



# MAGO.net

## Sales

**MICROAREA**<sup>®</sup>  
*Your Choice, Our Solutions*

The Sales module manages the receivables cycle and makes it easy to monitor the course of each individual order. It handles issuing of freight bills, invoices, credit notes, receipts, etc., integrating management of different currencies and due date schedules.

# Mago.net Sales

Mago.net's Sales module may be used to perform all operations involved in products sales, making it possible to:

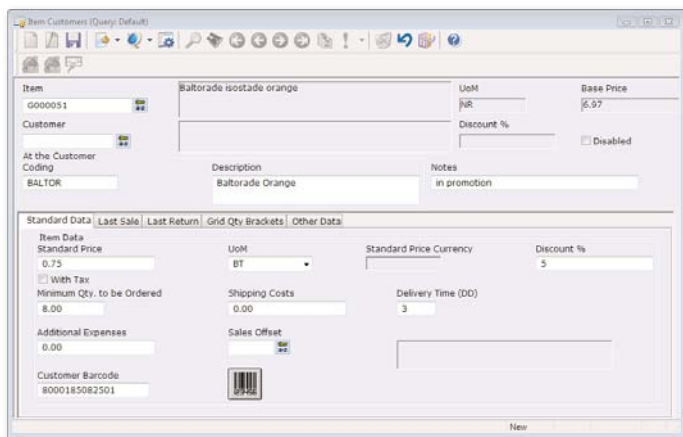
- post the most common sales documents: delivery notes, immediate and accompanying invoices, credit notes, debit notes and receipts;
- generate invoices using the delivery notes deferred invoicing procedure;

## Searching for an item

Mago.net links an unequivocal code to each item that can be used for tracing. Additionally, there are numerous search tools such as hotlink, barcode, search by item manufacturer and by item with customer code. Mago.net also lets you link equivalent codes to the item according to the various suppliers.

## Importing/exporting items from files

This tool allows you to export and import all goods and service rows in a document into a text file. The file will contain the code, quantity, unit value and di-



count for each row, and the Lot code if present.

## Expenses

Customers can be charged fees for shipping, packaging, etc. using automatic settings or by entering them manually. Information relating to Cash on Delivery is purely descriptive and do not affect totals.

## Price and Discount Management

You can flexibly define price application policies. Specifically, Mago.net lets you:

- choose the price policy best suited to the needs of your company;
- create and vary price lists, both manually and automatically;
- combine various price and discount types to suit specific requirements.

## Price and Discount types

You can link prices to the customer or item, or both. You can also apply prices calculating according to a

markup on costs for the purchase or manufacture of the goods.

## Base price

You can set simple price management by entering a base price directly in the Items Master Data.

The base price is not necessarily the sales price. In fact, you can use it in purchase documents and update it automatically using a cost as a basis instead of the base price.

You can automatically assign a value to items which can be calculated by applying a positive or negative percent variation to the base price.

## Price List management

Price lists can also be used with Mago.net to set different prices according to the ordered quantity or period. After creating a

price list, prices can be linked to items manually or automatically.

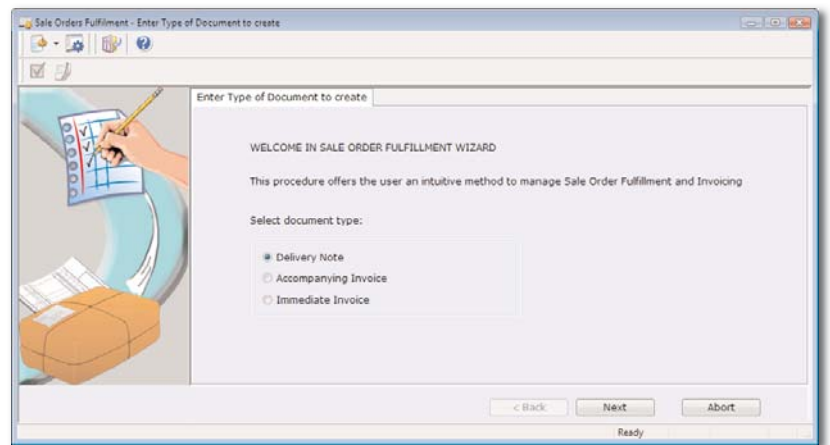
To link a discount to a price list, just specify the discount percent, even in cascade, in the specific field. Price lists do not usually include TAX. If, for business activity reasons, price lists need to include TAX, the specific checkbox must be ticked.

