

# Sisukord

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# Sales Ledger

Sales ledger is a report, that shows customers, invoices and balance reports in chosen time period. It is possible to export the information into Excel and the reports can be saved.

## 1. Filters and filter options

Picture(1)

- **Customer** - Customer's code on Document (invoice or proceeding).
- **Orderer** - Orderer's code on Document (invoice or proceeding).
- **Both**- Customer and Orderer both in the document (invoice or proceeding).
- **Customer salesman** - invoices where customer is marked and whom client card has selected salesman.
- **Invoice salesman** - shows invoices that have salesman marked on Document.
- **Account manager** - shows invoices that have account manager marked on Document.
- **Reg No** - Customer's registration number.
- **Class** - Customer's class on the Document. Can be separated interval with colon. Also takes into account additional customer classes.
- **D account** - Customer's debt account on the invoice. The D account filter works with both a comma list (for example - 12000,12001) and an account selection (for example, 12000:14000).
- **Time** - the time of report.
- **Object** - invoices that have selected an object in Document.
- **PP account** - Customer's prepayment account.
- **Status** - Status of the invoice.
- **Range** - Document range.
- **Divide/Configure** - distributes report summary overdue invoices sum by the temporal matter. E.g., divide by 3 x 7 shows expected proceedings for the last three and the next three weeks, based on payment term.
- **Type** - invoice type
- **Currency** - can be chosen currency e.g., invoices made with currency USD.
- **Customer Datafield** - shows customers, who have been added a data field on the client card
- **Customer Datafield** includes - searches according to the data field content.
- **Total** - „total sums by“ - Customer, Class, Country, Salesman, Account manager, Reg no.
- **Overlaps are possible** - with this option only lines with prepayment and balance remain in the Total view
- **Sorted by** - report can be sorted by conditions in the options - Customer code, Customer name,

Invoice No, Invoice Time, Invoice due date.

## 2. Choices

- **Only prepayment invoices** - shows invoices that have been marked as prepayment on article.
- **Only overdue** - shows only these invoices that are unpaid and overdue.
- **By Transaction time** - report shows invoices according to the invoice transaction time not invoice creating time.
- **Currency** - besides balance currency is added to the report. By the prepayment currency and currency together and compared to current rate.
- **Customer data** - report shows customers address, phone number, fax number and e-mail.
- **Invoice project** - the project in the invoice header is displayed.
- **Invoice object** - the object in the invoice header is displayed.
- **D account** - Report shows debt account.
- **Orderer** - Report shows Orderer on the invoice.
- **Show delivery name** - report shows delivery name on the invoice.
- **Edit** - can write and edit Customer internal comment.



Write the text (or edit the text), leave the cell with the mouse, click on the coloured surface of the report and the text will be saved.



If the right to change ‘‘customers’’ module is removed, the option to ‘‘edit’’ the sales ledger will disappear. If you have this right and the edit box is checked, can write a comment after the customer int comment in the report, which is saved automatically.

Change group rights Save [View changelog](#)

Documents Reports Setting Other

Delete row

<input type="checkbox"/>	NO	Module	Name	How	Browse	Columns	View	Add	Direct	Change	Delete	Confirm	Attachments	Folders
<input type="checkbox"/>	1	klient	Customers	all	All	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

## 3. Links

- **Invoice No** - opens invoice
- **Customer code** - opens customer card
- **To Pay** - opens invoice balance
- **Prepayment** - opens customer’s prepayment list

## 4. Fine tuning



# 5. Examples

## 5.1 Filtering options

### 5.1.1. Sales Ledger regular report with currency option:

**Sales Ledger**

Customer: 1002,1003,100 Customer salesman: [ ] Class: [ ] D account: [ ] (Customer Datafield) [ ]  
 Time: [ ] Object: [ ] PP account: [ ] Status: (all) [ ] (Customer Datafield) [ ]  
 Range: [ ] Divide: 0 x 0 days Type: (all) [ ] (Customer Datafield) [ ]  
 Show: (salesman) [ ] (comment) [ ] Currency: [ ] Precision: 0,01 [ ]  
 only prepayment invoices  only overdue  By Transaction time  Currency  Customer data  Invoice project  Invoice object  D account  Orderer  Show delivery name  Edit  
 Total: [ ] Overlaps are possible  Sorted by: Customer [ ] Invoice No [ ] Mail Print REPORT

