

F140 Credit Control

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Timing and Agenda

October 1st, 2024 - 10:00-11:30 AM PT

Day 1

Lesson 1.1: Configuring Credit Verification Rules

Lesson 1.2: Analyzing Automatic Credit Verification for Customers

Lesson 2.1: Setting Up the Dunning Process

Lesson 2.2: Preparing Dunning Letters

October 2nd, 2024 - 10:00-11:30 AM PT

Day 2

Lesson 2.3: Managing Customers' Credit Status

Lesson 3.1: Preparing Customer Statements

Lesson 3.2: Regenerating Customer Statements

Lesson 3.3: Preparing an On-Demand Statement

Lesson 3.4: Setting Up and Applying Overdue Charges



Timing and Agenda

October 3rd, 2024 - 10:00-11:30 AM PT

Day 3

Lesson 4.1: Processing Direct Write-Offs

Lesson 4.2: Processing Payments with Write-Offs





Company Structure

The SweetLife Fruits & Jams company is a midsize company located in New York City. The company consists of the following branches:

- SweetLife Head Office and Wholesale Center: This branch of the company consists of a jam factory and a large warehouse where the company stores fruit (purchased from wholesale vendors) and the jam it produces. Warehouse workers perform warehouse operations by using barcode scanners or mobile devices with barcode scanning support.
- SweetLife Store: This branch has a retail shop with a small warehouse to which the goods to be sold are distributed from the company's main warehouse. This branch is also planning on selling goods via a website created on an e-commerce platform to accept orders online. The e-commerce integration project is underway.
- SweetLife Service and Equipment Sales Center: This branch is a service center with a small warehouse where juicers are stored. This branch assembles, sells, installs, and services juicers, in addition to training customers' employees to operate juicers.



Operational Activity

The company has been operating starting in the 01-2023 financial period. In November 2023, the company started using Acumatica ERP as an ERP and CRM system and migrated all data of the main office and retail store to Acumatica ERP. The equipment center has begun its operations in 01-2024 in response to the company's growth.

The base currency of the company and its subsidiaries is the US dollar (USD). All amounts in documents and reports are expressed in US dollars unless otherwise indicated.





Part 1: Credit Verification Rules

Lesson 1.1: Configuring Credit Verification Rules

Learning Objective

In this lesson, you will learn how to set up credit verification rules for specific customers.

Credit Verification Rule Options

- Credit Limit
- Days Past Due
- Limit and Days Past Due
- Disabled



Credit Verification Rules: Implementation Activity

Story

Suppose that SweetLife Fruits & Jams has decided to start tracking credit limits and days past due for some of the customers. The COFFEESHOP customer has multiple unpaid documents and a large balance. This customer should be put on credit hold if the total balance of its open documents exceeds \$2,000. For this customer, the Credit Limit verification rule should be used.

The GOODFOOD customer sometimes fails to pay the documents in time, so the Days Past Due verification rule should be used for this customer. Acting as Yona Jones, an accountant in charge of the Credit Control team, you need to set up the credit verification rules for these customers.

Lesson 1.2: Analyzing Automatic Credit Verification for Customers

Learning Objectives

In this lesson, you will learn how to do the following:

- Analyze how credit verification rules affect customers' credit check
- Remove credit hold for an invoice

Automatic Credit Verification: Process Activity

Story

Suppose that credit verification rules have been defined for some of SweetLife customers. On January 30, 2024, the COFFEESHOP customer bought online training services, but failed the credit check. On the same date, the GOODFOOD customer bought consulting services, but also failed the credit check.

Yona Jones called the COFFEESHOP customer and they told him that they sent the payment the day before but it had not yet been received. Yona decided to release the invoice from credit hold.

Acting as Yona Jones, you need to create two invoices for these customers and analyze how the credit verification rules set up earlier affect the customers' credit check. Then you need to remove credit hold for an invoice of the COFFEESHOP customer.



Part 2: Dunning Letter Management

Lesson 2.1: Setting Up the Dunning Process

Learning Objective

In this lesson, you will learn how to implement the dunning process in the system.

