SOLUTIONS ERP COMPLÈTES ET INTÉGRÉES

POUR LES MANUFACTURIERS ET DISTRIBUTEURS

Foundations Customers

AU DELÀ DE L'IMPLANTATION : *des résultats !*

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Beyond implementation: Results!
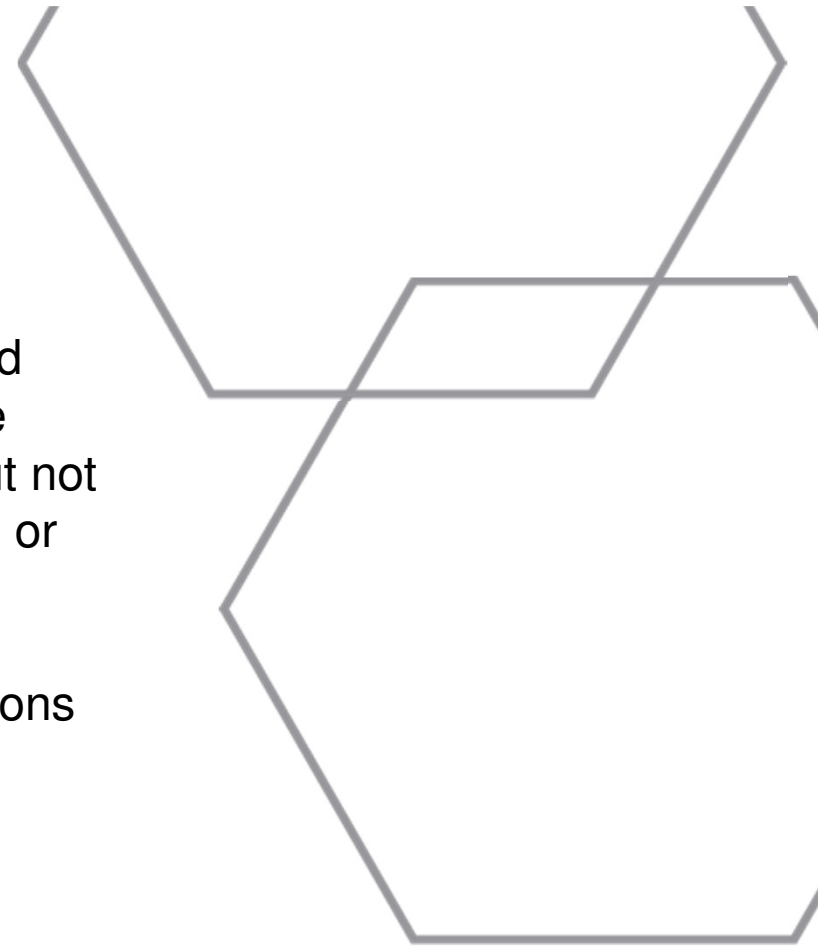
3   *Agenda*

❑ Objectives

❑ Global view (Workflow)