Customer	Invoice No	Invoice time	Due date	Term	To pay	Days	Currency	Rate	To pay
<b>Customer 1002 Baltic Telemarketing OU</b>									
	100057	23.07.2021	06.08.2021	14	963.00	-452			
	Customer balance 963.00								
	Where overdue 963.00								
<b>Customer 1003 Strawberry</b>									
	100053	23.07.2021 13:06:43	06.08.2021	14	105.93	-452			
	100071	20.08.2021 16:03:26	03.09.2021 16:03:26	14	480.00	-424			
	100147	01.03.2021 12:36:19	08.03.2021	7	117.84	-603	SEK	0.0982	1 200.00
	Customer balance 703.77								
	Where overdue 703.77								
<b>Customer 1004 Orange</b>									
	100009	01.05.2020	15.07.2020	14	882.68	-839	USD	0.9195	960.00 <a href="#">Payment schedule</a>
	100010	01.07.2020	15.07.2020	14	1 071.43	-839	USD	0.8929	1 200.00
	100045	23.07.2021 11:40:22	06.08.2021	14	214.00	-452			
	100047	23.07.2021 11:43:20	23.07.2021 11:43:20	14	88.00	-466			
	100048	23.07.2021 11:47:09	06.08.2021 11:47:09	14	88.00	-452			
	100049	23.07.2021 11:51:46	06.08.2021 11:51:47	14	88.00	-452			
	Prepayment 01.05.2021 -8 276.78								
	Prepayment: -8 276.78								
	Customer balance -5 844.67								
	Where overdue 2 432.11								

Picture(5)

**5.1.2. Show only SEK and USD invoices** - for this selection separate currency codes with commas without space „SEK,USD“. If you want to see only USD invoices then write „USD“

**Sales Ledger**

Customer: 1002,1003,100 Customer salesman: [ ] Class: [ ] D account: [ ] (Customer Datafield) [ ]  
 Time: 22.07.2021 Object: [ ] PP account: [ ] Status: (all) [ ] (Customer Datafield) [ ]  
 Range: [ ] Divide: 0 x 0 days Type: (all) [ ] (Customer Datafield) [ ]  
 Show: (salesman) [ ] (comment) [ ] Currency: SEK,USD Precision: 0,01 [ ]  
 only prepayment invoices  only overdue  By Transaction time  Currency  Customer data  Invoice project  Invoice object  D account  Orderer  Show delivery name  Edit  
 Total: [ ] Overlaps are possible  Sorted by: Customer [ ] Invoice No [ ] Mail Print REPORT

Customer	Invoice No	Invoice time	Due date	Term	To pay	Days	Currency	Rate	To pay
<b>Customer 1003 Strawberry</b>									
	100147	01.03.2021 12:36:19	08.03.2021	7	117.84	-136	SEK	0.0982	1 200.00
	Customer balance 117.84								
	Where overdue 117.84								
<b>Customer 1004 Orange</b>									
	100007	01.01.2020	15.01.2020	14	1 068.19	-554	USD	0.8902	1 200.00
	100009	01.05.2020	15.07.2020	14	1 103.35	-372	USD	0.9195	1 200.00 <a href="#">Payment schedule</a>
	100010	01.07.2020	15.07.2020	14	1 071.43	-372	USD	0.8929	1 200.00
	100011	01.09.2020	29.10.2020	14_28	1 001.08	-266	USD	0.8342	1 200.00
	Prepayment 01.05.2021 -8 276.78								
	Prepayment AT 22.07.2021: -8 276.78								
	Customer balance -4 032.73								
	Where overdue 4 244.05								

Picture(6)



Filtering with „comma“ works also with Customer salesman/Invoice salesman.

