

# Cheat Sheet

## SYSTRONICS – AR-AP Settlements for Sage 300

### Sales Proposition

Settle customer and vendor documents in just a few seconds!

### Overview

SYSTRONICS AR-AP Settlements facilitates offsetting receivable and payable balances in Sage 300. Related counterparties, i.e. Customers and Vendors, are combined in Settlement Groups, to allow viewing and offsetting outstanding documents from a single screen.

SYSTRONICS AR-AP Settlements also supports one sided settlements. For example, prepayments made to vendors may be applied to open invoices of other vendors belonging to the same Settlement Group.

### Qualification Questions

- Do you buy goods and services from and sell to the same company?
- Do you maintain multiple Sage 300 customer records for the same entity?
- Do you receive payments from the parent company for invoices owed by their subsidiaries?
- Do you need to check periodically the net balance for a group of related customers and vendors?

### Why SYSTRONICS AR-AP Settlements?

- Allows linking related customers and vendors, irrespective of their currencies, and offsetting their open documents.
- Shows aggregate balances for Settlement Groups.

### Business Problems Solved

- Eliminates manual adjustments while settling open receivable and payable balances of related entities.
- Streamlines the application of parent company receipts/payments to open documents of subsidiaries.
- Shows net balances for groups of related customers and vendors.

### Customer Stories

**Profile 1:** A Large Petroleum Distributor.

**Business Problem:** The company sold petrol to hundreds of gas stations throughout the country. At the same time, it paid sales commission to these stations for the gasoline sold.

Hundreds of A/R and A/P invoices were posted during the month. Settling these documents one by one took too much time from the accounting team.

**Solution:** AR-AP Settlements has been implemented to streamline this process.

**Results:** AR-AP Settlements makes linking related customer and vendor records, as well as offsetting balances possible in just a few seconds.

**Profile 2:** Wholesale Trader Of Electronics Goods.

**Business Problem:** For the counterparties that were both customers and suppliers, the operations team needed to see current net balances.

This was necessary to perform credit checks while entering new Sales Orders for counterparties. The risk department had to print two different reports to verify receivable and payable balances, and calculate the net amounts manually to decide whether the counterparties were within their credit limits.

**Solution:** AR-AP Settlements, with its ability to show aggregate net balances for a group of customers and vendors was the right solution.

**Results:** The risk manager takes quick decisions and the sales team does not delay processing sales orders.