

Counter Sales

SYSPRO's Counter Sales solution facilitates over-the-counter sales transactions by accepting payments or deposits efficiently. It is used to sell stock directly to a customer and enables immediate stock allocation and payment as it is done at the point of transaction.

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

