

Receivables

Receivables in Microsoft Dynamics NAV

Benefits:

- **Increase sales process efficiencies.**
Manage all aspects of your sales and receivable processes. Using document approval, credit management and payment history manage sales order release and sales shipment.
- **Build better customer relationships.**
Extend credit terms to your top customers. Know each customers purchase history, payment trends and provide discounts with reason and confidence.
- **Reduce your backlog of receivables.**
With flexible accounts receivable reports know exactly where the proper attention needs to be focused. With credit management avoid further risk by controlling acceptance of new orders or shipments of pending orders.
- **Enhance business productivity. Get business insight to enhance sales.**
Know demographics by using dimension capabilities. By focusing on customer size, frequency of purchase, order values and promptness of payment, decisions can be made on credit extension or discount offers.

Clear and concise information all in one area gives accounts receivable management the ability to make decisions quickly. Increase individual customer financial information to make distinct assessments per customer. Have all customer contact information available for ease of communication.

The screenshot shows the 'Credit Management' window for '10000 The Cannon Group PLC'. The window has two tabs: 'General' and 'Order Status'. The 'General' tab is active, displaying various fields for customer information and financial data.

Field	Value
Contact	The Cannon Group PLC
Phone No.	555-1212
Collection Method	CALL
Blocked	
Credit Limit (L...)	0.00
Balance (LCY)	255,797.35
Difference	-255,797.35
Payment Terms Code	30
Payment Method Code	
Latest Payment Date	01/11/09
Latest Payment Amount	104,339.38
Not Yet Due	256,180.21
1-30 Days	-382.86
31-60 Days	0.00
Over 60 Days	0.00

Customer Comments table:

Date	Comment
01/11/09	Called customer - check is going out today - J. Andrews

the credit management screen up to the minute information is available. From current terms being offered to user comments for internal purposes.

Make credit and collection decisions and activities with confidence that the right customers are addressed. With ease of defaults standard customer's terms can be used or changed as trends change. With visual on screen clarity and flexible reporting each customer can get the attention they need.

FEATURES:

Flexible receivables processing

How payments are applied can be set up to meet your particular organizations needs and each individual customer. Defaults can be selected from automatically applying payments to the oldest invoices or manually applying each payment. Additionally the system can handle un-applied payments to apply at a later date. You can choose to calculate and post finance charges or late fees or not.

Prepayment capabilities

Prepayments can be required and traced until the order is complete. This reduces manual updating of records or taking notes elsewhere.

Standard sales

Repeat business is always a goal with any company. Standard sales codes gives you short cuts to access the most common information for each customer.

Sales invoice discounts

Each customer and each sale discount can be handled either on a standard basis which is easily set up on the customer card or on a individual case basis.

Customer account management

Know your customer. All the information you need on your customer is available in one place, the customer card. On the customer card control payment terms, communication information, discount eligibilities, payment terms, foreign currencies, account balances and many more vital aspects of your account management.

Payment and discount tolerances

Set up payment or discount tolerances so time is not spent manually making adjustments to close invoices or small overpayments. Set the payment or discount tolerance to meet your company's specific needs.

International sales processing

Processing international sales or payments is no longer a long drawn out process. Exchange rate calculations are performed automatically with a set up and periodic maintenance. Automatic postings for gains or loses are handled seamlessly with a single posting.

Custom VAT and sales tax calculations

Value-added tax (VAT) or sales tax are handled with the ease of setting up the appropriate tax areas and authorities. Reports are generated based on your companies needs.

For more information about Receivables in Microsoft Dynamics-NAV, visit

www.dynamicsinfo.com