1. **Contact Management**
2. Contact Status: Prospect, Regular, Blacklist, Stopped etc.
   1. To filter contacts which are currently in use
   2. A filter need to be applied on the selection criteria of contacts to be listed in specific areas like sales orders, quotes, invoices, suppliers etc.
3. **Chart of Accounts Logic**
4. Implement Chart Account Logic: General Ledger Group Code from GLGroup Table
5. **Account Type Specific Details**
6. Depreciation Management of an Asset
7. Profit/Loss allocation to/among capital accounts
8. **Routing Logic**
9. Routing Logic: specifies the route for visit to contacts (collect outstanding payment)
10. **Legal Policies**
11. Sales Tax
12. Income Tax
13. Service Tax
14. Excise
15. TDS
16. PF (Provident Fund) – Apply in Payroll module
17. **Other Policies**
18. Insurance Policy: Business, Employee, Equipment etc.
19. Licensing Policy: Business Specific Licenses: Example Shop-Act, Drug, Food and Beverages, Sugar Factory etc.
20. Brokerage Policy: Broker-Code
21. Discount Policy: Price Levels
22. Pricing Policy/Management
23. Interest Policy: Capital, Loan (Unsecured/Secured), Bank (where RBI policy applies e.g. Bank Loans, CC, OD, TL: Term-Loan, LC: Letter of Credit, BD: Bill-Discounting) Supplier, Customer, Employee Loan
24. Credit Policy: Customer Credit Limits, Supplier Credit Limits etc.
25. Bill Adjustment Policy: Bill-By-Bill/Document Adjustment. Online/Offline
26. Bank Reconciliation
27. Bill Terms used in document footer of sales and purchase documents
28. Budgets and Targets has to be handled on Any Account (Balance Sheet or P&L Account) or even on Key Performance Indicator (KPI)
29. Cost Center wise accounting for profitability (or loss)
30. Multi-Currency Accounting
31. **Non-Functional Requirement (NFR)**
32. Coding and Numbering Policy
    1. Master Coding Policy: Customers, Vendors, Products, Items,
    2. Document Numbering Policy: Orders, Invoices, Vouchers etc.
33. Data-Entry Optimization/Restrictions due to policy enforcement: Fields related to ease-of-data entry or data-entry-restrictions due to policy enforcement. For example Allow-Change-Price-Level
34. Data Entry Authenticity/Security Management: Login Name, Terminal ID, Date and Time, IP, Machine etc.
35. User defined field Management
36. **General Notes**
37. Modularly: System modularization should be able done at the smallest granule-level for example Brokerage, Discount Policies, Legal etc. not only just at higher-level like Inventory, Billing, Financial, Sales, Purchase, Procurement etc.
38. Should review Balance Sheet, Profit & Loss Statement to extract/identify possible Business Logic and Business Rules