## Discount policies

Mago.net also lets you to define specific price/discount combinations: for each value in the price policy, you can define discount types to link to that value in the Linked Discount column.

If you set First Valid for the discount, Mago.net will use the Discount policy.

There may be cases in which a certain price must never be suggested in combination with a specific discount. To be certain that certain price/discount links do not occur, use the Incompatibility table.



## TAX management on unit values

Usually, prices do not include TAX. However, the entered price may be considered TAX inclusive. In sales documents, except for receipts, unit values are net TAX. However, you can indicate unit values TAX inclusive.

## Interactive dispatch of sales orders

Multiple customer orders can be dispatched generating delivery notes, invoices or accompanying invoices.

Starting with customer orders, a Wizard may be used to generate: delivery notes, immediate invoices or accompanying invoices.

You may choose to dispatch only those orders for which goods are already available in inventory.

If an order contains deliverable, partially deliverable and non-deliverable rows, the procedure processes the order only for the rows and quantities that are actually available: the order will still be partially deliverable.

If availability does not cover all orders, you can set priorities for the procedure.

## Generating invoices

An invoice to be generated can be issued, entered in accounting, scheduled in the payment schedule, included in intrastat transactions and sent via e-mail and printed.

You can also choose the invoice entry date.

## Including delivery notes in invoices

With Mago.net you can include several delivery notes in one invoice. Several delivery notes can be included if they have the following features:

- the same invoicing customer;
- the same payment term;
- the same summary TAX journal;
- the same salesperson, area manager, commission policy, automatic or manual commission calculation;
- the same currency.

## Immediate Invoice

When you sell services instead of goods, there is no need to unload the inventory or ship goods, just

issue an immediate invoice. Immediate invoices can also be used, for example, to produce debit notes for expenses omitted from invoices by mistake.

### Credit notes

Mago.net allows you to retrieve the invoice to be reversed and enter the data in the credit note.

By using an accounting template that closes the payment schedule, Mago.net does not just include all invoice data in the credit note, such as goods/service rows and expenses. It also links the sales document payment schedule in order to reverse it completely.

### Debit notes

Mago.net lets you can to post debit notes. The debit note is a document issued by the seller when they need to integrate amounts of a previous invoice.

### Receipt

Mago.net uses a Receipts Deferred Invoicing procedure similar to the one used to invoice delivery notes.

### Pro Forma Invoice

The Pro-Forma invoice is not a true invoice, but a document which is not valid for fiscal purposes provided as a sort of advance notice of an invoice to be issued at a later time.

It is normally used in international transactions to permit the customer to obtain bank loans.

### Printing and posting sales documents

Mago.net lets you post several entries in a single transaction using a sales document print and post procedure.

