

Acumens Software Sales & Services

Version: MS Dynamics BC25

Prepared & developed by

SBC Dynamics ERP.

Document History

Revision History:

Version	DATE	Sections Revised	DESCRIPTION
1.0	04-01-2025		Document Prepared

Table of Contents

1.	Assumptions		4
2. Role Center.			
2. Role Center		e Genter	,c
3.	Sof	tware Sales	6
4.	Pro	ject and Project Work Orders	16
	4.1.	Create Work Orders.	16
	4.2.	Work Order Approval Process	25
	4.3.	Release the Work Order	25
	4.4.	Create Project Invoice for billing.	29
5.	Pro	cess Credit Card and ACH payments	32
	5.1.	Credit Card Transaction.	33
	5.2.	ACH Transaction.	42
6.	Em	ailing and e-Receivables	46
	6.1.	e-Receivables for SMFee and APS Documents.	46
	6.2.	Acumens e-Mailing	48

1. Assumptions.

For this documentation, it is assumed that the user is already familiar with the processes and features of the following Add-ons.

- Acumens Subscription & Maintenance Fee Billing.
- Acumens Professional Services Management.
- Acumens e-Payments.
- Acumens Emailing.
- Acumens e-Receivables Management.

2. Role Center.

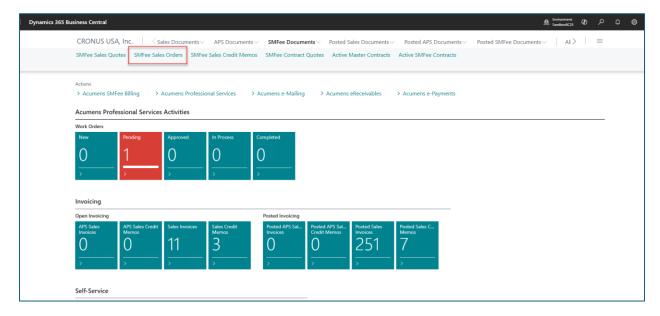


3. Software Sales.

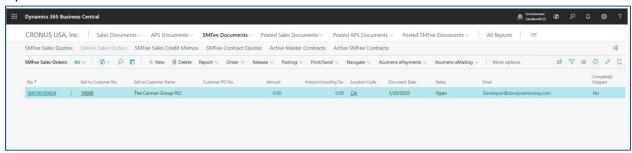
Licenses and Software sales are handled and processed through the Acumens Subscription & Maintenance Fee Billing Add-on which is part of the app packages that make up Acumens Software Sales and Services app.

SMFee Sales Orders are used to sales licenses or Software.

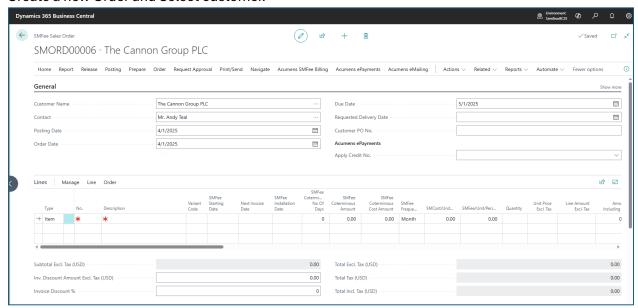
To create and process a SMFee Sales Order, on the role center navigate to SMFee Documents > SMFee Sales Orders. This is also available by search.



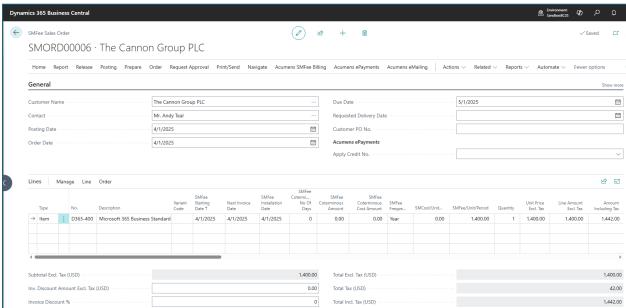
Opens SMFee Orders list.



Create a new Order and Select customer.



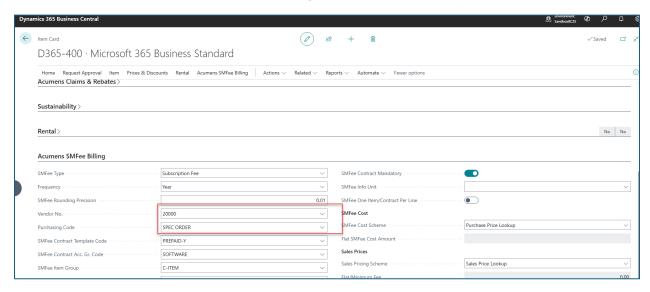
On the Order lines, select the Item and update SMFee Start and Next invoice date.



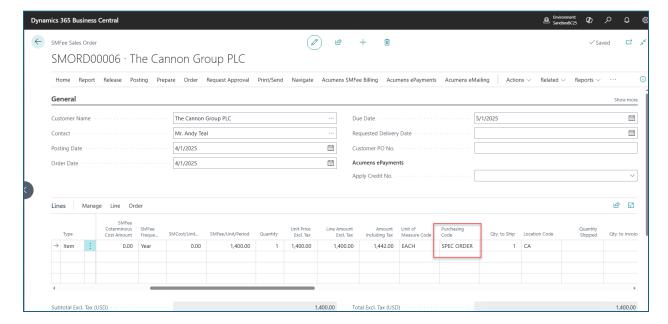
In some cases, you may be purchasing the softwares or licenses you sell directly from you vendor. In this case, you can opt to create a purchase order directly from the SMFee Sales Order. This is not a mandatory step.

To do that,

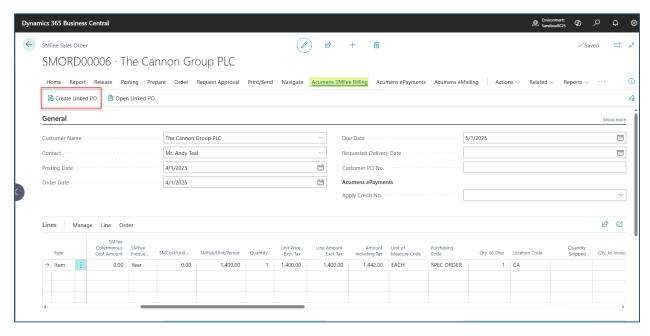
a. Ensure the Vendor No. and the Purchasing code on the item is populated.

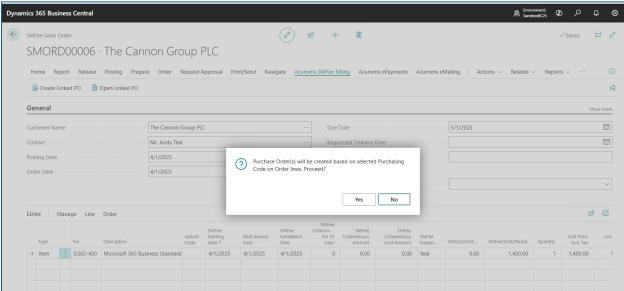


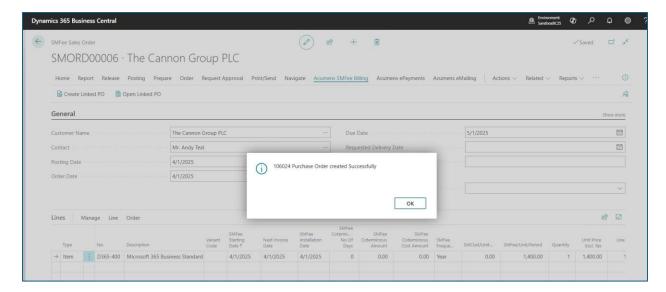
b. These are defaulted to the sales line when the item is selected but user can be change.