Key Points

- Dunning Process Options (By Customer, By Document)
- Dunning Level of a Document (Days Past Due, Days to Settle, Dunning Fee)
- Exclusion from the Dunning Process
- Dunning Fee Collection

Dunning Process Setup: Implementation Activity

Story

Suppose that SweetLife Fruits & Jams decided to implement the dunning process in the system, which the Credit Control team can use to streamline its work. In the system, the following dunning levels should be used:

| Dunning Letter Level | Days Past Due | Days to Settle | Dunning Fee |
|----------------------|---------------|----------------|-------------|
| 1 | 30 | 3 | \$0 |
| 2 | 60 | 3 | \$5 |
| 3 | 90 | 3 | \$10 |

Acting as an implementation consultant (Kimberly Gibbs), you need to enable the needed feature and set up the dunning process on the Dunning tab of the Accounts Receivable Preferences (AR101000) form.

Lesson 2.2: Preparing Dunning Letters

Learning Objectives

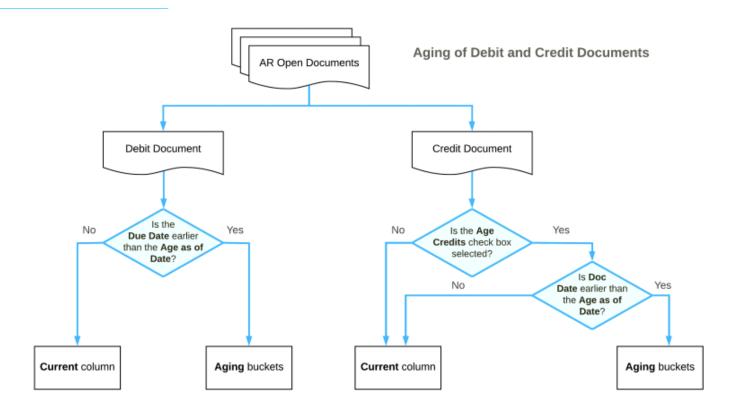
In this lesson, you will learn how to do the following:

- Run and review the AR Aging (AR631000) report
- Prepare dunning letters by using the By Customer dunning process

Documents Included in Dunning Letters

| Add Coming-Due In- voices Check Box | Add Open Payments and Credit Memos Check Box | System Behavior |
|--|---|---|
| Cleared | Cleared | Overdue invoices and debit memos are included in the dunning letter. |
| Selected | Cleared | Open invoices and debit memos are included in the dunning letter. |
| Cleared | Selected | Overdue invoices, overdue debit memos, open credit memos, and open payments are included in the dunning letter. |
| Selected | Selected | Open invoices, open debit memos, open credit memos, and open payments are included in the dunning letter. |

Figure: AR Aging: aging debit and credit documents



Preparation of Dunning Letters: To Run the AR Aging Report

Story

Suppose that the Credit Control team of SweetLife Fruits & Jams starts its operation with finding out which customer accounts are overdue. The team lead runs the AR Aging report to see which invoices are still open, the balances of unpaid invoices, and how long the invoices have been outstanding.

Acting as Yona Jones, you need to run the AR Aging (AR631000) report for local customers of the DEFAULT customer class and analyze this information with the team.

Preparation of Dunning Letters: To Prepare Dunning Letters

Story

Suppose that on January 31, 2024, the Credit Control team of SweetLife Fruits & Jams starts the process of generating dunning letters for its customers. Acting as Yona Jones, you need to run the process on the Prepare Dunning Letters (AR521000) form for the GOODFOOD customer.

Figure: A dunning letter to be printed

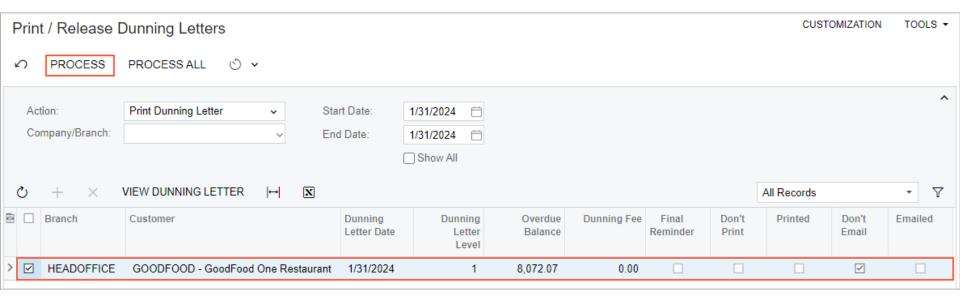
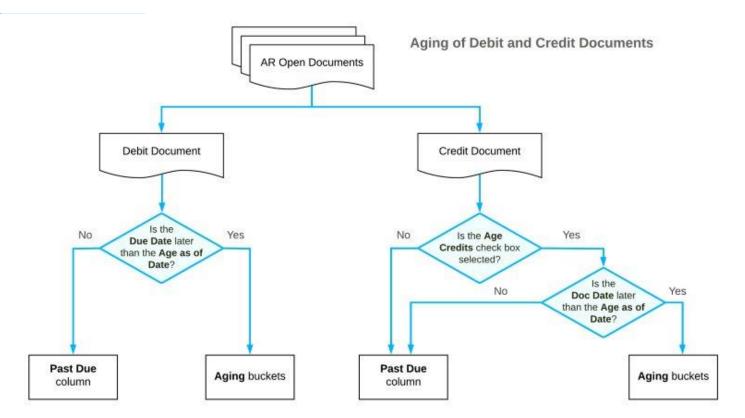


