Accounts Receivable

Successful Cash and Collections Management

Accounts Receivable automates and manages your cash application and deduction management processes.

All the sales in the world can't bring success to your organization unless the payments follow in a timely manner. The Lawson® Accounts Receivable system processes payments, manages customer credit and tracks historical trends.

Fully integrated with Financials and other Lawson solutions, Accounts Receivable automates and manages your cash application and deduction management processes. It improves the collections process and helps tighten procedural controls to ensure accurate credit management and stronger customer relations.

Credit Management

Accounts Receivable helps you analyze customer payment trends to make informed decisions, reduce outstanding debt and improve your organization's risk management strategy.

With Accounts Receivable you can define credit management policies by setting credit limits and terms of sale while implementing finance and late-payment charge policies as well as defining customer tolerances and limits.

Through batch or online aging programs, your staff can identify customers requiring a dunning letter or the need to have their credit put on hold.

Advanced workflow ensures that failed credit checks get the attention of the right person — instantly and automatically. You determine the order amounts and necessary approvals. Accounts Receivable does the rest.

Customer Self-Service

The Lawson Customer Self-Service application offers customers 24-hour online access to their account statements. Customers can check payment status and account statements or reprint an invoice — all without placing a single call to your accounting or customer service department.

Cash Application

Cash application transactions are simple with Accounts Receivable, whether your organization relies on manual or interfaced transaction entry. You can debit, credit, write-off or change any transactions, whether manually entered or interfaced.

Accounts Receivable supports any cash application your organization uses: manual data entry, auto application, lock-box interface, Electronic Funds Transfer (EFT), Electronic Data Interchange (EDI), Bill of Exchange (BOE) or interfaces to non-Lawson systems. Accounts Receivable also provides online methods for entering and applying cash payments and handling exceptions.

Accounts Receivable manages multi-currency transaction processing. Your company can select a base currency with Lawson Accounts Receivable, accepting non-base currency transactions as well as posting these to the General Ledger.

Keep Deductions in Check

Short payments complicate invoicing. How do you explain the short payment? Do you adjust the invoice or coordinate the next payment?

Accounts Receivable helps you define the adjustment and dispute reasons your organization requires, then you apply them as necessary. Using these reasons as criteria, a decision maker can be notified to become involved. To ensure accurate communication, you can add online comments or notes about specific transactions so all information is in one central location.

Lawson makes it easy to identify unpaid balances through online inquiries and batch programs created specifically for open charge-back dollars. To ensure efficient collection, you can filter problem records for focused management and separate collections from dispute resolution.

Collection Management

A successful collections strategy increases your organization's cash flow — and profits. To ensure a successful strategy, Accounts Receivable automates your collections tasks and prioritizes accounts.

You can automatically generate dunning letters in multiple languages for static aging periods, or you can create letters for specific customers or invoice due dates.

Reduce the time spent researching and reorganizing data into a different format for analysis. The Lawson exclusive Drill Around® provides instant access to information and resources so collectors can effectively and intelligently work with customers.

Reports and Analysis

Accounts Receivable provides a wealth of reports for financial reporting, internal audits and operational play analysis. Lawson lets you view information about cash entry and application, customer activity and balances and distribution.

Customer Relationship Management Integration

Lawson also provides real-time integration between Siebel Account Management records and Lawson Accounts Receivable records. Batch or scheduled jobs to exchange data between the two systems are not required.

Everyone has access to the correct account information — your sales organization, customer service, and corporate credit staff can share the same customer contact information.

In addition, you'll save time by eliminating duplicate data entry, typing errors and incomplete information.

For more information about Accounts Receivable and other Lawson business solutions, call 1-800-477-1357, direct at +1-651-767-7000, international at +44 (0) 208-560-0825, or visit www.lawson.com.

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