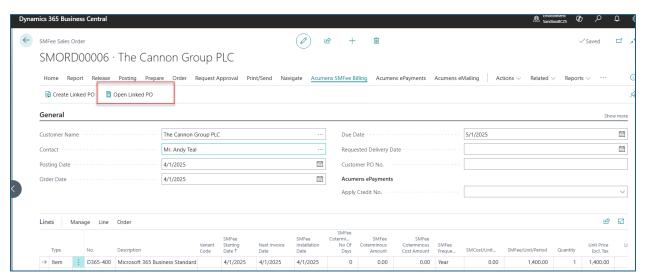
c. Release the order. On the action ribbon go to "Acumens SMFee Billing" and click on "Create Linked PO" action to create a purchase Order.

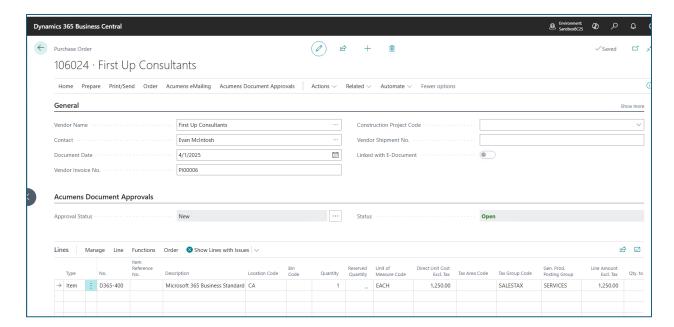




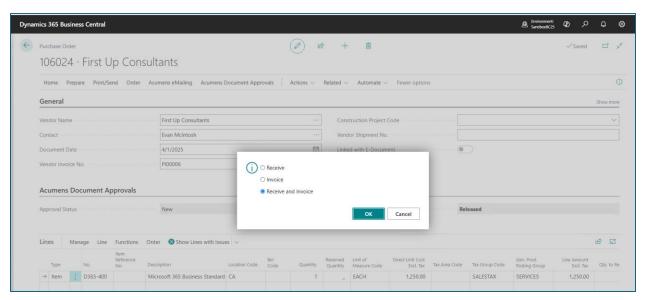


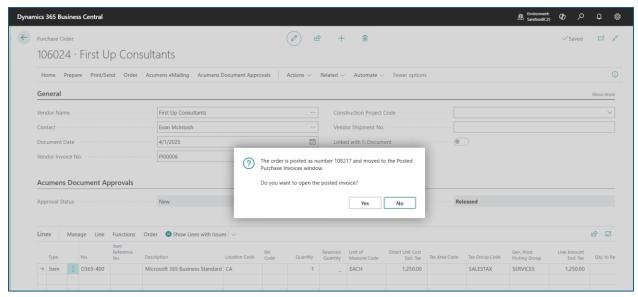
d. Open to view the created Purchase Order.

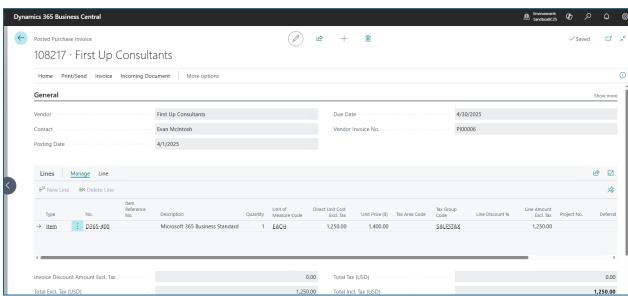




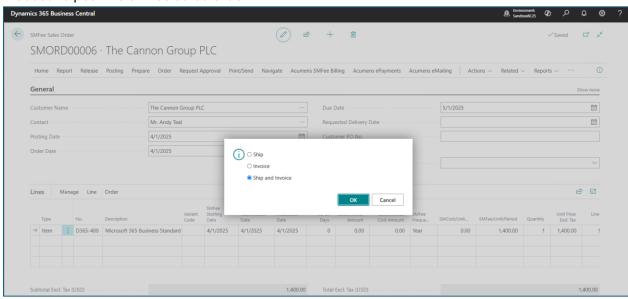
e. Update Vendor Invoice No., Release and post purchase order.

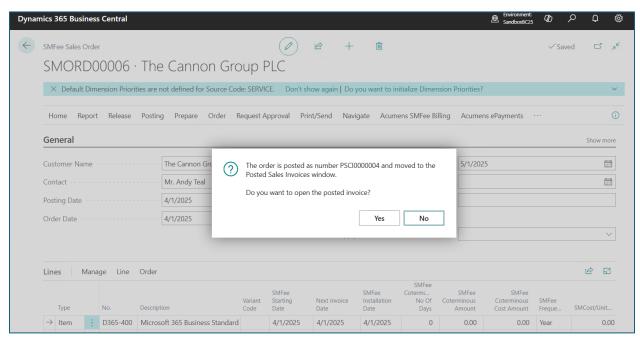


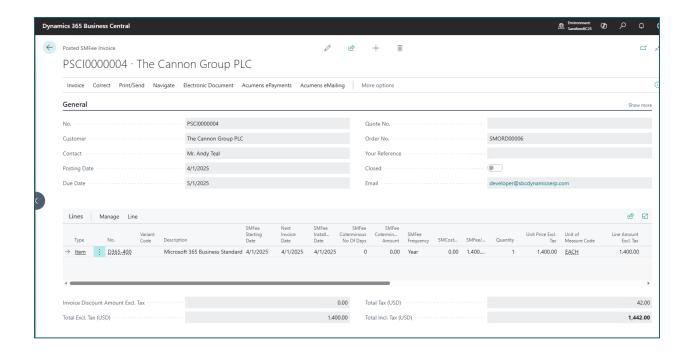




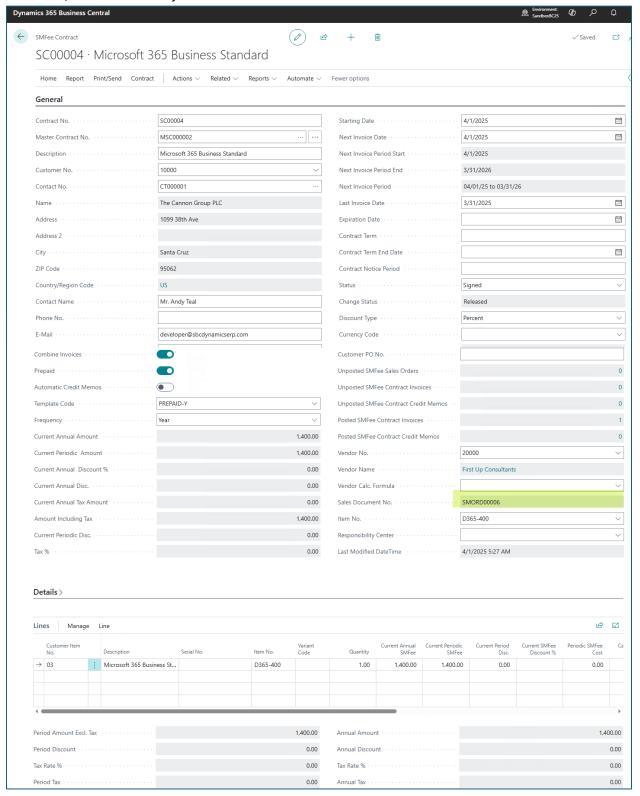
Proceed to post the SMFee Sales Order.







SMFee Contract is also created when the order is posted. This will serve as an agreement with your customer, and it will allow you to bill renewal or maintenance fees when next due.



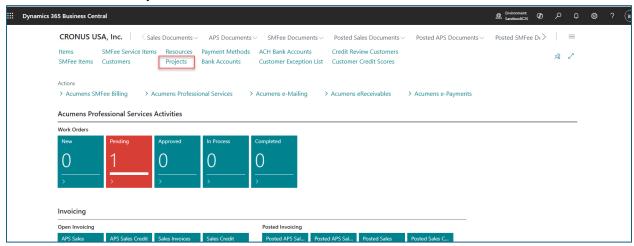
4. Project and Project Work Orders.