Figure: AR Coming Due: aging debit and credit documents



Day 1 Summary

- Configuring Credit Verification Rules
- Analyzing Automatic Credit Verification for Customers
- Setting Up the Dunning Process
- Preparing Dunning Letters



Day 2 Agenda

Lesson 2.3: Managing Customers' Credit Status

Lesson 3.1: Preparing Customer Statements

Lesson 3.2: Regenerating Customer Statements

Lesson 3.3: Preparing an On-Demand Statement

Lesson 3.4: Setting Up and Applying Overdue Charges



Lesson 2.3: Managing Customers' Credit Status

Learning Objectives

In this lesson, you will learn how to do the following:

- Generate the final dunning letter for a customer
- Put the customer on credit hold
- Remove the credit hold for the customer

Credit Status: Process Activity

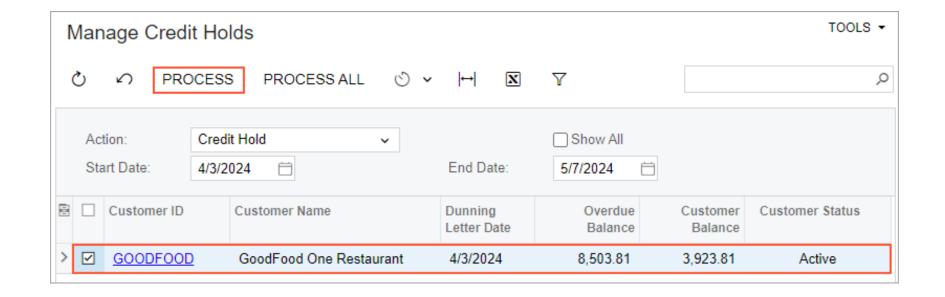
Story

Suppose that the Credit Control team of SweetLife Fruits & Jams regularly reviews a list of customers that have not paid for a long time and have ignored dunning letters. One of the customers, GOODFOOD has already received two dunning letters, but failed to pay the outstanding invoices. This customer has be put on credit hold to prevent users from creating documents for it.

Further suppose that on May 15, 2024 the customer called SweetLife to inform them that a bank transfer has been sent to pay the debt. The Credit Control team decided to remove the credit hold for the customer on the same day.

Acting as Yona Jones, you need to generate the final dunning letter for GOODFOOD, put this customer on credit hold, and remove the credit hold for the customer.

Figure: Customer to be put on credit hold





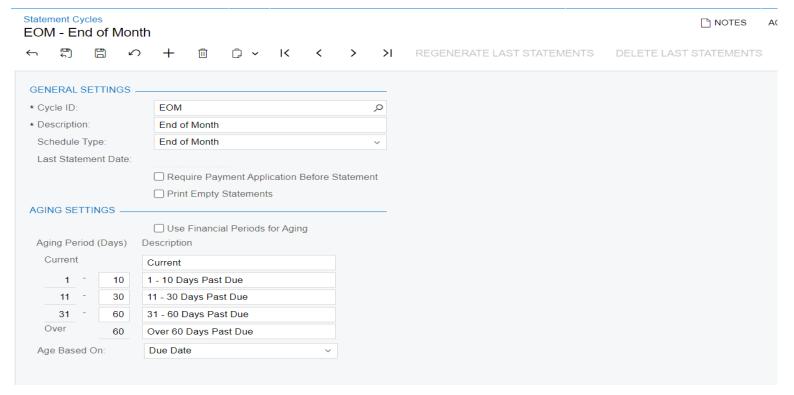
Lesson 3.1: Preparing Customer Statements