**5.1.3. Don't show EUR and SEK invoices** - for this selection use exclusion mark „!“ and add currency codes separated with commas. For example insert „!EUR,SEK“ and the report shows only USD invoices. If you want to exclude only SEK invoices, then insert „!SEK“

**Sales Ledger**

Customer: 1002,1003,100 Customer salesman: [ ] Class: [ ] D account: [ ] (Customer Datafield) [ ]  
 Time: 22.07.2021 Object: [ ] PP account: [ ] Status: (all) (Customer Datafield) [ ]  
 Range: [ ] Divide: 0 x 0 days Type: (all) (Customer Datafield) [ ]  
 Show: (salesman) (comment) Currency: EUR,SEK Precision: 0.01  
 only prepayment invoices  only overdue  By Transaction time  Currency  Customer data  Invoice project  Invoice object  D account  Orderer  Show delivery name  Edit  
 Total: [ ] Overlaps are possible  Sorted by: Customer Invoice No [ ]

Invoice No	Invoice time	Due date	Term	To pay	Days	Currency	Rate	To pay
100007	01.01.2020	15.01.2020	14	1 068.19	-554	USD	0.8902	1 200.00
100009	01.05.2020	15.07.2020	14	1 103.35	-372	USD	0.9195	1 200.00
100010	01.07.2020	15.07.2020	14	1 071.43	-372	USD	0.8929	1 200.00
100011	01.09.2020	29.10.2020	14_28	1 001.08	-266	USD	0.8342	1 200.00
Prepayment	01.05.2021			-8 276.78		USD	0.8277	-10 000.00
Prepayment AT	22.07.2021:			-8 276.78				
Customer balance				-4 032.73				
Where overdue				4 244.05				

Picture(7)



Filtering with exclusion mark „!“ and „comma“ works also with Customer salesman/Invoice salesman.

**5.1.4. Date added and Currency selected** - gives the report a balance divided between currencies and calculates prepayments with the currency rate, unpaid payments and balance.

**Sales Ledger**

Customer: [ ] Customer salesman: [ ] Class: [ ] D account: [ ] (Customer Datafield) [ ]  
 Time: 22.07.2021 Object: [ ] PP account: [ ] Status: (all) (Customer Datafield) [ ]  
 Range: [ ] Divide: 0 x 0 days Type: (all) (Customer Datafield) [ ]  
 Show: (salesman) (comment) Currency: [ ] Precision: 0.01  
 only prepayment invoices  only overdue  By Transaction time  Currency  Customer data  Invoice project  Invoice object  D account  Orderer  Show delivery name  Edit  
 Total: [ ] Overlaps are possible  Sorted by: Customer Invoice No [ ]

Currency	Prepayment	Unpaid	Balance	Base currency Balance	22.07.2021 Balance	22.07.2021 Unpaid	22.07.2021 Prepayment
EUR	-13 265.10	26 319.85	13 054.75	13 054.75	13 054.75	26 319.85	-13 265.10
SEK	-10 000.00	61 200.00	51 200.00	4 869.50	5 007.58	5 985.62	-978.04
USD	-10 000.00	13 420.00	3 420.00	3 262.21	2 904.46	11 397.03	-8 492.57
TOTAL				21 186.46	20 966.79	43 702.50	-22 735.71

Picture(8)

**5.1.5. Date not added and currency selected** - gives the report all the balance dividend between currencies and calculates prepayments with today's currency rate, unpaid payments and balance.