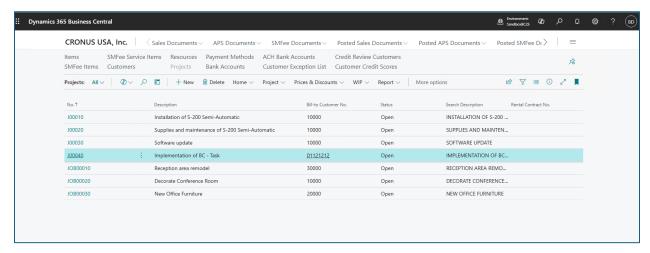
Acumens Professional Services Management Add-on provides an option to manage the projects, resources, billing and budget through the Work Orders. Projects are created and managed on the Standard Microsoft Projects Module.

4.1. Create Work Orders.

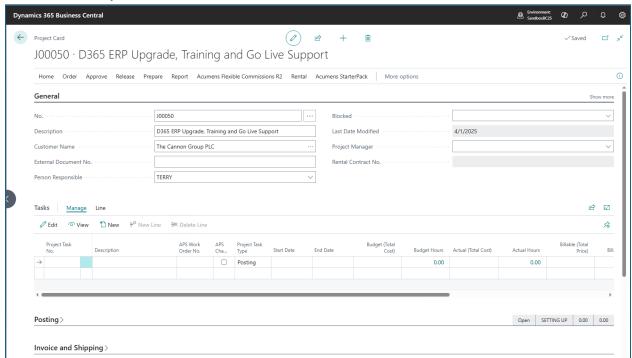
To create and process Work orders,

Go to or Search for Projects.

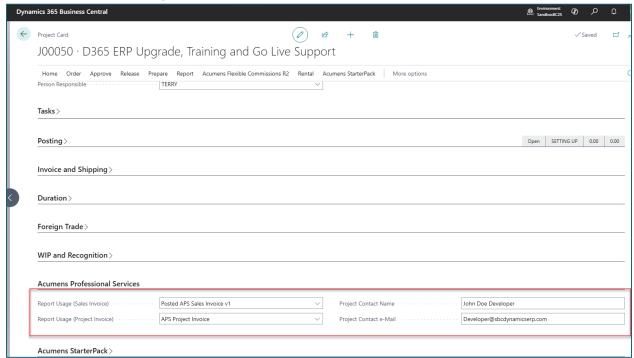




Create a new Project,

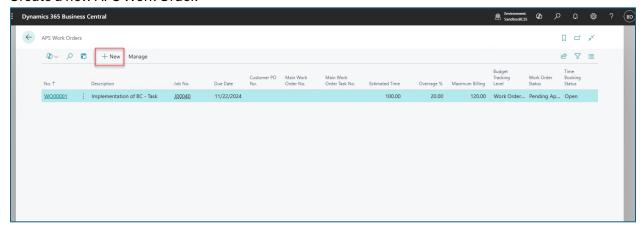


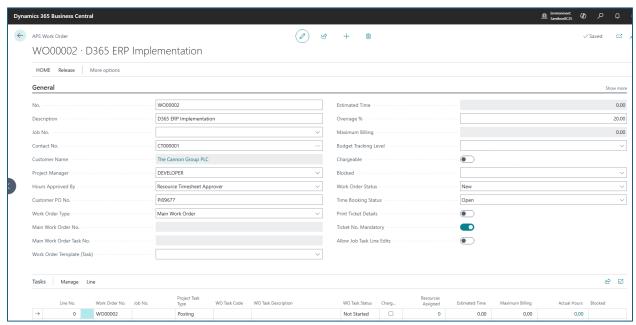
Verify that the report usage fields are populated.



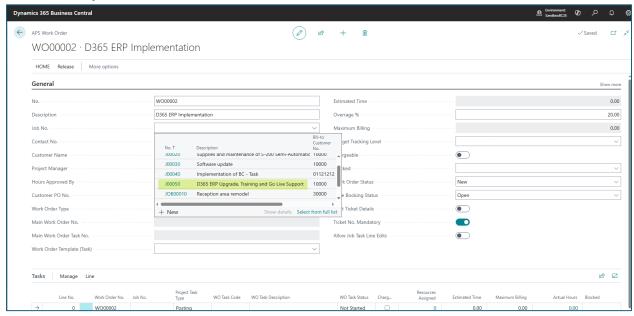
At this point, it is not necessary to enter the project task lines. This will be updated automatically later.

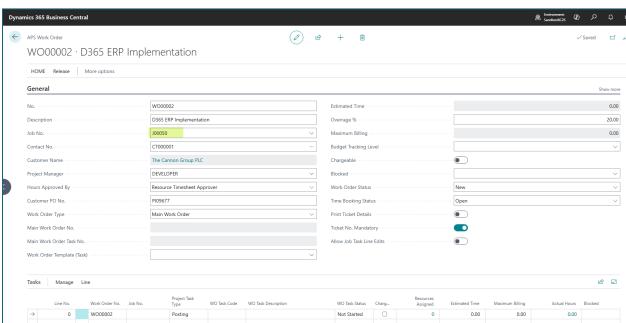
Create a new APS Work Order.



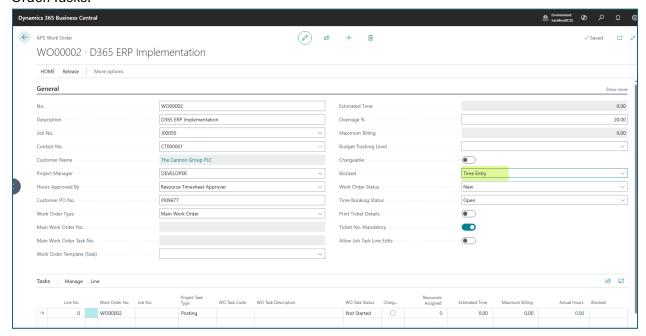


Select the Project created earlier.



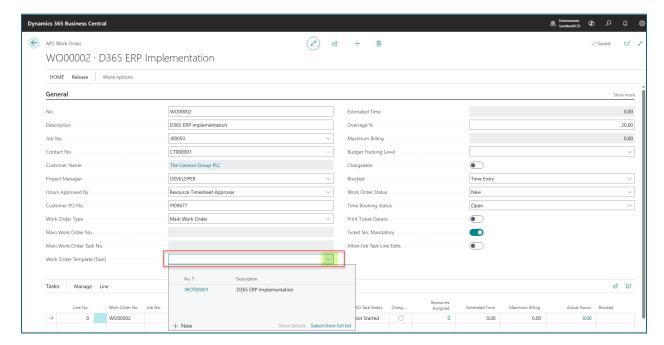


On the "Blocked" field, select "Time Entry". This will prevent posting of timesheets against the Work Order/Tasks.

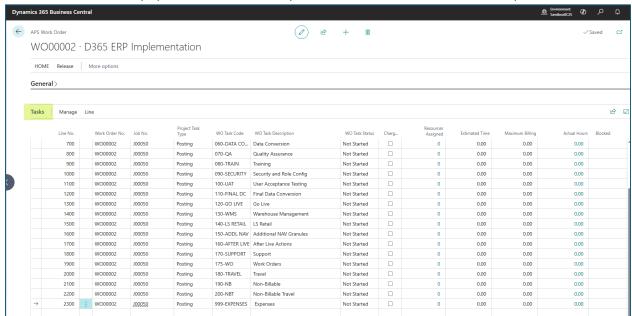


Work Order tasks can be manually entered or automatically by selecting the Work Order Template.

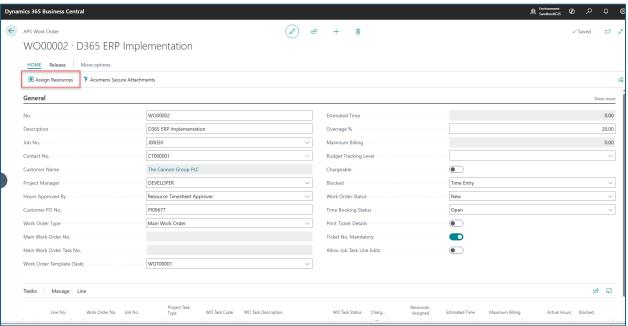
For this case, we select the work order template to populate the work order tasks.

