

# SYSPRO Counter Sales

SYSPRO Counter Sales facilitates efficient over-the-counter sales transactions, by enabling the receipt of payments and deposits at the point of transaction. Similar to a retailer that has a point-of-sale register, the counter sale process within SYSPRO will support walk-up cash, credit card and on-account sale transactions, and integrate the cash draw with end of day reconciliation.

## The benefits of Counter Sales

- Multiple deposit receipts and cash receipts against accounts
- Various payment types and multiple cash drawers
- Fast, accurate information to customers and sales staff at the customer counter
- Prevention of sales to customers in excess of their credit terms
- Access to current information on customer sales, inventory movement and cash receipts during order entry
- Ability to sell serialized or lot traceable items
- Tracking of cash sales, deposit history and payment transactions
- Provision for complex pricing structures such as contract pricing and discounts
- Optional auto-depletion of lots and bins
- Daily cash receipts and sales reports
- Multi-currency sales and receipts
- Application of sales commissions for reporting

## Counter Sales features

- Control operator access
- Sell non-stocked or stocked items
- Process sales using customer's or supplier's stock code
- Apply freight and miscellaneous charges
- Sell kits with optional or mandatory components
- Process split payments, credit cards or checks, and calculate the change due

- Process back orders
- Apply deposits in full or partially as payments
- Process a payment against an existing customer, as required
- Accept deposits and payments against regular orders

## Integration with SYSPRO

- Accounts Receivable (Essential)
- Bill of Materials
- Cash Book
- Inventory
- Lot Traceability
- Sales Analysis
- Sales Orders (Essential)

## 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

