



Sales Ledger

The heart of your business

The Sales Ledger manages and controls customer records; it processes invoices, credit notes, receipts, refunds, adjustments and statements. Customer transactions can be processed in any currency, and built-in credit control will improve cash flow by allowing tighter control in the management of customer payments.

Essential information for making key decisions

The Credit Management Centre offers a consolidated view of the business. It uses real-time graphs which display your overall financial status in an easy-to-understand format, so you can quickly see what is owed, who owes it and how much money has been promised by customers. This way, you have all the necessary information to help improve cash flow, reduce bad debts and improve the overall financial position of your business.

Opera 3 also has dynamic, customisable Views which can illustrate vital data such as sales by period, region, territory, customer and customer type, as well as highlight fast-moving and profitable stock lines. This level of information helps you to monitor your sales and quickly spot opportunities for additional business, and can be invaluable in defining targets for increased sales.

Simple error correction

The Sales Ledger in Opera 3 offers error correction functionality. Made a mistake when allocating a receipt to an invoice? Did a cheque bounce? With the Opera 3 Rectify Allocation Wizard you can break the allocation link so that transactions can be re-allocated correctly. You can also remove associated transactions, such as a sales receipt, quickly and easily.

In addition, to make things easier when auditing at period-end or year-end, Opera 3 gives you the ability to run your Aged Debtors reports retrospectively so that you can see outstanding aged debt as it would have been at a specific date in the past.

- Credit Management Centre for consolidated credit control
- Customer statistical analysis
- Sales analysis with transaction drilldown
- Revenue Forecast report
- Batch e-mail of statements
- Retrospective Aged Debtors reporting
- Debt letters
- Real-time or batch update to Nominal
- Views
- Multi-currency: transactions are held in both base and customers' currencies
- Multiple delivery accounts
- Multiple contacts and customer notes
- Integration with Nominal Ledger, Sales Order Processing/Invoicing, Costing, Cashbook and CRM

