



SAGE PFW

ACCOUNTS RECEIVABLE

■ **CUSTOMIZATION**

Easily customized, not only within Accounts Receivable, but also throughout the solution to fit the widely varying needs of today's businesses.

■ **MULTI-CURRENCY CAPABILITIES**

Extensive multi-currency capabilities, including instant conversion of foreign currencies to home currency and vice versa, give you the competitive edge to succeed in the global marketplace.

■ **ACCESS BUSINESS CRITICAL INFORMATION**

Empower your staff with vital information when they need it! Universal Notes and Attachments put critical information at your fingertips, improving customer satisfaction and increasing productivity.

■ **STREAMLINED INTEGRATION**

Seamless integration with other Sage PFW modules eliminates redundant data entry and automates your workflow, creating a fully integrated solution.

■ **FLEXIBLE PROCESSING OPTIONS**

Manage customer service with efficiency as you improve customer satisfaction using sophisticated tax processing capabilities, flexible pricing controls, inviolable audit tracking, and versatile account management tools.

■ **INVOICE AUTOMATION**

Automated invoice processing and multiple address capabilities streamline billing and improve service while custom invoices enhance your company's image.

■ **INSIGHTFUL REPORTS AND DRILL-DOWN CAPABILITIES**

Sage PFW transforms your data into the insights you need to more effectively manage your business.

Line	Item Key	Desc	Loc	Qty Ord	Qty Ship	Unit Price	Disc	Tax	Account Number
1	In	GOLF-9009-U-WHI: Golf King Golf C	CALIF	2.00000	2.00000	0.000000		EX	4110-1000-000-DG/1
2	In	HEIN-2061-M-GRA: Heinz Dyno Dri	CALIF	12.00000	12.00000	170.00000		EX	4110-1000-000-DG/1
3	C	left handed		0.00000	0.00000	0.00000	0.00000		
4	In	IDMG-4028-W-STE: IDM Target Iroi	CALIF	2.00000	2.00000	350.00000		EX	4110-1000-000-DG/1
5	C	right handed, st		0.00000	0.00000	0.00000	0.00000		
6	C	Ship Immediate		0.00000	0.00000	0.00000	0.00000		
7	N	Special Sauce		1.00000	1.00000	0.00000		EX	4110-1000-000-DG/1
8									
9									
10									
11									

Cust/Item/Acct Key/Acct Desc/Tax/Curr		Line Item Totals		Invoice Totals	
Advantage-Golf Pro Shops		Extended		Discount	0.00
		Discount		Sub Total	8,740.00
		Tax		Tax	0.00
		Tax On Tot/Tax Incl Price		Freight	
U.S. Dollars		Net		Invoice	8,740.00

There's more to successful accounts receivable management than merely tracking customer invoices and cash receipt processing. The Sage PFW ERP Accounts Receivable module can help you provide a superior level of customer service, take control of your cash flow, analyze sales performance, predict customer buying patterns, and much more. This highly versatile, smart tool puts the business insights you need to succeed at your fingertips.

Among the most sought-after features of any accounts receivable system are the flexibility and functionality required to custom-fit the software to your business needs, make more informed management decisions, and drive you to profitability. Sage PFW surpasses other business management systems on all accounts allowing you to track an unlimited number of customers, transactions and historical information for an unlimited number of years. Additionally, you can define any number of customer classes with different currencies, pricing and commissions, compute aging for as many as four cycles, and process both balance forward and open item customers concurrently. All of this information can be instantly captured in highly informative accounts receivable reports allowing you to effectively communicate with your customers and tighten control over your accounts.

From developing innovative products that anticipate our customers' changing needs to providing award-winning customer support, we are dedicated to surpassing expectations in all aspects of our business. Rest assured our software is supported by a nationwide network of specialists who are your resource for implementation, training, service and support. For more information about Sage PFW and reaching a higher level of performance and profitability, please contact your local business partners, or call us directly toll free at 1-888-473-5135. You may also visit our Web site at: www.sagesoftware.com or e-mail us at: sagepfwinfo@sage.com



Sage PFW

Accounts Receivable

"Sage PFW facilitates my job by automating all common functions, and allows me to manage our finances with a minimum of manual intervention."