Learning Objectives

In this lesson, you will learn how to do the following:

- Prepare customer statements
- Print customer statements

Statement Cycles



Statement Types

- Open Item
- Balance Brought Forward

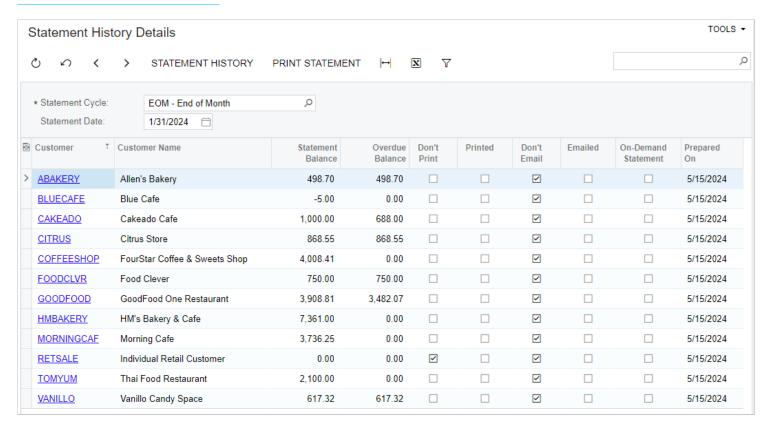
Customer Statements: Process Activity

Story

Suppose that at the end of each month, the accounting department of the SweetLife Fruits & Jams company sends customer statements to its customers.

Acting as a SweetLife accountant, at the end of January 2024 you need to prepare and print the customer statements that you will later send to customers. You need to prepare customer statements based on the end-of month (EOM) cycle, view the statement history, and then print the statements.

Figure: Customer statements generated for January 2024





Lesson 3.2: Regenerating Customer Statements

Learning Objectives

In this lesson, you will learn how to do the following:

- Create and release a document that was missing in a previous statement
- Regenerate a customer statement

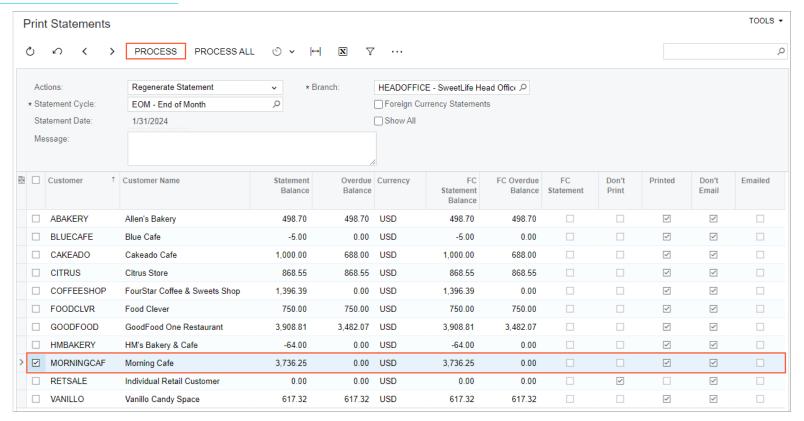
Regeneration of Statements: Process Activity

Story

Suppose that after the generation of customer statements, the sales manager of the SweetLife Fruits & Jams company found out that an invoice as of 1/31/2024 for Morning Cafe in the amount of \$210 had not been entered into the system.

Acting as the chief accountant of SweetLife, you need to record this invoice and regenerate the customer statement for this customer.

Figure: The printed customer statement to be regenerated





Lesson 3.3: Preparing an On-Demand Statement

Learning Objectives

In this lesson, you will learn how to do the following:

- Generate an on-demand statement
- Review and print the on-demand statement

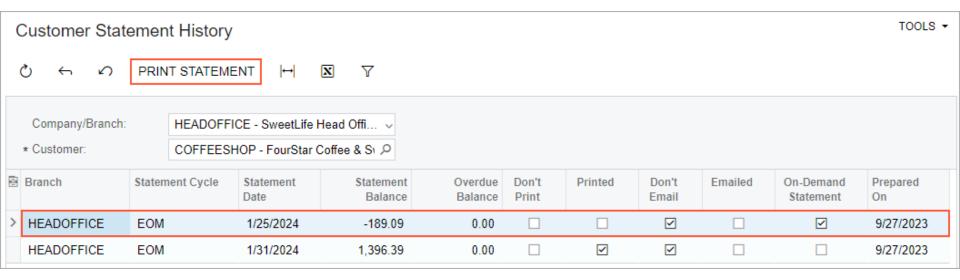
On-Demand Statements: Process Activity

Story

Suppose that one of the customers of the SweetLife Fruits & Jams company, FourStar Coffee & Sweets Shop (COFFEESHOP) has called the accounting department and asked for a statement dated 1/25/2024, to reconcile it with their records. Because a regular statement for this customer was generated on 1/31/2024, the new statement must be an on-demand one.