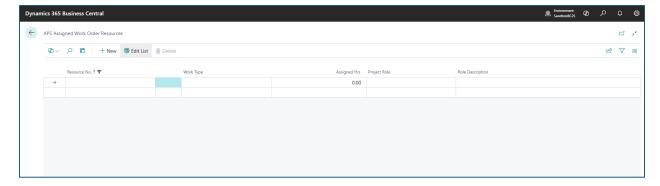


Work Order Tasks are populated from the template. Add or remove the lines as required.

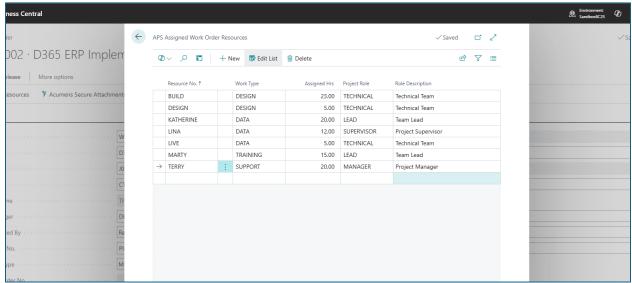


Assign resources to the work Order.

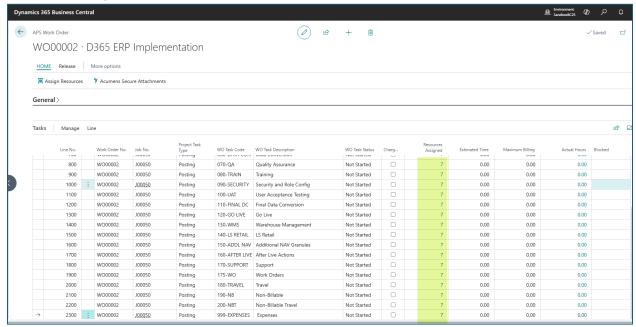




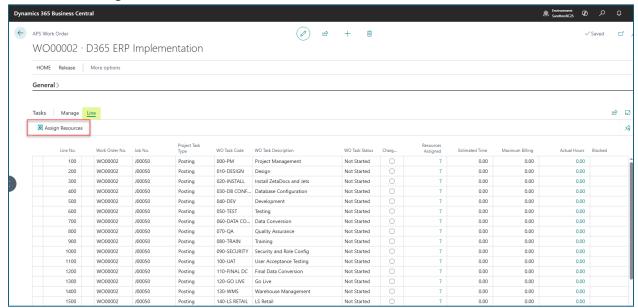
Select the resource assigned to the project and their roles.



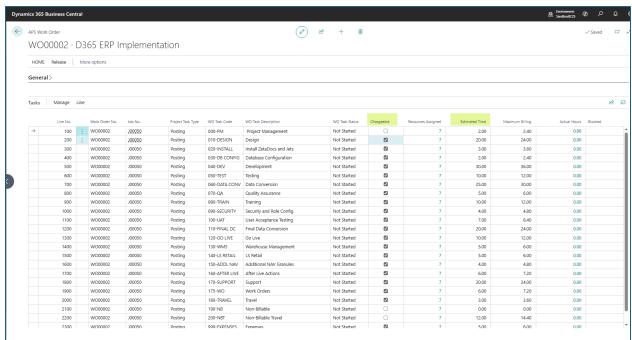
Resources assigned to the tasks are updated.

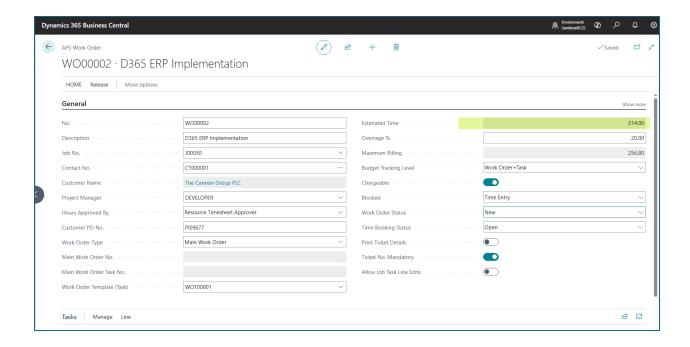


You can also assign a resource to the individual Task.



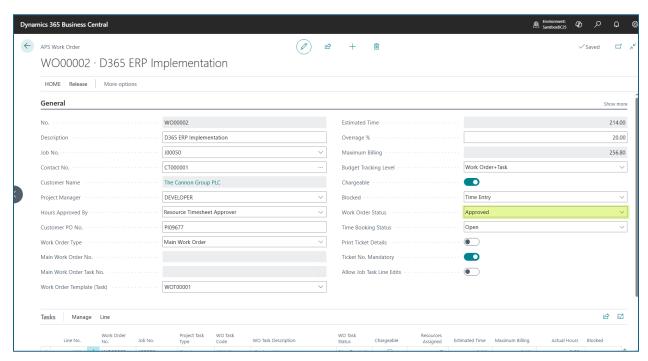
Enter the estimated Hours for each task. Chargeable column indicates if a task will be billable or not.





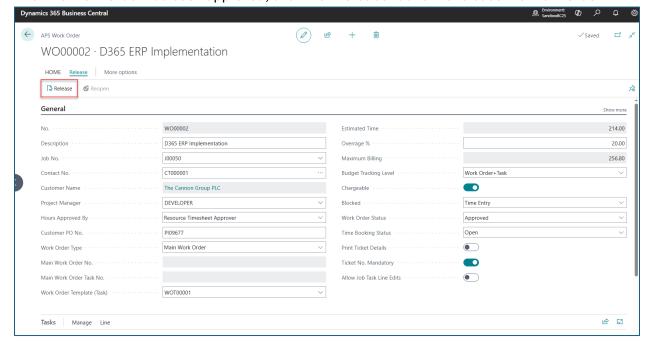
4.2. Work Order Approval Process

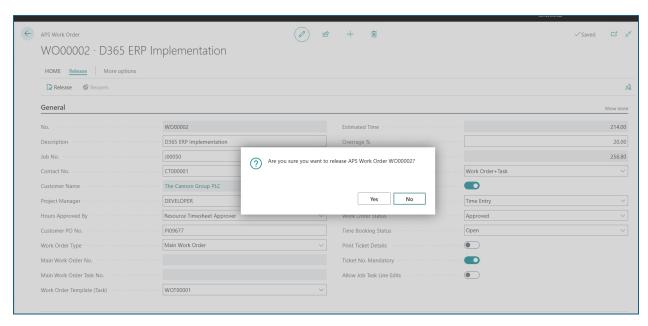
This process is outlined in the DocuSign Approval Process section of the Acumens Professional Service Management user manual.

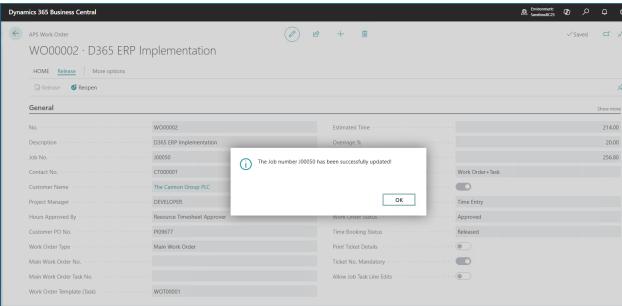


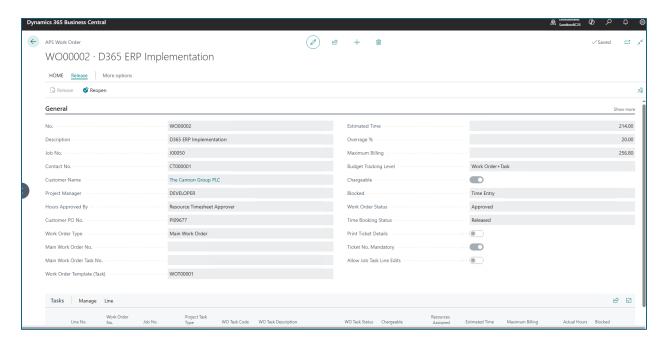
4.3. Release the Work Order.

After the Work Order has been approved, click the "Release" action to release the Work Order.

