



## Counter Sales

### Objective

To facilitate "over the counter" sales transactions by accepting immediate payments or deposits efficiently.

### The Value of Counter Sales

- Multiple cash drawer facility
- Provide fast, accurate information to customers at the counter
- Prevent sales to customers in excess of their credit terms
- Daily cash receipts and sales reports
- Provide counter sales personnel with a complete on-line information system at the time of sale
- Give access to real-time information of customer sales, inventory movement and cash receipts during order entry
- Provide query of on-screen cash sales, deposit history and transactions
- Multiple deposits receipts and cash receipts against accounts
- Various payment types

### Matching Counter Sales to your business

- Control operator access to customer, sales and inventory information according to authorization levels
- Process sales and receipts in any currency
- Handle split payments, credit cards or checks, and calculate the change due
- Automatically handle complex pricing structures such as contract pricing and discounts right at the counter
- Allocate sales to individual sales people for reporting and commissions
- Process back orders
- Process sales using customer's or supplier's stock code
- Sell non-stocked or stocked items
- Apply freight and miscellaneous charges
- Sell kits with optional or mandatory components
- Provide the ability to sell serialized or lot traceable items with warranty tracking
- Accept deposits and payments against regular orders
- Apply deposits in full or partially as payments
- Option to auto-deplete lots and bins
- Facility to process a payment against any customer

### Integration

- Integrates with the following modules:
  - Accounts Receivable (Essential)
  - Bill of Materials
  - Cash Book
  - Inventory
  - Lot Traceability
  - Sales Analysis
  - Sales Orders (Essential)

### Audit trails and reporting

- Reconciliation against cash drawer and balance
- Complete audit trails on cash sales and receipts
- Separate routine to purge and print transactions
- Sales profitability reports by line item
- Minimum profit check by stock code
- Reports on operator price overrides

