



FOCUS CREDIT CONTROL

If you are a user of Sage 1000, Sage Line 500, Sage Line 200, CS3 or Sage Enterprise you will find that the Credit Control Module from Carlins Software Solutions adds a new dimension to the way in which you manage your debtors.

Features at a glance

- Online Diary
- 3 Statuses per customer
- Individual/blanket client letters
- Batch Printing
- Promised cash reports
- Percentage payment tolerance
- Automatic credit stop & reinstatement on selected status's
- Debtor days per client, company and by analysis codes
- Contra balances
- Dunning letters

The on-screen look of the Credit Control follows the Sage format which means that your staff will quickly learn how to use the module which will have an immediate impact on your cash collection.

The screenshot shows a software window titled 'Diary Entry - Line 500 Demonstration'. It contains a menu bar (File, Edit, View, Actions, Tools, Window, Help) and a toolbar. Below the menu is a 'Diary Entry - Today's Actions' summary box with the following data:

Today's Actions			
Letters Produced:	0	Dispute Info Amended:	0
Status's Changed:	0	Action Notes Entered:	0

Below this is an 'Enquiry by : Customer' window displaying a table of customer data:

Customer	Customer Name	Call On	Status	SL Balance	Old Inv	Telephone Number
C001	Hemmingway Engineering	18-Mar-09		23972.06	04-Oct-99	0524-458621
C002	Maybury Motors Ltd	17-Mar-09		3717.28	03-Mar-00	021-459-3562
C003	Eastern Motors			2021.75	03-Mar-00	0223-458771
C004	Ashcroft Motors Ltd.			8114.29		081-985-4215 TEL
C005	Portland Pumps US Inc.			91.57	01-Oct-99	010-553-48975
C006	Kemper GmbH			40070.38	01-Jan-99	02151 2701
C007	Newton (UK) Ltd			672.54		0272-456778
C009	Duval S.A.N.V.			1144.57	01-Sep-99	010-33-073452
C011	Albany Products PLC			10593.55		0171-243-6767
C012	Cooper Reading Ltd			31071.09	01-Jan-98	0116-123-4587
C017	Commercial papers PLC			877.80	06-Oct-99	
C018	Herbert Humphries			3076.92	06-Oct-99	
C019	JG Cash Ltd			16924.61	01-Oct-99	

At the bottom of the window are buttons for 'ESC - Cancel', 'ENTER - OK', 'Print', and 'CTRL+ENTER - Search...'. The system clock shows 11:11.

Fully Integrated with:

- Sage 1000
- Sage Line 500 v5, 5.5, 6.0 and 7.0
- Sage Line 200
- Sage CS3
- Sage Enterprise

The traditional method of credit control is usually based on a printed Aged Debtors Report with hand written comments and customer promises added. The whole process is then updated periodically with the handwriting laboriously transcribed.

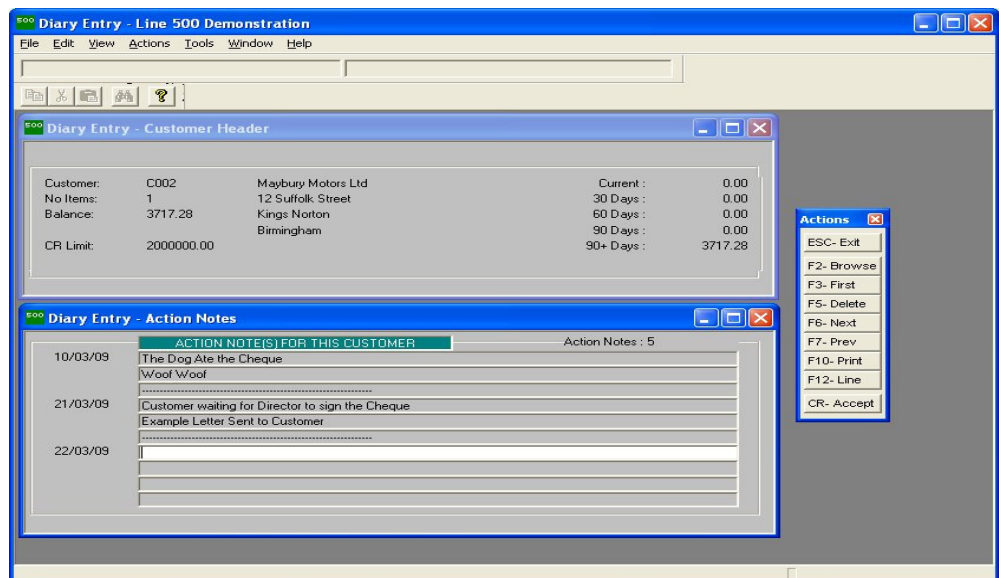
With today's credit crunch this add-on module provides the extra functionality required to improve your cash flow, the Credit Control module automates all of that for you.



FUNCTIONALITY

Comments and promises can be entered directly into the system. With the addition of a date they can become action reminders. When your credit control staff log-on each morning they are presented with a to-do list for that day which can be monitored by senior management.

Everything has been designed to help you keep a tight grip on credit. Not only that, you can enter dispute codes from Credit Control directly into the Sales Ledger. You can also move seamlessly to Sales Ledger Enquiry or Purchase Ledger Enquiry and back again, so that all relevant information can be at any credit controller's fingertips at the press of a function key.



The Credit Control module is based around an event-driven Diary with links to the Sales Ledger and Sales Order Processing modules. These can be viewed in 36 different ways. For example, customer data can be sorted by oldest due date or largest balance first as well as by customer number. All transactions in the Sales Ledger are visible from Credit Control including invoices, credit notes, cash received and any unallocated cash. Another key feature is a percentage tolerance level. This can be set, for example, to 95%. so any promised amount that falls short of this level is flagged enabling the credit controller to take immediate action.



FUNCTIONALITY

Invoice amounts, Cash received and Payment (Debtor) Days are automatically tracked on a month-by-month basis and can be kept for as many years as required. This allows you to see if a customer is getting slower at paying bills which could be an early warning of financial problems.

Any number of Credit Control letters can be created and used to either confirm conversations or to show Sales Ledger transactions. These are an additional function to the standard Sage reminder letters and can be generated as a one off letter for the customer (Instant Letter) or they can be generated as a Bulk Letter run where you can send a letter to every customer on a certain status or with a 90 day balance for example.

Customers can be allocated up to three Credit Control Status Codes. These are user definable. Examples of their use would be to flag customers on Stop or Court Action Pending. In addition an unlimited number of free text Personal Notes can be attached to each customer file.

If required each Credit Controller can be allocated a user range so that they can be restricted to looking at only a group of customers or customers with a balance above or below a defined level. A view of the Purchase Ledger is also available allowing Credit Controllers to perform effective Contra Accounting for those customers who might also be suppliers. A Combined Aged Debtors Report consolidates the view.



BROWSING & REPORTING

The Credit Control software comes with an advanced browsing function, which allows customers to fully define which fields they can view on the screen, so for example if you need to see the Customers Territory code then this can easily be added to the relevant browse, additionally the browses can be configured differently for each Sage user, language code or by form set and if required by key index.

Finally, the Credit Control software comes with a set of standard reports as follows. Additional reports can be configured via the standard Sage report writer module.

- Customers to Call Report.
- Credit Status Report.
- List of Payments Promised.
- Customers over Credit Limit.
- Customers on Credit Stop.
- Customers with S/L Unallocated Cash.
- Customer Stop List.
- Disputed Transactions Report.
- Aged Debtors Analysis (with CC Notes & Status's).
- Combined Aged Debtors Analysis.

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