Accounting Seed

TECHNICAL FEATURES

Integration to Salesforce CRM

- Create a Recurring Billing Contract from an Opportunity in one click.
- Create a Sales Order from an Opportunity in one click.
- Create a Project from a list of pre-defined templates from the Opportunity in one click.
- Create a Billing (sales invoice) from an Opportunity in one click.
- The following standard objects in Accounting Seed are shared in the Salesforce CRM:
  - Accounting Seed Contact
  - Opportunity
  - Product
  - Asset
- Accounting Seed uses the Salesforce Product object so our application is plug and play from the Salesforce Opportunity.

Application Programming Interface (API)

- Accounting Seed does not have a proprietary API. We use the Salesforce API. Technical information on the Salesforce API can be found at: www.developerforce.com.
- Global callable apex classes for billing post and unpost process.
- Rest API for billing post and unpost process.
- Global callable apex classes for journal entry post and unpost process.
- Global callable apex classes for account payable post and unpost process.
- API access for all objects, including cash receipt entry and cash receipt matching.

Limitations

- Accounting Seed does not support multicurrency at this time.
- Accounting Seed does not support multiple legal entities with different base currencies in a single Salesforce organization.
- Accounting Seed does not support multiple companies with different fiscal accounting calendars in a single Salesforce organization.

General Ledger

Structure

- Double entry, full accrual accounting, project accounting, and fund accounting.
- Flexible accounting periods (Fiscal, Calendar, 4/4/5).
- Global chart of accounts for multiple entities or funds.
- Alphanumeric search capabilities on General Ledger accounts.
- Four subaccount segments (80 characters each) in the General Ledger each with unlimited values.
- Project and project work breakdown structure built into the General Ledger transactions table.
- Comprehensive reporting by customer or vendor in the General Ledger.
- Comprehensive reporting by product and product family in the General Ledger.

Journal Entries

- The ability to copy (clone) journal entries.
- Reversible Journal Entries
- Image and file attachment to journal entries.
- Field level audit history of changes to journal entries by user.
- User defined fields and notes at the journal entry header or line levels.
- The ability to unpost journal entries in open accounting periods for editing and corrections.
- The ability to bath post and unpost journal entries in batches of 200.

Back Reconciliation

- Bank Reconciliation at any frequency: daily, weekly, or monthly.
- Full audit history of cleared or outstanding statuses for transactions through multiple bank reconciliations.
- The ability to clear transactions on any date range.
- PDF audit report

Financial Reporting

Budgeting

- Budgeting at the Project detail level.
- Budgeting by General Ledger account and subaccount for each accounting period.
- Unlimited number of budget ledgers.
- The ability to import budgets from Excel.
- Compare budgets for multiple Accounting periods
- Compare year over year budgets
- Compare actual results to budget
- Compare month to date and year to date budget to actual results in one report

Financial Statements

- User defined columns, rows and calculations.
- Output of financial statements to PDF via portrait or landscape format.
- Output of any report to Excel or CSV format.
- Formatted financial statements with bold font, indents, calculations, and underline.
- Easy interface for running Financial Reports with comparative data
- User defined calculations by any relative rows or columns in a financial report.
- Support soft allocations in Financial Reporting.

Management Reporting

- Full Trial Balance, Profit and Loss, and Balance sheet reporting with drill down capability.
- Link Reports to frequently used screens.
- Drop and drag interface for creating Reports.
- Dynamic Dashboards updated in real time with drill down capability.
- Highly customizable reports to include fields and data you need to analyze.
- Embedded charts in reports.

Billings (Customer Invoices)

Billing Features

- Create billing records directly from a Salesforce Opportunity.
- Preview Billings before emailing.
- Automatically email Billing DF files to a customer with custom email templates.
- Create billings directly from Sales Orders.
- The ability to copy (clone) billing records.
- Image and file attachment to billings.
- Field level audit history of changes to billing entries by user.
- User defined fields and notes at the billing header or line levels.
- The ability to unpost billing entries in open accounting periods for editing.
- The ability to batch post and unpost billing entries in batches of 200.
- Flexibility to create your own invoice formats.

Recurring Billings

- Automatically create a recurring billing contact from a Salesforce Opportunity.
- Recurring billing for monthly, quarterly, semiannual, and annual time frames.
- Audit trail for recurring billing contracts showing next billing date and last billing date.
- Automatically create recurring billing records in batches of 200.

Collections

- Current and Historic Agings of Accounts Receivable transactions.
- Automatically email Customer Statements.
- Customer Statement automatically attaches to Accounts and creates an activity
- Includes two formats for Customer Statements.
- Flexibility to create your own statement formats.

Cash Receipts

- Apply cash receipts to a project, program or fund.
- Automatic posting of cash receipts.
- The ability to unpost cash receipts in open accounting periods with the ability to repost them.
- Batch posting of cash receipts 200 at a time.
- Image and file attachment to cash receipts.
- Field level audit history of changes to cash receipt entries by user.
- Easy interface to quickly apply Cash Receipts and Credit Memos.
- Group multiple Cash Receipts together for bank deposits.