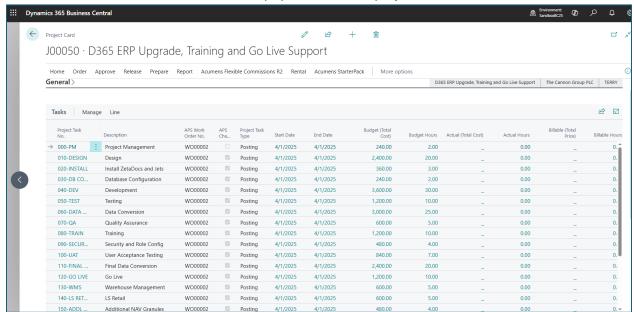




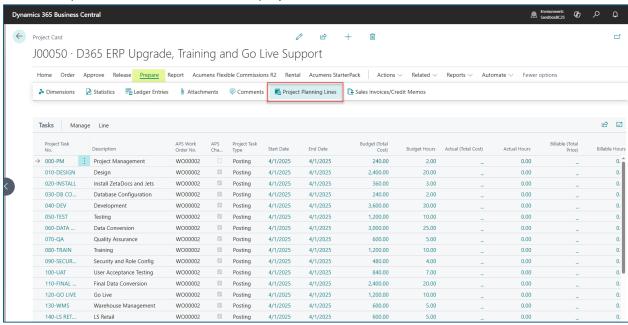


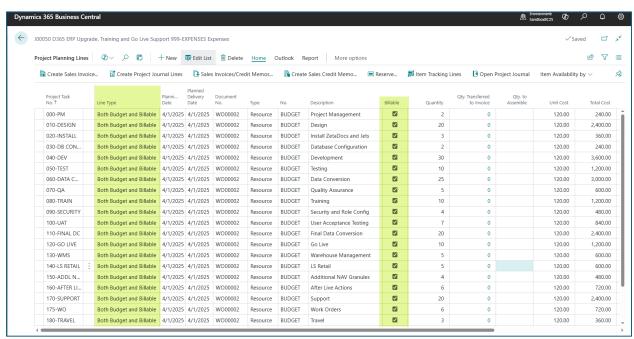


Once released, the Work Order Tasks are populated on the project lines as below.



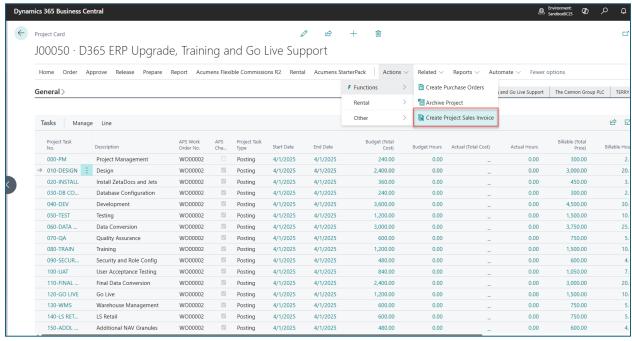
View and update the actual hours on the project task lines.

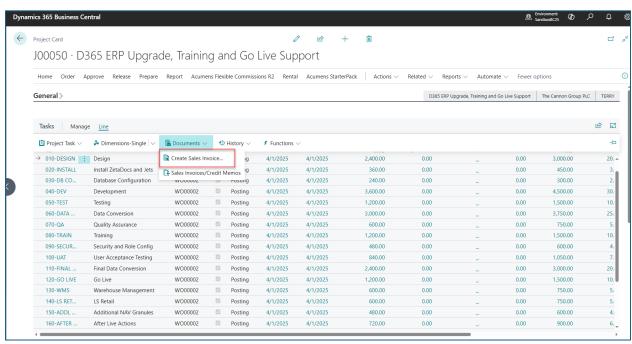




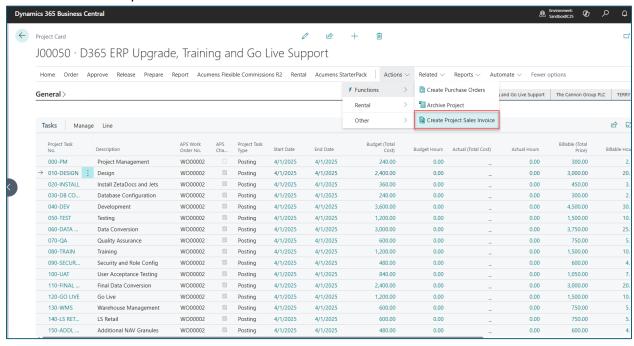
4.4. Create Project Invoice for billing.

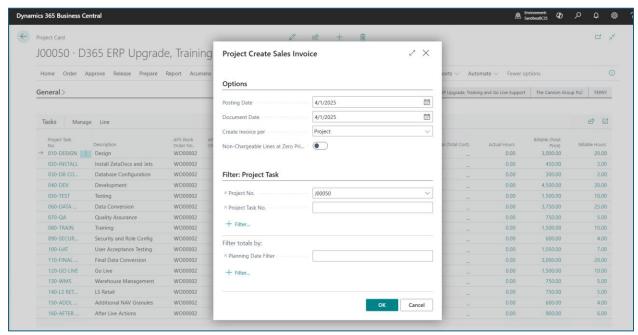
You can create an Invoice for the whole project or for Individual task Lines.



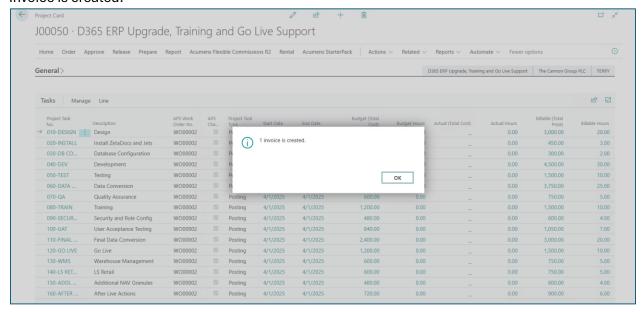


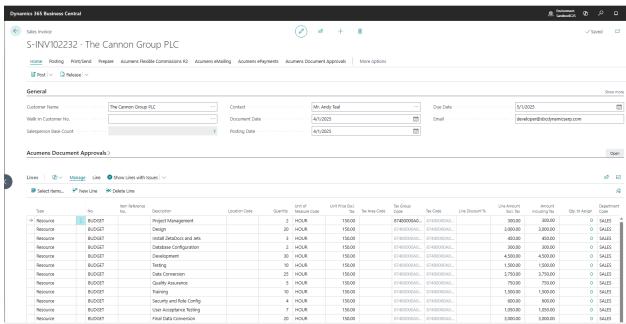
To create an invoice for the project, click "Create Project Sales Invoice" to create a sales invoice for the billable total price.





Invoice is created.





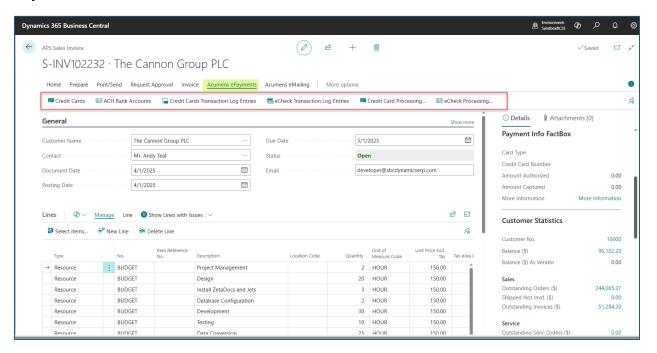
Post the invoice to bill the project.

5. Process Credit Card and ACH payments.

SMFee and APS sales documents supports receiving payments through both Credit Cards and ACH.

These are processed via authorize. Net frameworks.

For SMFee Sales documents and APS Sales Documents, the transactions are performed the same way as standard sales documents.