Acting as a SweetLife accountant, you have to generate an on-demand statement as of 1/25/2024 for the COFFEESHOP customer.

Figure: The on-demand customer statement before printing



Lesson 3.4: Setting Up and Applying Overdue Charges

Learning Objectives

In this lesson, you will learn how to do the following:

• Set up the overdue charges functionality and configure overdue charges

Key Considerations

Calculation Methods

- Interest on Balance
- Interest on Prorated Balance
- Interest on Arrears

2. Charging Methods

- Charging a Percentage with a Minimum Amount
- Charging a Percentage with a Threshold Amount
- Charging a Fixed Amount

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Charge Amount = (Percent Rate) * (Number of Days Past Due) * Open Balance / (365 * 100)
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3. Overdue Fees



Overdue Charges: Implementation Activity

Story

Suppose that starting on January 1, 2023 the CFO of SweetLife Fruits & Jams decided to start applying overdue charges to customer documents that are past due. Overdue charge documents should be generated for two customers that have multiple past due documents—COFFEESHOP and GOODFOOD. The overdue charges should be calculated for the days past due by using the outstanding balance of a document for each of these days. The annual rate for overdue charges is 10%.

Acting as the chief accountant, you need to enable the needed feature and set up the overdue charge functionality.

Day 2 Summary

- Managing Customers' Credit Status
- Preparing Customer Statements
- Regenerating Customer Statements
- Preparing an On-Demand Statement
- Setting Up and Applying Overdue Charges



Day 3 Agenda

Lesson 3.4: Setting Up and Applying Overdue Charges

Lesson 4.1: Processing Direct Write-Offs

Lesson 4.2: Processing Payments with Write-Offs

Lesson 3.4: Setting Up and Applying Overdue Charges

Learning Objectives

In this lesson, you will learn how to do the following:

- Process overdue charges and create the Overdue Charge documents for particular customers
- Prepare customer statements for particular customers and review how overdue charges are shown in the statements

Overdue Charges: Process Activity

Story

Suppose that in February 2024, SweetLife Fruits & Jams started to send overdue charge documents to some of its customers and want these documents to be shown in customer statements. Further suppose that on February 15, 2024, COFFEESHOP made a payment of \$2,000 that should be applied to one of the customer's outstanding documents. On February 28, an accountant of SweetLife prepared customer statements for February 2024, which is the next statement date according to the EOM statement cycle.

Acting as the SweetLife accountant, you need to record the payment of \$2,000 from COFFEESHOP, generate and release overdue charge documents for the COFFEESHOP and GOODFOOD customers, and generate customer statements for February 2024.



Part 4: Write-Offs

Lesson 4.1: Processing Direct Write-Offs

Learning Objectives

In this lesson, you will learn how to do the following:

- Set up the write-off functionality
- Process a credit write-off
- Process a balance write-off

Write-Off Types

- Balance Write-Offs
 - Invoices
 - Debit Memos
 - Overdue Charges
- Credit Write-Offs
 - Payments
 - Prepayments
 - Credit Memos



Allowance Method

Monthly Journal Transaction

| Account | Debit | Credit |
|---------------------------------|--------|--------|
| Bad Debts Expense | Amount | 0.00 |
| Allowance for Doubtful Accounts | 0.00 | Amount |

Write-Off the Customer Balance

| A | Account | Debit | Credit |
|---|---------------------------------|--------|--------|
| A | Allowance for Doubtful Accounts | Amount | 0.00 |
| A | AR Account (customer account) | 0.00 | Amount |

Direct Write-Offs: Implementation Activity

Story

Suppose that SweetLife Fruits & Jams decided to start using the write-off functionality for its customers. At first, users should be enabled to write off small balances in documents of the ABAKERY and CITRUS customers. The writeoff threshold for ABAKERY is \$5 and the write-off threshold for CITRUS is \$10. The reason codes for credit write-offs and balance write-offs have already been defined in the system.