❑ Customers concepts

❑ Exercises

❑ Reports and trackers

❑ Conclusion

Invoicing

Jobs

Inventory

FINANCES

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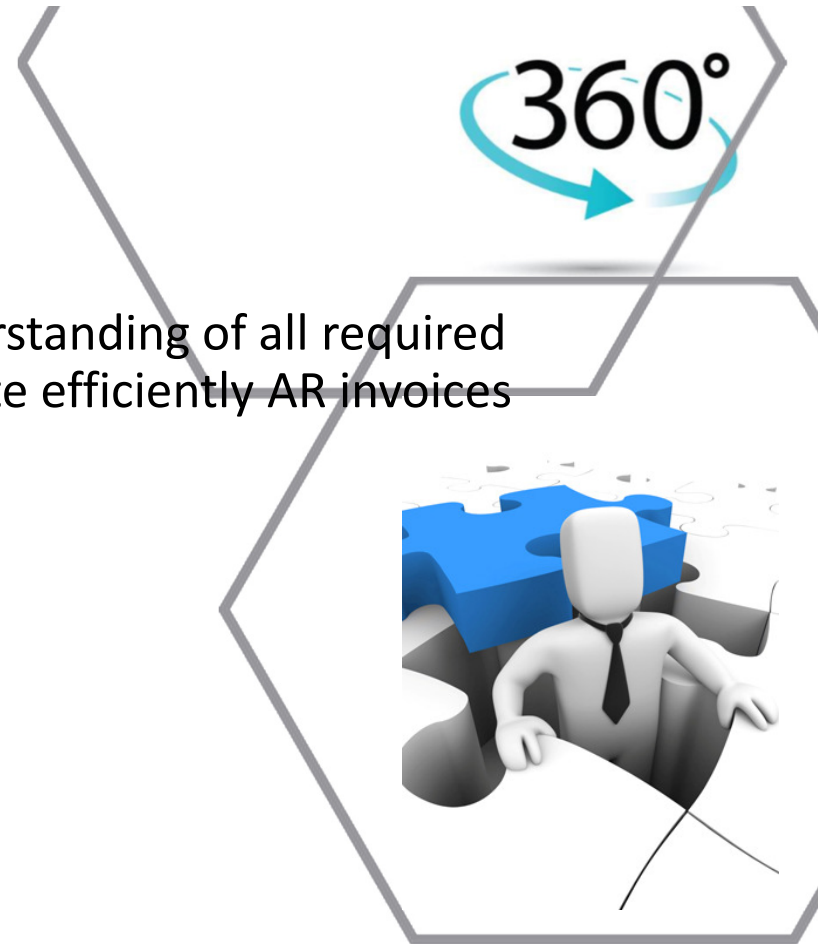*Au-delà de l'implantation : des résultats!*

4 *Objectives*

- ❏ Understand financial concepts related to customers
- ❏ Company configuration parameters
- ❏ Understanding links between customers transactions and GL
- ❏ Create new customers
- ❏ Use trackers and processes
- ❏ Generate reports

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5 Overview

❑ Customers foundations allow a better understanding of all required fields and configurations in order to generate efficiently AR invoices transactions

6

Master file - Customer

- ❑ Sold to , Valid payer , Valid delivery
- ❑ National account
- ❑ Price list
- ❑ Credit manager
- ❑ GL Control
- ❑ Contacts
- ❑ Attributes
- ❑ Manifest info
- ❑ Taxes / Exemptions

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Master file Customer – Customer type

❑ Suspect - *CRM*

  ➢ Potential business customer

❑ Prospect

  ➢ Possible customer / quote in process

❑ Customer

  ➢ Current customer

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Maste file Customer - Country

- ❑ Code ISO
- ❑ Currency
- ❑ Language
- ❑ Taxes
- ❑ Others

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Master file Customer - Billing

- ❑ Inter-company
- ❑ Currency
- ❑ Customer group
  (To regroup customers, price lists and sales category)
- ❑ Create date
- ❑ Payment method
- ❑ Tax liability
- ❑ Registration code

Master file Customers – Billing terms

- ❑ Payment terms
- ❑ Invoicing conditions
- ❑ Additional discounts
- ❑ Finance charges
- ❑ Reminder groups
- ❑ Differred revenues

Billing Terms

Terms:	2/10 Net 30
Term Type:	Monthly
Billing Day:	31
Contract Bill Day:	1
Discount%:	0.00 Add
Rebate Supplier...	
Finance/Late Charge:	Late Payment Fee
Reminder Group:	Past due reminders
Deferred Revenue:	☐
RA Schedule:	
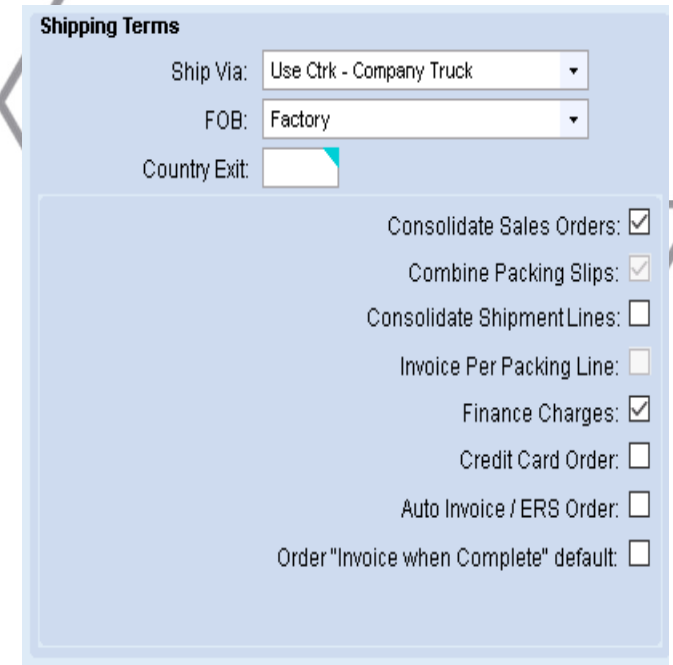
Billing Information