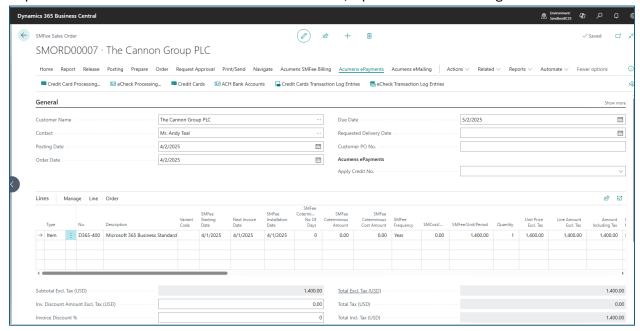


5.1. Credit Card Transaction.

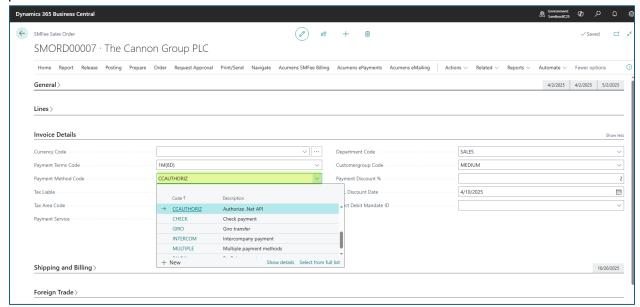
Credit Cards transactions can be performed for SMFee Sales documents and APS Sales documents.

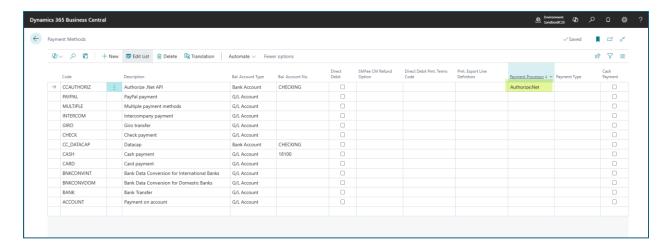
Below is a sample on SMFee Sales Order.

To process a credit card transaction for the document, Open the Order to charge a card for.

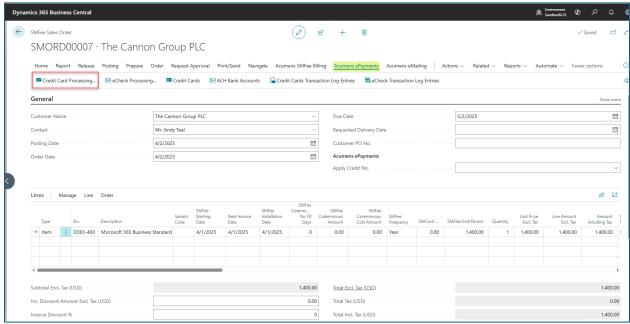


Check the Payment method code and select the payment method code with payment process=Authorize.net.

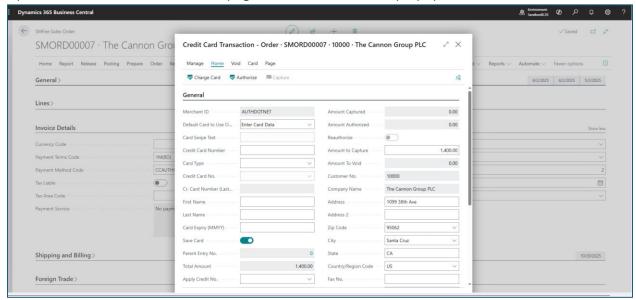




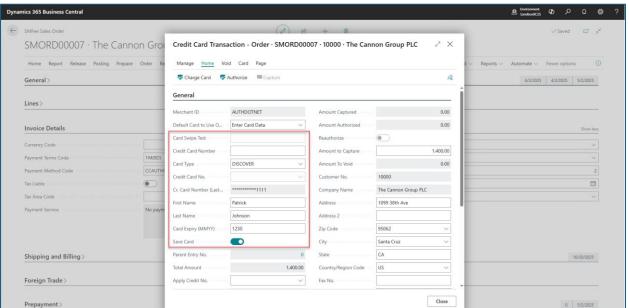
On the action ribbon, go to Acumens ePayments > Credit Card Processing.



Opens the Credit Card Transaction page. The order details are prepopulated.

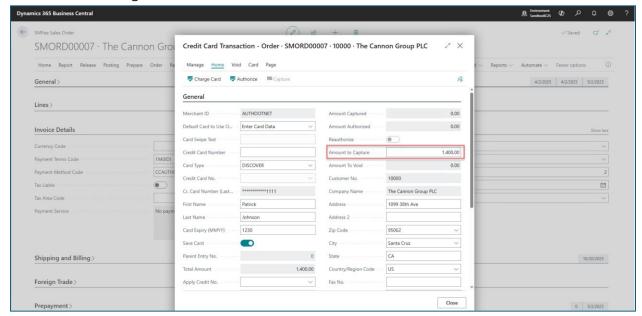


Enter or Select details of the credit card to charge.

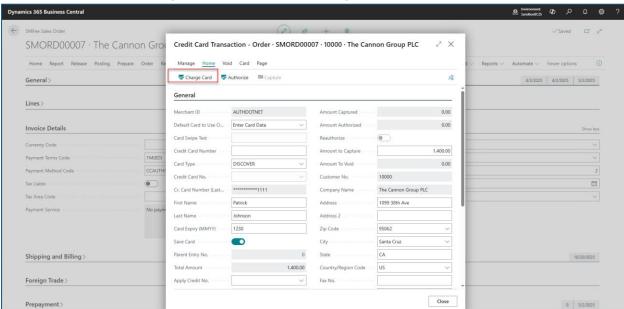


Charge Card.

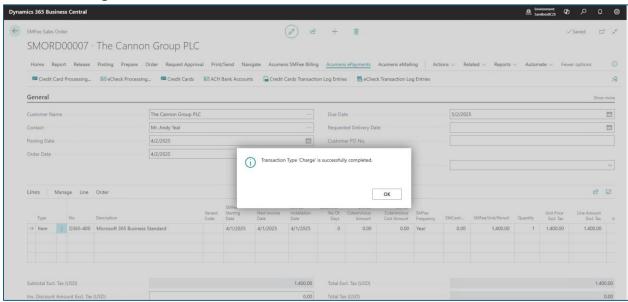
The amount to charge is defaulted to the order amount.



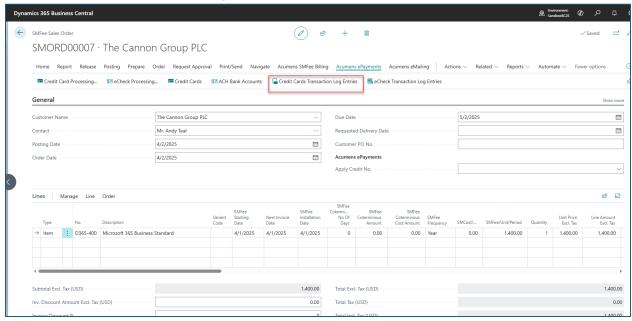
Update the amount to charge if required. Click on Charge Card action.



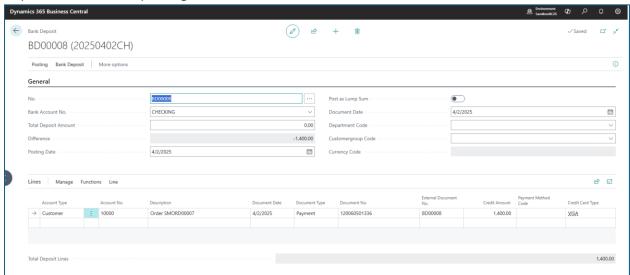
The card is charged.



Review Credit Card Transaction Log entries.

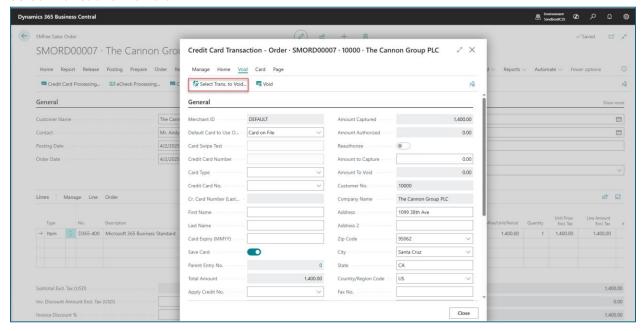


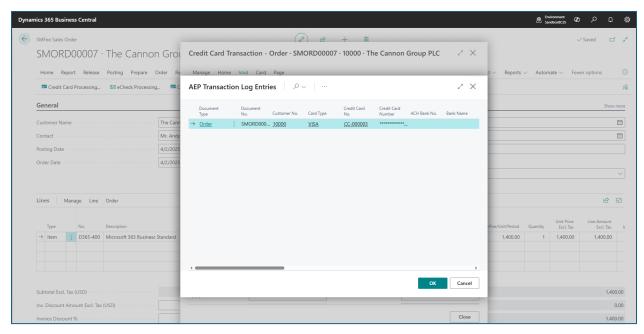
Deposit is created for posting.

