

4.0	ACCOUNTS RECEIVABLE / SALES LEDGER	Must	Wish	No	Comments
4.1	STANDARD INVOICING				
A	Stage payments with auto-deduction				
B	Pre-payments allowed				
C	Order based invoicing, released when order shipped				
D	Date based invoicing, released at pre-defined intervals or on a fixed date.				
E	Allow consolidated invoicing				
F	Invoice based on sales order price, quotation or cost plus.				
G	Credit note values automatically calculated in consolidated invoices.				
H	Automatic generation of invoices and numbers				
I	Ability to raise invoices manually (in automated system)				
J	Ability to manually adjust invoices				
K	Automatic adjustment for surcharges and fees				
4.2	PRO-FORMA INVOICING				
4.3	CASH RECEIPTS				
A	Immediate journaling for cash sales				
B	Month end journaling as normal				
C	Ability to add notes/comments with payment				
D	Cash payment against multiple orders				
E	Partial payments allowable				
4.4	CUSTOMER DETAILS				
A	Import all details direct from CRM package				
B	Ability to set credit limit				
C	Language flag to automatically create e-mail / letters / invoices in appropriate language				
D	Currency flag				

	- Continued	Must	Wish	No	Comments
4.5	MULTIPLE SHIP-TO LOCATIONS				
4.6	LINK TO CRM MODULE / SALES ORDER PROCESSING / GENERAL LEDGER / INVENTORY				
4.7	CREDIT SCORING				
4.8	CREDIT CONTROL				
A	Send letter automatically when overdue				
B	Different standard letters for variable overdue trigger points (Eg letter 1 at 1 month overdue, letter 2 at 6 weeks)				
C	Set lower value limit below which letters are not sent				
D	Link to e-mail programme / CRM package				
4.9	SALES FORCE COMMISSIONS				
4.10	MULTI-CURRENCY SUPPORT				
4.11	MULTI-LANGUAGE SUPPORT				
4.12	STATEMENTS				
A	User specifiable interval between statements by customer				
B	Value trigger below which no statement is issued				
C	Optional – selected by customer				
D	Notes facility – for display on statement				
E	Format options selectable by customer – eg breakdown by order number, ship to address, show partial payments etc.				
4.13	TAXATION				
A	Variable tax rate by commodity				
B	Variable tax rate by country				
C	Variable tax rate by postal code				
D	Links to external tax rate calculation (USA geographies)				
4.14	INVOICE TRIGGERING				
A	Triggered by transaction to claim item on sales order				