Accounts Receivable: Due to the organization. What comes in or Payments which needs to paid by customer for the goods or services we provide to the clients.

AR are tracked by Invoice #. To raise invoice we need to have a service request or sales order request #.

**Invoice life cycle**

Credit Note

Receipt

Negotations fails

Terminate if Rate not liked

If rate is finalised

Invoice

Discussion on rate

Quote or Profoma Invoice

Sales order / Sales request