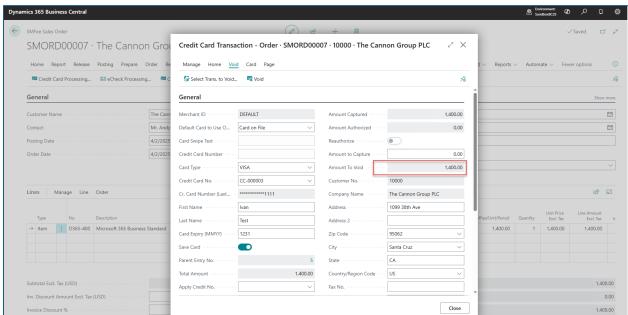


Void a Card Charge.

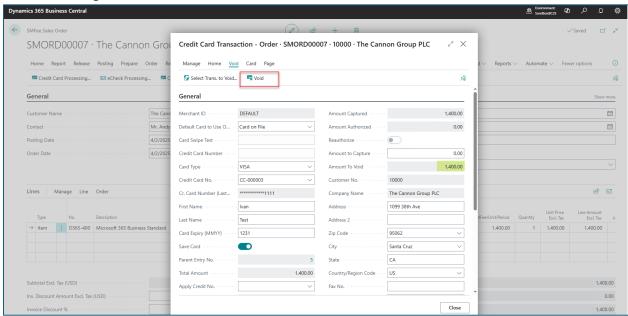
Select Transaction to Void.

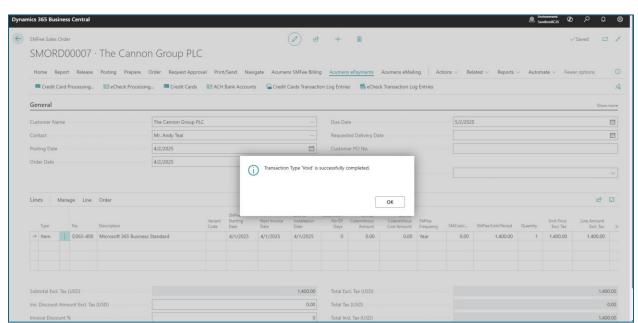




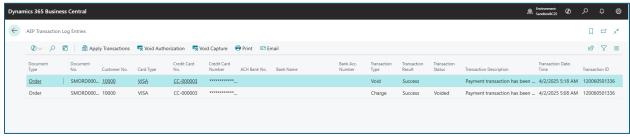


Void card charge.

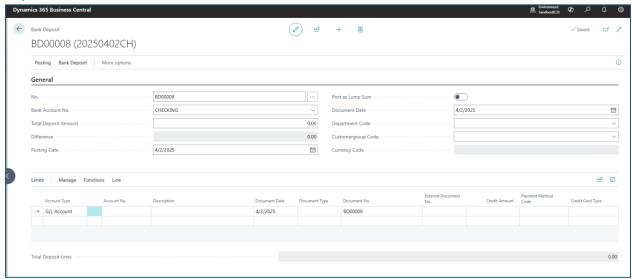




Review Credit Card Transaction Log entries.



Deposit line is removed.



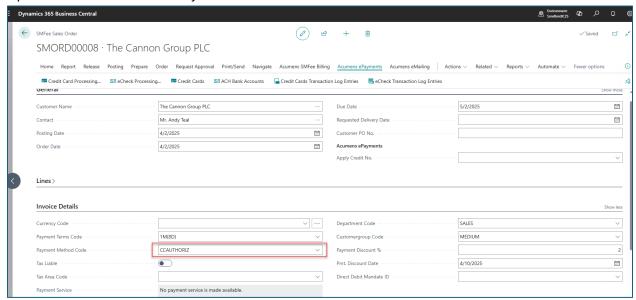
5.2. ACH Transaction.

ACH transactions can be performed for SMFee Sales documents and APS Sales documents. Transactions are performed the same way as standard sales documents.

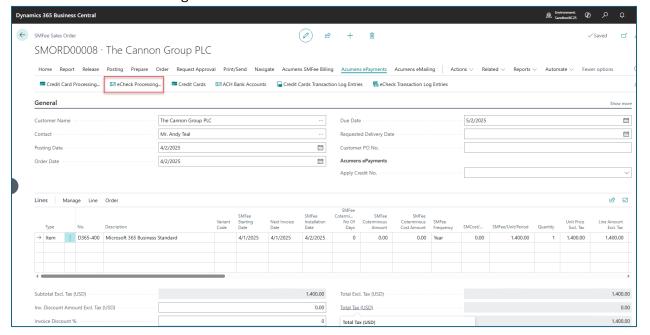
Below is a sample on SMFee Sales Order.

To process the ACH payments on the Order,

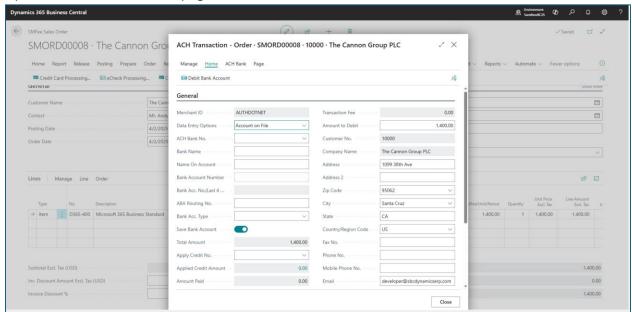
Open the Order and select Payment Method.



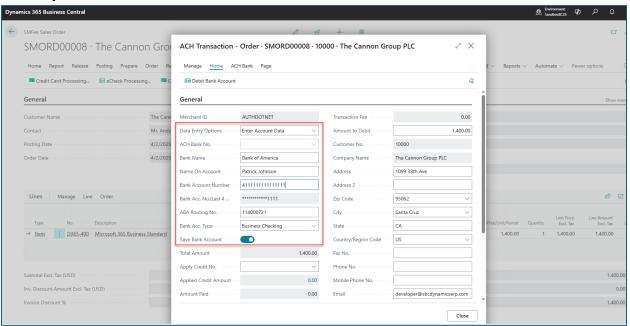
Click on eCheck Processing action.



Opens the ACH Transaction page.

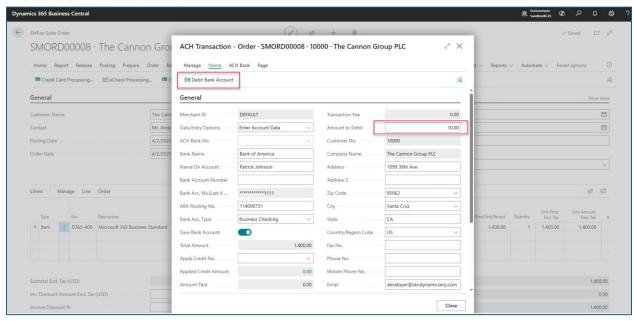


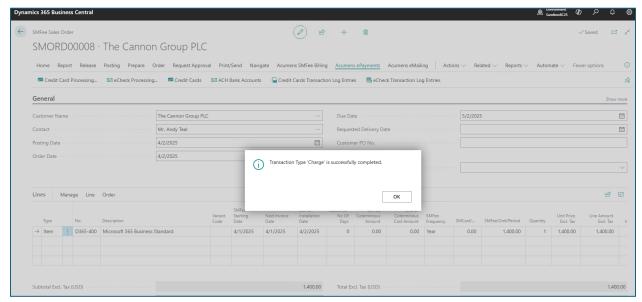
Select or enter the ACH Bank details. In this case, we are going to enter bank account details manually.



