

# Counter Sales

## Objective

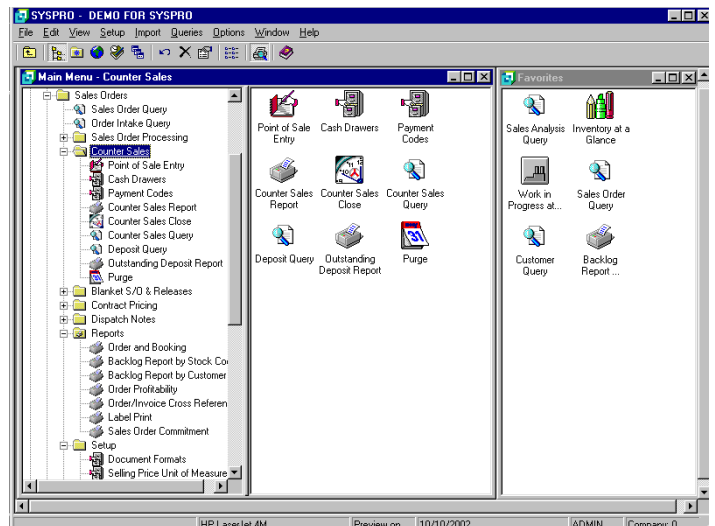
To provide quick and easy facilities for “over the counter” sales transactions by accepting immediate payments or deposits.

## The Value of SYSPRO Counter Sales

- Supports multiple cash drawers
- Provides fast, accurate information to customers at the counter
- Prevents sales to customers in excess of their credit terms
- Allows the receipt of daily cash and sales reports
- Exports remote counter sales and cash transactions to the head office
- Provides counter sales personnel with a complete on-line information system at the time of the sale
- Gives access to real-time information of customer sales, inventory movement and cash receipts during order entry
- Provides query of on-screen cash sales, deposit history and transactions
- Deposits receipts and cash receipts against account
- Allows for various payment types
- Preview of reports to screen and e-mail capabilities

## Matching SYSPRO to Your Business

- Customizes operator access to customer, sales and inventory information according to authorization levels
- Processes sales and receipts in any currency
- Automatically handles complex pricing structures such as contract pricing and discounts right at the counter
- Allocates sales to individual sales people for reporting and commissions
- Processes back orders
- Handles split payment transactions, foreign currency transactions, credit cards & checks, and calculates the change due
- Enters counter sales using customer’s or supplier’s stock codes
- Allows the sale of non-stocked items and applies freight as well as any miscellaneous charges on cash sales
- Provides the ability to sell kits with optional or mandatory components at the time of sale
- Provides the ability to sell serialized or lot traceable items with warranty tracking
- Allows deposit and payment entry against regular orders



## 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

## Integration

- Integrates with the Accounts Receivable, Inventory Control, Sales Orders & Invoicing, Sales Analysis, Cash Book, Work in Progress, Quotations & Estimating, and the Lot Traceability modules
- Counter Sales requires the Sales Orders & Invoicing module
- E-mail reports with the Office Automation module