Cindy Ascanio
Assistant Controller
CGF Industries

FEATURES

Customization

The Accounts Receivable module can be easily customized to your business processes for maximum functionality and efficiency, ensuring consistent system use and reducing training requirements. The unique customization templates empower you to remove, rename, require or prevent entry, and set minimum/maximum numeric ranges for any entry field. Additionally, you can hide screen tabs that are not required in your business and even create your own field-level help. These are just a few of the productivity-boosting possibilities that will benefit your entire organization.

Multi-currency Capabilities

Take control of the global marketplace with robust multi-currency capabilities including instant conversion of foreign currencies to home currency and vice versa and calculation of gains and losses accrued through currency exchange. Providing statements and invoices in your customers' currency makes it easy and convenient for them to do business with you. The Sage PFW Multi-Currency Manager module empowers you to transcend many of the operational challenges of global enterprise.

Access Business Critical Information

Improve customer satisfaction by centrally locating all contracts, correspondence and e-mail documents so information is readily available for effective and efficient customer communications. Sage PFW Universal Notes and Attachments functionality provides the insight to help you improve customer service and boost customer satisfaction. Since this functionality is available throughout Sage PFW, the possibilities are virtually unlimited.

Streamlined Integration

With this fully integrated solution, you will have access to current inventory, general ledger and bank book records, allowing you to make business decisions with insight and operate more efficiently. You can seamlessly manage customers, control your cash flow and view the status of any inventory item in its entirety, including on-hand, committed to sales and committed to production quantities.

Flexible Processing

Organize customer records quickly and easily using the versatile alpha/numeric customer key and reportable customer class, territory and salesperson fields. Take advantage of our limited time price specials and the pricing matrix, which allows you to offer price overrides, discount percentages and/or quantity price breaks based on your customers and inventory groupings. Encourage your customers to pay promptly by offering desirable payment terms, adding finance and/or late charges for delinquent payments and preparing monthly statements to advise customers of their account status. Use our powerful audit trail capabilities to maintain complete transaction history for as long as you choose, including notes and attachments specific to each transaction. Additionally, you can specify summary or detail information to flow into the general ledger. Accurately manage your taxes using flexible tax controls that allow you to define up to four levels of tax, including powerful options such as specific value taxing, as well as most PST, GST and VAT taxing. You can define a tax structure for taxable amounts less than a dollar. These features add up to a powerful module that is designed to meet the most demanding processing needs of a wide variety of businesses.

Invoice Automation

Sage PFW offers extensive, efficiency-boosting automation. You can automatically generate invoices for recurring transactions to ensure that you don't miss billing opportunities. With Crystal Reports® you can create custom invoices with a look and feel that fits your company's image. You can save time and improve service by creating and maintaining multiple shipping addresses for your customers, and override customer defaults for sales tax or revenue account defaults. Varied pricing, preferred warehouse, multiple salespeople, territories and taxation for each shipping address are also easily accommodated.

Insightful Reports and Drill-Down Capabilities

Managing sales with insight means making decisions based on the most up-to-date business intelligence. You can help your sales team and regional managers stay on top of their markets using Sage PFW powerful reports. Analyze customer-purchasing patterns so your sales professionals can schedule customer contacts more strategically. Provide a clear picture of sales performance by tracking sales volume, profits generated, specific items sold and customer payment history. Additionally, you can effectively manage your cash using reports to project cash receipts, track extensive aging detail, and get gross profit information by document or line item based on entry cost or actual inventory cost. Financial Explorer keeps critical information at your fingertips by empowering you to perform comprehensive inquiries and drills downs from anywhere in the system.