Acting as the chief accountant of SweetLife, you need to set up the write-off functionality.



Direct Write-Offs: To Process a Credit Write-Off

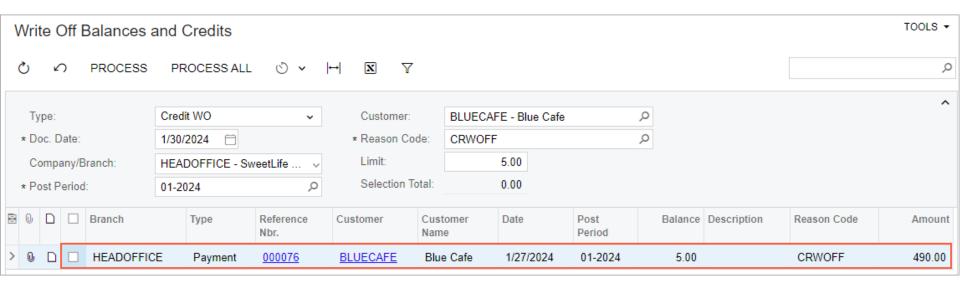
Story

Suppose that while looking through customer accounts, the chief accountant of SweetLife Fruits & Jams noticed that the BLUECAFE customer had a small credit balance of \$5. The accountant decided to write it off. Previously, write-offs were made allowed for this customer and the write-off functionality has been set up.

Acting as the SweetLife accountant, you need to process a direct credit write-off in the system.



Figure: A payment that can be written off



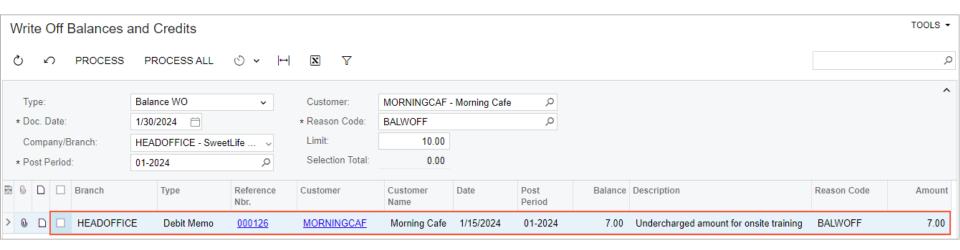
Direct Write-Offs: To Process a Balance Write-Off

Story

Suppose that in January 2024, SweetLife Fruits & Jams undercharged one of its customers, Morning Cafe, in the amount of \$7 for onsite training courses. However, on January 30, the chief accountant of SweetLife decided to write off this small amount.

Acting as the chief accountant, you need to create a \$7 debit memo, update to customer's settings to enable writeoffs, and create a balance write off for the \$7.

Figure: Debit memo that can be written off

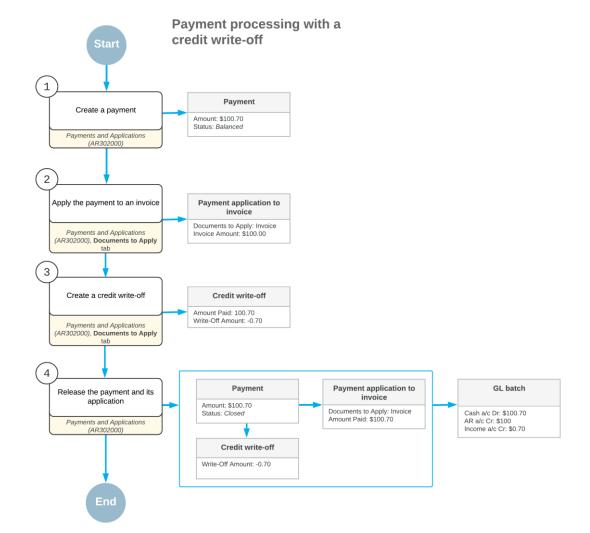


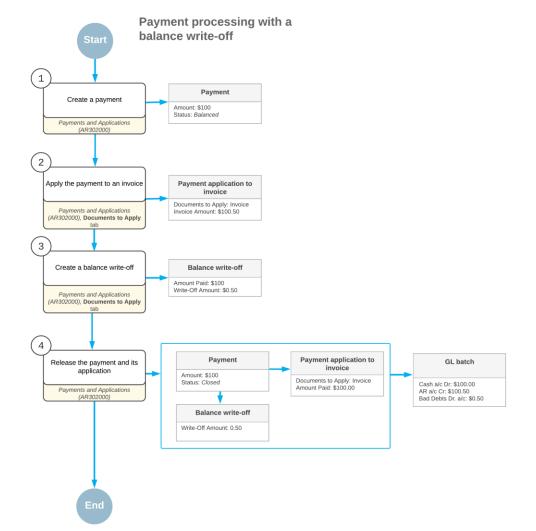
Lesson 4.2: Processing Payments with Write-Offs

