

TaiRox™ Memo

Sage 300: Enhanced Aged Trial Balance

Summary: TaiRox Collections includes a program, Customer Aging. Using Customer Aging has many advantages when compared to using the traditional aged-trial-balance report. One of these advantages – calculating what is "Current" – is explained in more detail here. Advantages:

- Calculates results on-screen hundreds of times faster than the traditional report.
- Sorts results by total amount, days overdue, customer number, or customer group.
- Filters by over 20 customer fields such as Customer Group.
- Flags customers with unapplied credit, disputed invoices or promised payments.

Customer Number	Company Name	Flags	Currency	Customer Group	Days Overdue	Current	1 - 30	31 - 60	61 - 90	Over 90	Total
1100	Bargain Mart - San Diego	!\$	USD	WHL	91	3,236.54	0.00	0.00	92.69	1,848.62	5,177.85
1105	Bargain Mart - Oakland	\$	USD	WHL	91	10,661.35	7,783.29	0.00	0.00	1,016.48	19,461.12
1200	Mr. Ronald Black	!\$+	USD	RTL	86	3,898.97	0.00	264.61	105,967.65	0.00	110,131.23
1210	ACME Plumbing	?	USD	WHL		2,611.37	0.00	0.00	0.00	0.00	2,611.37
1240	The Courtyard	!\$	USD	WHL	56	1,181.81	0.00	4,648.44	0.00	0.00	5,830.25
1400	Coastal Electric Company	\$	CAD	WHL	26	-21,208.46	978.68	0.00	0.00	0.00	-20,229.78
1500	Custom Comfort	!	USD	WHL	33	2,136.90	0.00	67,456.45	0.00	0.00	69,593.35
1520	Mr. Stephen Kershaw		USD	RTL		1,189.36	0.00	0.00	0.00	0.00	1,189.36
1550	Astral Construction Co Ltd.	\$	USD	WHL		-20,512.13	0.00	0.00	0.00	0.00	-20,512.13
1580	Break-Away Designs	\$	USD	WHL	68	4,727.72	0.00	0.00	178,552.39	0.00	183,280.11
1600	Dr. Dan Penn	\$	USD	RTL	55	357.87	0.00	10,090.12	0.00	0.00	10,447.99
1970	Mr. Ronald English	!	USD	RTL		172.93	0.00	0.00	0.00	0.00	172.93
2235	Forester Building Supplies	\$	USD	WHL		-1,200.00	0.00	0.00	0.00	0.00	-1,200.00
4030	The House Doctors		USD	WHL		1,806.92	0.00	0.00	0.00	0.00	1,806.92
7100	Bashaw Bulldozing	!\$	CAD	WHL	34	265.42	0.00	350.57	0.00	0.00	615.99
7200	CanAm Industries	!\$	CAD	WHL		286.45	0.00	0.00	0.00	0.00	286.45
7300	The Royal Cavendish Co.	\$	GBP	WHL	58	479.16	14,692.18	22,218.58	0.00	0.00	37,389.92
7400	The Yoshida Gardens	\$	JPN	WHL	64	17,140	0	0	74	0	17,214
8830	The Paper Hangers	!	USD	WHL		382.56	0.00	0.00	0.00	0.00	382.56

The Current Total

In some circumstances Customer Aging produces a different **Current** amount from that produced by the aged-trial-balance report, while numbers for the other buckets match exactly. Customer Aging respects the As-Of and Cut-Off dates whereas the ATB report will include payment and invoice amounts dated "in the future" with respect to these 2 entered dates.

- TaiRox believes that this is a more accurate interpretation of Current.
- Customer Aging will create current numbers "as they were" at the time of he entered dates – a way of looking back in time that is not available with the ATP report. This also facilitates demonstrations with Sage's sample data.

Faster Results

Customer Aging uses SQL queries to obtain the aging numbers. For installations with hundreds or thousands of customers, this can eliminate minutes of delay. Even for installations with a smaller number of customers, Customer Aging is still much faster – it avoids the overhead of starting up the Crystal report engine.

Sorting

Customer Aging is part of TaiRox Collections. When chasing collections, it is natural to focus on customers that have the largest totals or on customers overdue by the most days. The traditional order, by customer number, is also available.

Filtering

Several TaiRox Collections installations have multiple people working full-time chasing collections and need to segment the work. Some installations filter by customer group. Some installations filter by an optional field. Over 20 customer fields and all optional fields are available on a drop-down to control filtering.

There are other filtering abilities useful for both large and small installations: excluding customers with disputed invoices and only including customers overdue by X number of days.

Flags

Customer Aging alerts users, by displaying a red character in the aging grid, to conditions that could be reviewed before charging ahead and sending out overdue payment reminders. For example, if a customer has unapplied credit, it may make sense to apply this credit before assuming invoices are overdue.