**Sales Ledger**

Customer: [ ] Customer salesman: [ ] Class: [ ] D account: [ ] (Customer Datafield) [ ]  
 Time: [ ] Object: [ ] PP account: [ ] Status: (all) (Customer Datafield) [ ]  
 Range: [ ] Divide: 0 x 0 days Type: (all) (Customer Datafield) [ ]  
 Show: (salesman) (comment) Currency: [ ] Precision: 0.01  
 only prepayment invoices  only overdue  By Transaction time  Currency  Customer data  Invoice project  Invoice object  D account  Orderer  Show delivery name  Edit  
 Total: [ ] Overlaps are possible  Sorted by: Customer Invoice No [ ]

Currency	Prepayment	Unpaid	Balance	Base currency Balance	Current rate Balance	Current rate Unpaid	Current rate Prepayment
EUR	-36 944.55	251 699.35	214 754.80	214 754.80	214 754.80	251 699.35	-36 944.55
USD	-37 600.00	64 595.67	26 995.67	24 143.38	27 229.85	65 156.01	-37 926.17
SEK	-10 000.00	61 200.00	51 200.00	4 869.50	4 696.82	5 614.16	-917.35
TOTAL				243 767.67	246 681.46	322 469.53	-75 788.06

Picture(9)

### 5.2. Using the customer's internal comment

The customer's internal comment field has been added to the sales ledgers. It can be used as needed.

As an option, information on overdue invoices when customers are called or the customer's written answers to reminders are written here.

Often, long-term debtors are the same customers to whom reminders are sent and calls are made every week. The answers are mostly the same - „we expect to receive a large order ourselves“, etc....). You can now see such information directly from the sales ledger.

### 5.2.1. Add a customer debt comment to sales ledgers:

**Sales Ledger**

Customer 1002.1003 Customer salesman Class D account (Customer Datafield) PP account Status (all) (Customer Datafield) Range Divide 0 x 0 days Type (all) (Customer Datafield) Show (salesman) (comment) Currency Precision 0.01

only prepayment invoices  only overdue  By Transaction time  Currency  Customer data  Invoice project  Invoice object  D account  Orderer  Show delivery name  Edit

Total Customer Invoice No Mail Print REPORT

Invoice No	Invoice time	Due date	Term	To pay	Days
100057	23.07.2021	06.08.2021	14	963.00	-452
Customer balance				963.00	
Where overdue				963.00	
Customer int comment will be paid after two weeks 16.09.2021 15:59:29 JANE					
<b>Customer 1003 Strawberry</b>					
Invoice No	Invoice time	Due date	Term	To pay	Days
100053	23.07.2021 13:06:43	06.08.2021	14	105.93	-452
100071	20.08.2021 16:03:26	03.09.2021 16:03:26	14	480.00	-424
100147	01.03.2021 12:36:19	08.03.2021	7	117.84	-603
Customer balance				703.77	
Where overdue				703.77	
Customer int comment client doesn't answer the phone 16.09.2021 16:00:13 JANE					
Total unpaid				1 666.77	
Total prepaid				0.00	
Total balance				1 666.77	
Total overdue balance				1 666.77	

*date and time of the last change*

Picture (10)

Also visible when grouped by customers.

**Sales Ledger**

Customer 1002.1003 Customer salesman Class D account (Customer Datafield) PP account Status (all) (Customer Datafield) Range Divide 0 x 0 days Type (all) (Customer Datafield) Show (salesman) (comment) Currency Precision 0.01

only prepayment invoices  only overdue  By Transaction time  Currency  Customer data  Invoice project  Invoice object  D account  Orderer  Show delivery name  Edit

Total Customer Overlaps are possible Sorted by Customer Invoice No Mail Print REPORT

Customer Name	Unpaid	Prepayment	Balance	Customer int comment	
1002 Baltic Telemarketing OU	963.00	0.00	963.00	will be paid after two weeks	01.11.2022 12:39:23 TRIINP
1003 Strawberry	703.77	0.00	703.77	client doesn't answer the phone	01.11.2022 12:40:41 TRIINP
Total:	1 666.77	0.00	1 666.77		

Picture (11)



If there is no change option, the user does not have the right to change the client card.