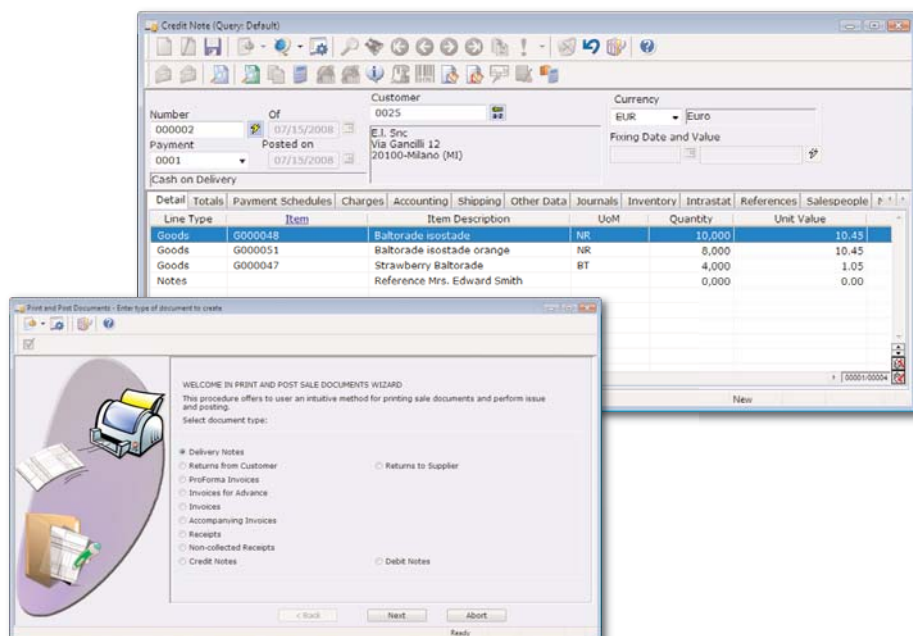
You can use the printout to send hard copies to the customer, via fax or mail, or to file it.

Mago.net also lets you issue documents without posting them in accounting or creating inventory transactions to permit subsequent checks.

### Check lists

The possibility of analyzing, checking and verifying data in the archives of the management application is one of the fundamental aspects of correct business management.

Mago.net offers a considerable variety of lists that allow you to analyze, check and verify all aspects of Sales management: trends, best sellers, frequency, etc.



### Some functions:

- Management of normal and accompanying invoice, advance invoice and pro-forma invoice
- Delivery notes
- Credit notes, debit notes and receipts
- Immediate and deferred invoice and stub book entry
- Item master data management
- Barcode
- Sales statistics
- Price policies
- Multi-price list
- Smart code
- Multi-stub book
- Multiple UOM for item
- Additional quantity
- Charge Policies



**Microsoft**  
GOLD CERTIFIED

Partner

System requirements:

O.S.: Microsoft Windows 7, Vista, XP, 2008, 2003

CPU a 32 bit (X86) or 64 bit (X64)

500MB hard disk free space

Recommended screen resolution: 1280 x 1024

© Copyright 2011 Microarea S.p.A. All rights reserved; All trade marks belong to respectives owners.

Ph. + 39 010 60 37 1  
Fax +39 010 60 37 280  
www.microarea.it

**Microarea spa**  
Via Renata Bianchi 36  
16152 Genova  
ITALY

Functions in different editions	Standard	Professional Lite	Professional	Enterprise Financials	
				Financials	Full
Database	MSDE/Express	MSDE/Express	SQL/Oracle	SQL/Oracle	SQL/Oracle
Sales	✓	✓	✓	✓	✓
Price Policies	RO, HU, PL	✓	✓	✓	✓
Multi-pricelist	RO, HU, PL	✓	✓	✓	✓
Smart Code		✓	✓	✓	✓
Multiple Stub Books		✓	✓	✓	✓
Item Derived Units of Measure		✓	✓	✓	✓
Multiple purchase bar codes	RO, HU, PL	✓	✓	✓	✓
Incidental Quantities		✓	✓	✓	✓
Equivalent Items		✓	✓	✓	✓
Manufacturer/Product categories		✓	✓	✓	✓
Document Copy	RO, HU, PL	✓	✓	✓	✓
Import/Export items and notes	RO, HU, PL	✓	✓	✓	✓

**Mago.net** is available in 4 different Editions to meet the real needs of all small and medium sized businesses, from the smallest to mid-sized enterprises. This variety permits customization and safeguarding of investment in IT equipment. For more information go to [www.microarea.it](http://www.microarea.it).