Learning Objectives

In this lesson, you will learn how to do the following:

- Create a credit write-off as you are processing a customer payment applied to multiple documents
- Create a balance write-off as you are processing a customer payment applied to an invoice





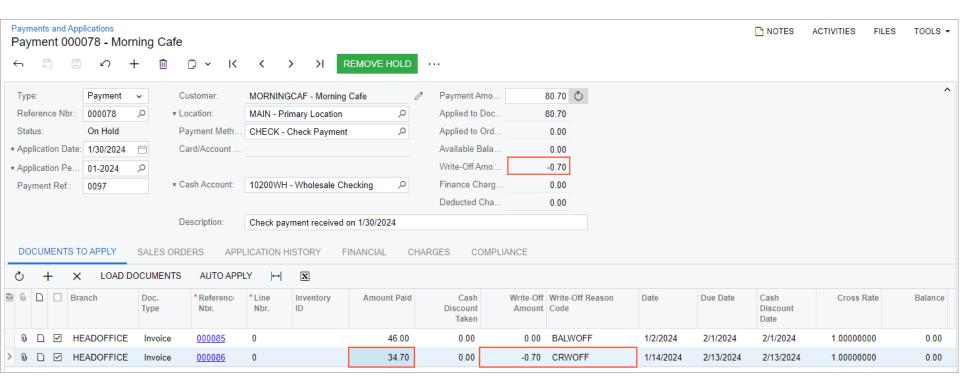
Payments with Write-Offs: To Create a Payment with a Credit Write-Off

Story

Suppose that on January 30, 2024, the SweetLife Fruits & Jams company received a check for \$80.70 from one of its customers, Morning Cafe.

Acting as a SweetLife accountant, you need to create the payment in the system and apply it to two outstanding invoices of this customer, which have a total amount of \$80. As you are processing the payment, you need to create a credit write-off for the remaining payment balance of \$0.70 and apply it to one of the invoices.

Figure: A payment with a credit write-off





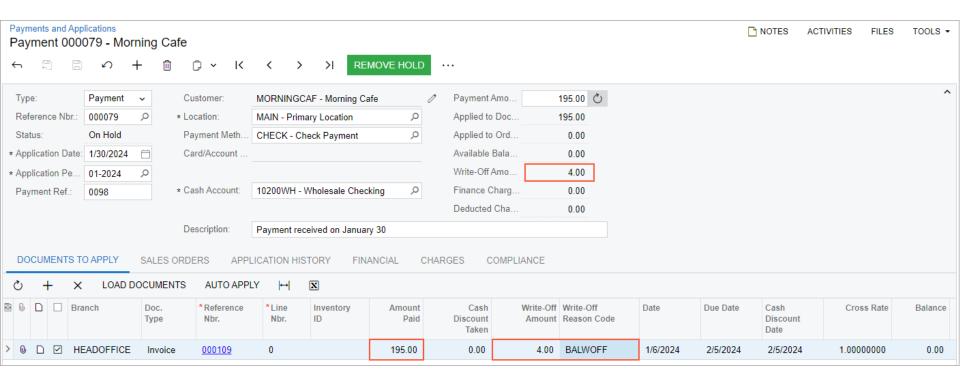
Payments with Write-Offs: To Create a Payment with a Balance Write-Off

Story

Suppose that on January 30, 2024, SweetLife Fruits & Jams received a payment from Morning Cafe in the amount of \$195. The payment should be applied to a \$199 invoice dated 1/6/2024.

Acting as a SweetLife accountant, you need to create the payment in the system and apply it to the outstanding invoices of this customer. As you are processing the payment, you need to create a balance write-off for the remaining invoice balance of \$4 and apply it to the payment.

Figure: Payment with a balance write-off





Day 3 Summary

- Applying Overdue Charges
- Processing Direct Write-Offs
- Processing Payments with Write-Offs



Thulya Perera