SEPA Customer Type:	

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Master file Customers – Shipping terms

❑ Ship Via
❑ FOB
❑ Consolidate orders
(Several orders on same invoice)
❑ Combine packing slips
(Several packing slips from a same order on same invoice)
❑ Consolidate lines
(Consolidate in one invoice line same part shipments for a same order)

Shipping Terms

Ship Via: Use Ctrk - Company Truck

FOB: Factory

Country Exit:

Consolidate Sales Orders: ☑
Combine Packing Slips: ☑
Consolidate Shipment Lines: ☐
Invoice Per Packing Line: ☐
Finance Charges: ☑
Credit Card Order: ☐
Auto Invoice / ERS Order: ☐
Order "Invoice when Complete" default: ☐

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Master file Customers – Shipping terms

- ❑ Invoice per line of shipment
- ❑ Financial charges
- ❑ Credit card orders
- ❑ ERS auto invoicing
- ❑ Order line complete

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Master file Customers - Others

- ❑ Ship To
- ❑ National account
- ❑ Price lists
- ❑ Credit management
- ❑ **GL CONTROL**
- ❑ Contact

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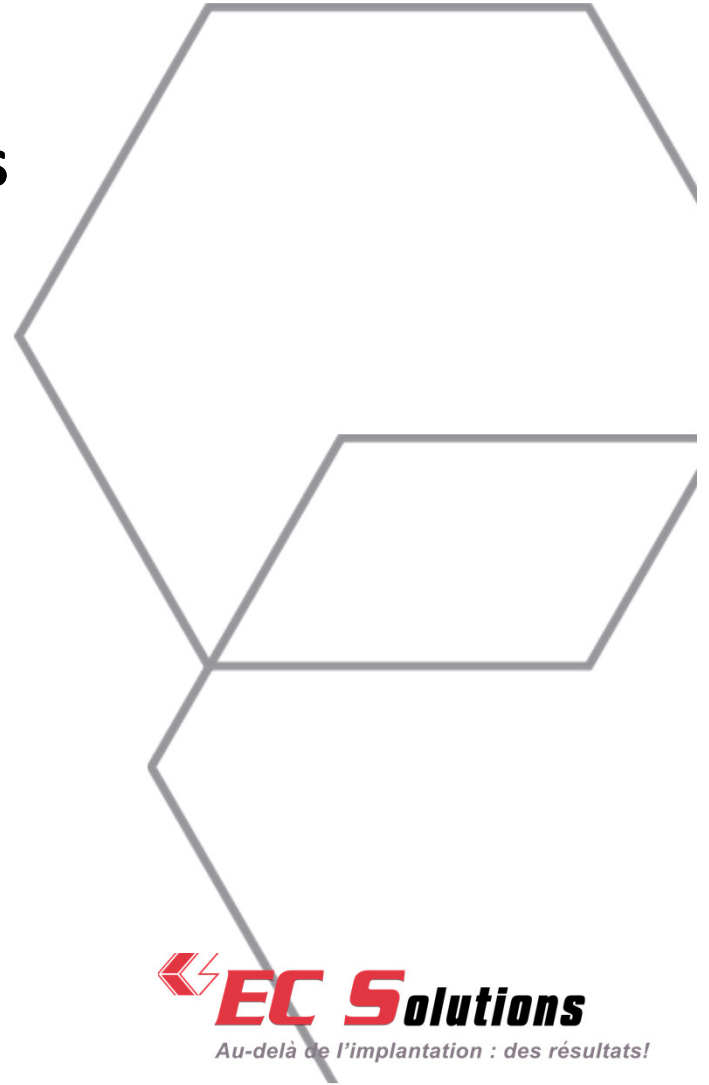
14

Master file Customers - Others

- ❑ Aging report format
- ❑ Memo category
- ❑ Miscellaneous charges
- ❑ Open invoice load
- ❑ Recurring invoices

