

## Commercial Accounting (CA)

The application for commercial management is an application program solution that provides the users with simple, fast and effective tracking of the production, offers, orders and sales within their company. The solution we offer overcomes the problems arising from the manual conduct of this process.

The Commercial Management application includes the following modules:

- Production orders
- Recipes
- Delivery orders
- Offers
- Reports
- Invoicing

### *Production orders*

Record-keeping of incoming orders that is especially important for companies and institutions with intensive commercial communication. It entails the following:

- Tracking various pricelists and making analyses of customers
- Currencies
- Manners of payment and delivery etc.
- Possibility to generate orders based on previously entered offers
- Feedback and comparison of orders with invoices and good issue notes
- Wide range of reports on the orders status and flow
- Comparative analyses etc.

### *Delivery orders*

Record-keeping of outgoing delivery orders that is especially important for companies and institutions with intensive commercial communication. It entails the following:

- Tracking various pricelists and making analyses of customers
- Currencies
- Manners of payment and delivery etc.
- Possibility to generate goods issue notes based on previously entered delivery orders
- Feedback and comparison of orders with good issue notes
- Reports by various criteria

## *Recipes*

To produce a certain product one needs all materials required for its production. The application allows entry of recipes for all materials that can be used afterwards where needed, whereby no duplicates are made and users' time is not wasted unnecessarily.

## Offers

Computerization of the first step in commercial management. It entails the following:

- Creation of a customers and potential customers database
- Offers registration and pricelists formulation
- Tracking the offers realization and status
- Reports by various criteria (realized and unrealized offers, comparison between offers and invoices etc.)

## Invoicing

Basic commercial and accounting process, bridge between material (goods issue notes) and financial documents on one hand, and commercial (orders, offers) on the other, turned into a separate module with the following elements:

- Data on customers
- Currencies
- Manners of payment and delivery etc.
- Possibility to prints in various formats with the company logo and data upon its request
- Downloading data from the offers or entered orders of customers
- Feedback and comparison between the invoices and goods issue notes
- Reports by various criteria (customers, currencies, accounts payable and accounts receivable, tax report etc.)

Finally, we would like to note that Elikosoft with its team is available to all clients interested in any kind of information.