commissioned sales, non-commissioned sales, and cost of sales for the year-to-date.
- Create a comprehensive suite of reports that can be sorted by calendar or fiscal year with on-screen display and search, or combine with Microsoft® Business Solutions–Great Plains® applications such as Report Writer or Crystal Reports® for greater reporting flexibility and power.

Customer/Vendor Consolidations

- Define relationships with existing customers who are also vendors and apply open debit and credit documents against each other to consolidate current balances in both Payables and Receivables Management.

Refund Checks

- Debit memos are automatically created in Receivables Management and are applied to credit amounts for customers requiring refunds. This process also automatically creates the refund check for those customers using Payables Management.
- Easily setup a temporary vendor to use for refund checks. Process refunds for balance forward customers using multiple currencies.

Financial Management components are sold separately. Customer/Vendor Consolidations is not available with Microsoft Business Solutions–Great Plains Standard.