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15 **Exercises**

❑ Create new miscellaneous charges

❑ Create a customer

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16 **Trackers and reports**

❑ Invoice tracker

❑ Cash receipt tracker

❑ Order tracker

❑ Customer tracker
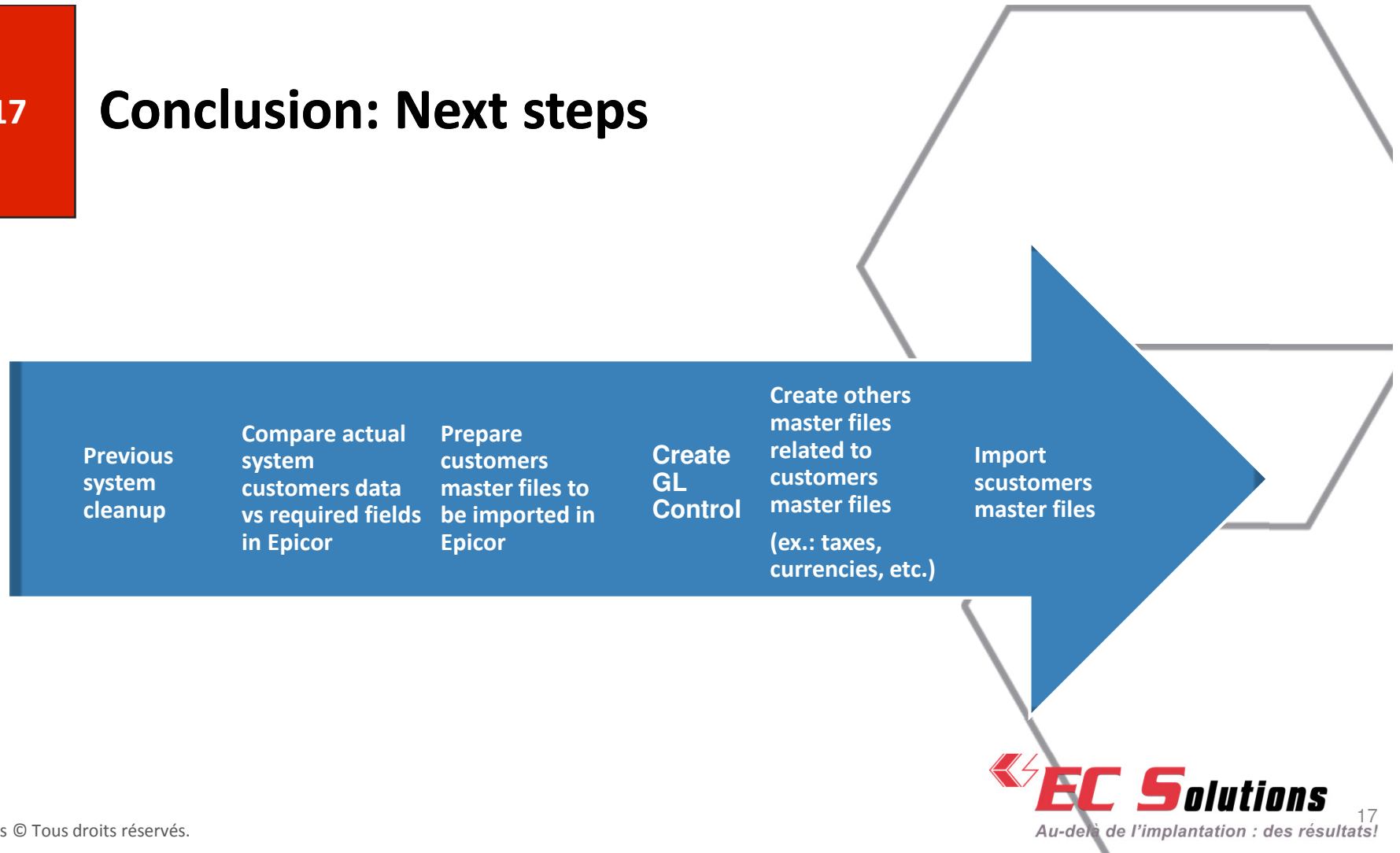
❑ Shipped not invoiced report

❑ Aging report

❑ Gross margin analysis report

❑ Others reports

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17   # Conclusion: Next steps

| Previous system cleanup | Compare actual system customers data vs required fields in Epicor | Prepare customers master files to be imported in Epicor | Create GL Control | Create others master files related to customers master files (ex.: taxes, currencies, etc.) | Import scustomers master files |

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18 *Questions*

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Kiitos!   *Merci!*   *감사합니다!*

Thanks!

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