**Change group rights "Customer card rights"** Save View changelog

Documents Reports Setting Other

Delete row

NO	Module	Name	How	Browse	Columns	View	Add	Direct	Change	Delete	Confirm	Attachments	Folders
1	client	Customers		All	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Picture (12)

### 5.2.2. The customer's internal comment can be viewed without the possibility to change it

**Sales Ledger**

Customer: ff002,1003    Customer salesman:    Class:    D account:    (Customer Datafield)    (Customer Datafield)    (Customer Datafield)

Time:    Object:    PP account:    Status: (all)    (Customer Datafield)    (Customer Datafield)

Range:    Divide: 0 x 0 days    Type: (all)    (Customer Datafield)    (Customer Datafield)

Show: (salesman)    (comment)    Currency:    Precision: 0,01

only prepayment invoices     only overdue     By Transaction time     Currency     Customer data     Invoice project     Invoice object     D account     Orderer     Show delivery name     Edit

Total:     Overlaps are possible    Sorted by: Customer    Invoice No

Mail    Print    REPORT

---

Customer 1002 Baltic Telemarketing OU  
 Class:  
 Pirita tee 20/4-318 12011 Kesklinna linnaosa, Tallinn, Harju maakond Reg No:12317340  
 Account Manager:  
 Phone:    Fax:    E-mail:Pirn.pirn@gmail.com  
 Int comment: will be paid after two weeks  
 Credit limit: 0.00    Credit limit balance: -963.00  
 Invoice No    Invoice time    Due date    Term    To pay    Days  
 100057    23.07.2021    06.08.2021    14    963.00    -452  
 Customer balance    963.00  
 Where overdue    963.00

Customer 1003 Strawberry  
 Class:KLASS\_2  
 Põllu 18 79544 Haabersti linnaosa, Tallinn, Harju maakond Reg No:11273586  
 Account Manager:  
 Phone:    Fax:    E-mail:Maasikas.Maasikas@gmail.com  
 Int comment: client doesn't answer the phone  
 Credit limit: 0.00    Credit limit balance: -703.77  
 Invoice No    Invoice time    Due date    Term    To pay    Days  
 100053    23.07.2021 13:06:43    06.08.2021    14    105.93    -452  
 100071    20.08.2021 16:03:26    03.09.2021 16:03:26    14    480.00    -424  
 100147    01.03.2021 12:36:19    08.03.2021    7    117.84    -603  
 Customer balance    703.77  
 Where overdue    703.77

Everybody can see Client internal comment

will be paid after two weeks

client doesn't answer the phone

Picture (13)

### 5.3 Payment schedule information

If the invoice is received based on a payment schedule, the payment schedule note is added to the end of the invoice data.

**Sales Ledger**

Customer: ff008    Customer salesman:    Class:    D account:    (Customer Datafield)    (Customer Datafield)    (Customer Datafield)

Time:    Object:    PP account:    Status: (all)    (Customer Datafield)    (Customer Datafield)

Range:    Divide: 0 x 0 days    Type: (all)    (Customer Datafield)    (Customer Datafield)

Show: (salesman)    (comment)    Currency:    Precision: 0,01

only prepayment invoices     only overdue     By Transaction time     Currency     Customer data     Invoice project     Invoice object     D account     Orderer     Show delivery name     Edit

Total:     Overlaps are possible    Sorted by: Customer    Invoice No

Mail    Print    REPORT

---

Customer 1008 Johann Berg

Invoice No	Invoice time	Due date	Term	To pay	Days
100025	24.06.2021	22.08.2021	7	1 200.00	-438
100209	01.01.2023	08.01.2023	7	1 200.00	68
100210	01.01.2023	08.01.2023	7	2 400.00	68
100211	01.01.2023	08.01.2023	7	3 600.00	68
100212	01.01.2024	08.01.2024	7	1 200.00	433
100213	01.01.2024	08.01.2024	7	2 400.00	433
<b>Customer balance</b>				<b>12 000.00</b>	
<b>Where overdue</b>				<b>1 200.00</b>	

Payment schedule

Total unpaid	12 000.00
Total prepaid	0.00
Total balance	12 000.00
Total overdue balance	1 200.00

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