Revenue and Expense Recognition

Revenue Recognition

- Automated deferred revenue for Sales Invoices.
- Deferred revenue entries related to a billing record can be easily seen and reconciled.
- Scheduled project revenue recognition.

Expense Recognition

- Automated deferred expense for Accounts Payable transactions.
- Deferred expense entries related to an Account Payable record can be easily viewed.

Fixed Assets

- User defined field to track any data with Fixed Assets
- Images and files can be attached to Fixed Asset records by user
- Field level audit history of changes to Fixed Asset records by user
- Associate Fixed Assets with Purchase Order and Accounts Payable records
- Automated straight-line depreciation for fixed asset records.

Accounts Payable

- Current and Historic Aging by Account Payable.
- Default settings for vendor terms and General Ledger account on the vendor.
- The ability to unpost Accounts Payable entries in open Accounting periods for editing.
- The ability to batch post and unpost Accounts Payable entries in batches of 200.
- Image and file attachment to the Account
- Field level audit history of changes to Account Payable records by user.
- Easy cloning of Accounts Payable for rapid entry.
- Easy application of vendor credit memos.

Cash Disbursements

- Automatically take discounts for prompt payment terms.
- Quick pay to cut a single check from an Account Payable record.
- Batch payment of Account Payable records using user defined criteria.
- Upload cash disbursements from CSV file.
- Cloud based check printing from a web browser.
- 1099 Reporting included.
- Supports an Account, Contact, or Employee as a payee.
- Create database relationships of Cash Disbursement to any object in Salesforce.

Project Accounting

Project Setup and Reporting

- Create a Project from an Opportunity with a single click.
- Three level Project work breakdown structure.
- Unlimited template Projects for rapid cloning and setup.
- Project Profitability reporting.
- Reporting for Project actual vs multiple budgets.
- Ability to customize Projects by adding your own fields and related objects.

Time and Labor Costing

- Consolidated weekly view for Time Card entry.
- Unlimited approvals for Time Cards.
- Easily view comments on Time Cards by hovering over hours.
- Internal and external comments on Time Cards supported for Billing.
- Labor costing at actual or standard rates.
- Burdened or unburdened Labor Costing
- Detailed Labor Costing within a job.

Expense Reporting

- Expense Report at any frequency desired (daily, weekly, monthly).
- Image attachments supported at Expense Report or expense line level.
- Unlimited approvals of Expense Reports.
- Ability to batch create Accounts Payable to employees.
- Preconfigured mileage entry screen.
- Ability to categorize expenses at detailed Project level.
- Ability to mark expenses billable or not.
- Ability to mark expenses as employee reimbursable or not.
- Internal and external comments supported for Billing.

Service Billings

- Create billings from time card records with multi-level billing rate tables.
- Billing for expenses with markup.
- Employees can bill at different rates for different types of work performed on the same project.
- Project or milestone billings.
- Percent complete billing.
- Billing for multiple projects on a single invoice.

Bank Imports

- The ability to upload Bank transactions directly into Accounting Seed without editing
- Supports imports of file formats used by most banks (OFX, QFX)
- Checks to make sure you are not importing duplicate transactions
- Matches and memorizes customer and vendor names used by your bank
- Matches default GL expense account by vendor
- Ability to mass code vendors and GL accounts upon importing

Sales Order Management

- Create Opportunity from a Sales Order in one click.
- Create multiple Sales Orders from an Opportunity.
- The ability to reserve inventory for a Sales Order at the time of order entry.
- Kitting of more than one Salesforce product together.
- Automatic kit explosion in the Sales Order creation process.
- The ability to include or exclude product and kit components in the order fulfillment process.
- Multiple shipments from different locations for a single Sales Order.
- Drop shipments direct to job site.
- Sales Order to Billing in a single click.
- Customer screens to scan barcodes for serialized inventory.

Work Order Management

- Create Work Order from Opportunity with a single click.
- Unlimited template Work Orders for rapid cloning and setup.
- Work Order profitability reporting.
- Reporting for Work Order actual vs budget.
- Ability to customize Work Orders by adding your own fields and related objects.
- Create Work Orders directly from Sales Orders.
- Track labor to Work Orders.
- Source materials from stock or procure individually for a Work Order.
- Track work in process in the General Ledger.

Purchasing

- The ability to purchase multiple Sales Orders with one Purchase Order.
- The ability to associate multiple Purchase Orders with a Work Order.
- Image and file attachment to Purchase Orders.
- Field level audit history of changes to Purchase Orders by user.
- Creation of Account Payable records from the Purchase Order.
- Preview Purchase Orders before emailing.
- Automatically email Purchase Order PDF files to a customer with custom email templates.
- Customer screens to scan barcodes for serialized inventory.

Inventory Control

- Serialized inventory.
- Installed asset tracking for customer monitored inventory.
- Flexible picking, packing process to match physical practice in the warehouse.
- Checking quantity on hand.
- Minimum inventory levels.
- Multiple warehouses and locations within a warehouse.
- Easy warehouse transfer process.
- Bar code scanning of serial numbers in receiving or packing stages.
- Customer Returns (RMAs) process integrated into Salesforce cases.