

# The real-time receivables management system for today's competitive business world.

Pacifica A/R handles all aspects of order entry, invoicing and receivables tracking easily and elegantly, delivering solid performance and simplicity in maintaining customer balances, posting sales and receipts and aging your A/R.

You would expect to find these features in any general accounting package, but your investment in professional business management tools should buy you much more.

## Check These Features

- Pacifica is real time. In fact, we pioneered real time technology. Each order, invoice, receipt and customer change is recorded, posted and completely reflected throughout the system the instant it's filed. All data is always current.
- Every detail of every record is maintained on-line for instant retrieval. Nowhere is this more important than in A/R, where you can easily examine detailed customer history, note sales trends based on itemized sales over any date period, spot your best selling items, best customers and

slow movers.

## Accounting for the Rest of Us

Most accounting systems are designed for "back office" processing, where the accountant is the focus of the software. We recognize that, in your business, certain people may be more important than the accountant. Like your customers, your prospects, your employees and yourself.

Pacifica is designed to make things easier and faster for everyone – including your accountant, who will be delighted with the superb financial management and reporting capabilities and the strong audit trails of Pacifica.

## Receivables... and Much More

To a general accounting system, A/R means simply tracking the money your customers owe. But to Pacifica, A/R means client/customer management, order processing, sales and sales analysis linked to inventory control, billing, collecting and cash flow analysis, all in real time.

That's a remarkable difference. In fact, it sounds very much like the system you may have used before your general accounting software; your manual system.



PACIFICA | research

# Accounts Receivable

Accounting Software  
For Accountants

[www.pacificaresearch.com](http://www.pacificaresearch.com)

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# Pacifica™ for Windows: The real-world business management system you've been waiting for

## Designed with These Goals in Mind

- It must be a complete solution. Pacifica A/R is much more than accounting. It addresses all facets of selling your product.
- It must be fast and easy to use. If a system is cumbersome and awkward, it can't possibly reach its full potential. Pacifica is designed from its foundation to its elegant user interface to be fast.
- The data belongs to you. We don't lock it away and lock you out. We don't delete detail during a month-end posting. Every bit of detail can be displayed and edited in the future.
- The data must be secure. You control the privileges of those who use Pacifica. Only those authorized can view, enter,



change, delete or print data. You control access to specific sections of Pacifica.

- The accounting must be correct. The foundations of Pacifica are solid double entry accounting. Our audit trails are the strongest in the industry.

## The Most Important Person in the World

- The customer is king in Pacifica A/R. Customer information is entered only once, and is then available for prospecting lists, labels, orders, invoicing and reports of all kinds. Customer information can be changed any time, and the new information is reflected on all documents, past and future, instantly. Customers may be grouped into categories of your choosing, and viewed and printed in these groups.
- Customers can be cash basis, on account, open item or balance forward, in any combination. They can be taxable or non-taxable, with tax rate by customer if you wish. A customer can be assigned a sales-



- person and a separate ship-to address.
- Pricing is controlled by customer, by price code. In addition, each customer can have any number of custom prices for selected items, based on price or price code, and a blanket discount. Customers will automatically receive the best price to which they are entitled, based upon price code, purchase quantity, sale price and custom price for that customer.

Your customers expect you to have these kinds of controls in place when they do business with you. With Pacifica, you can accommodate their demands simply and automatically. Imagine the errors and tire-some busywork that you'll avoid with a few simple steps in customer setup.

## Powerful Order Entry Made Easy

Your profits are closely tied to a management decision to deliver a product when a customer orders it. This may seem obvious, but if your current system can't tell you every detail of what's on order and in stock, and doesn't allow rapid order processing while dealing with the complex issues of costing and pricing, you can't serve your customer efficiently.

Creating an order in Pacifica takes only a few seconds. The customer is on file and can be retrieved in an instant, by typing a few characters of the name. You needn't remember an ID number. At any time during the process you can review all the details of past sales to this customer, payment history, stock levels, quickly and easily, without interrupting the order process.

The order can be fulfilled by one or more sales invoices, or the order may be set up as standing, to issue a recurring customer invoice. A customer may have any number of standing or open orders, invoiced on any

schedule you like. Orders can be invoiced individually or as a group. Back orders are tracked automatically.

You don't need to create an order to invoice a sale. The invoice can be entered directly, and for a point-of-sale environment, Pacifica even offers a complete solution for handling bar codes, cash drawer, pole display and strip printer.

The sales order, order processing and invoice screens are simple and uncluttered. Their layout is thoughtful and streamlined, with productivity and high throughput foremost in mind. Our interface is attractive and efficient.

## Full-Featured Receivables Reporting

Order processing is half of the A/R picture. Billing is the other half, and Pacifica really shines here too. The key is detailed, real time data on line.

This data can be printed on A/R aging reports, customer activity reports, statements and past-due notices, as well as inventory activity reports, best customer lists, best selling item lists, and many other reports. Reports can be printed for any date span, because all data is always on line.

Accurate customer statements are critical if you expect timely payment without disputes. They must be clear, with enough detail to satisfy, but not confuse the customer. Pacifica gives you the choice of various formats and levels of detail. Since Pacifica is real time, statements can be printed for any date, even for a past or closed period, in just seconds.

## General Accounting - no longer Enough

The marketplace of today won't tolerate poor customer service, and you can't afford to tolerate it either. Pacifica offers effective A/R management tools for businesses that must move up from general accounting to an affordable, total solution.