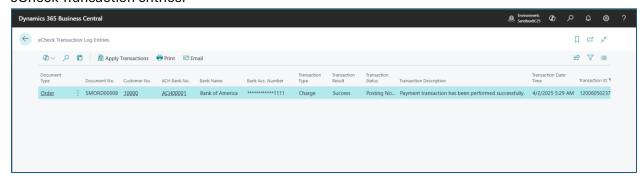
Debit Bank Account.

By default the amount is defaulted to the Order amount including Tax. Update the amount to Debit and Click on Debit Bank Account action.

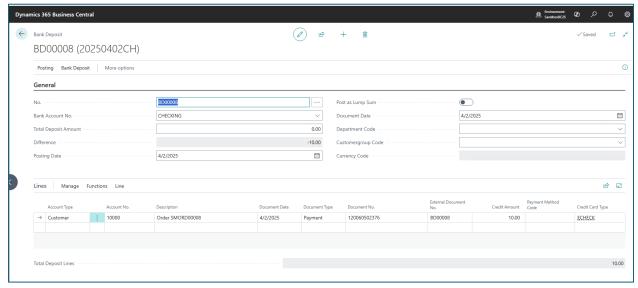




eCheck Transaction entries.



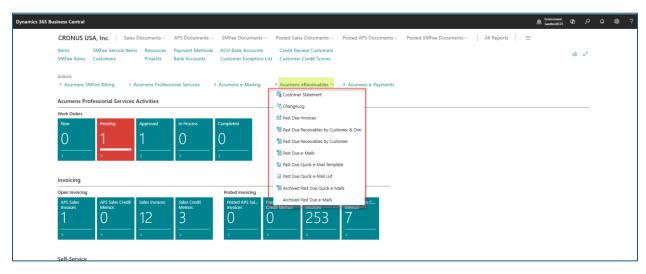
Bank Deposit for the transaction is also created for posting.

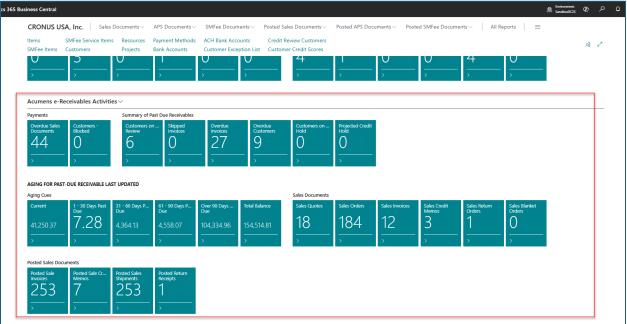


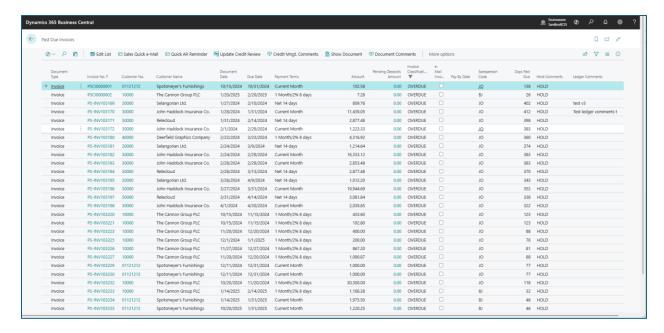
6. Emailing and e-Receivables.

6.1. e-Receivables for SMFee and APS Documents.

All the features for Acumens e-Receivable App apply for this app.







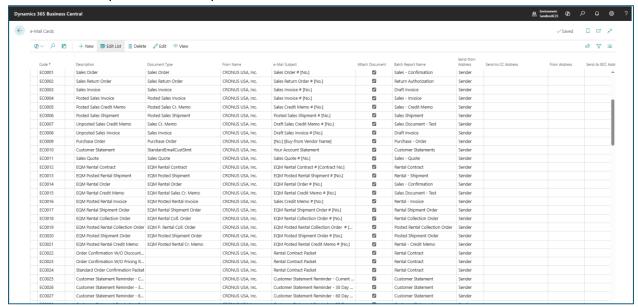
More details on these features are available in Acumens e-Receivables Management App documentation.

6.2. Acumens e-Mailing.

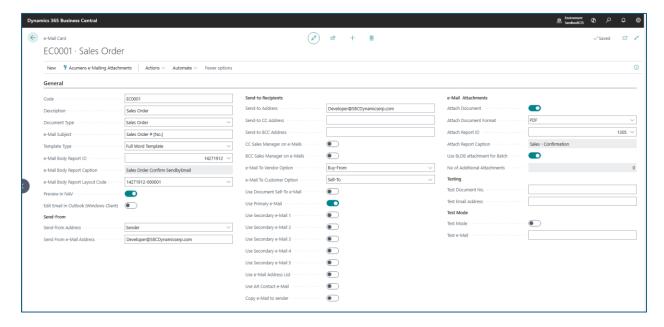
Emailing for SMFee and APS documents is handled the same as for Standard Sales Documents.

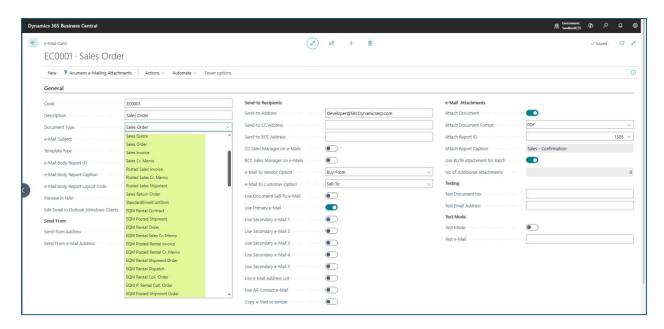
6.2.1. eMailing Cards for Sales Documents

An e-mail card specifies various parameters that are used to send emails.



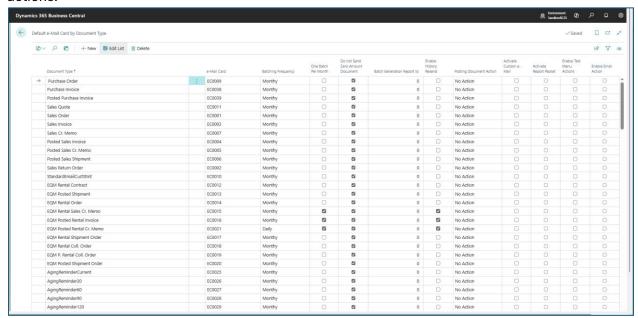
Email Cards are set up for each ASM Document by specifying the Document Type field.





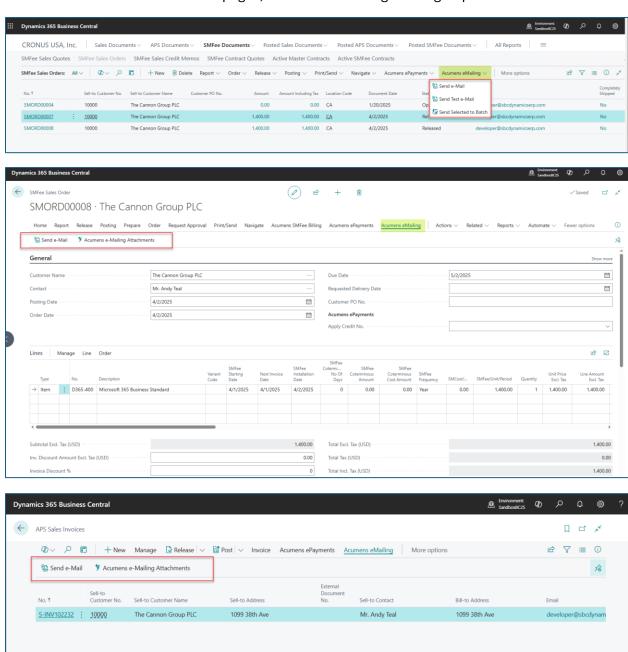
7.2.1. Default e-Mail Cards by Document.

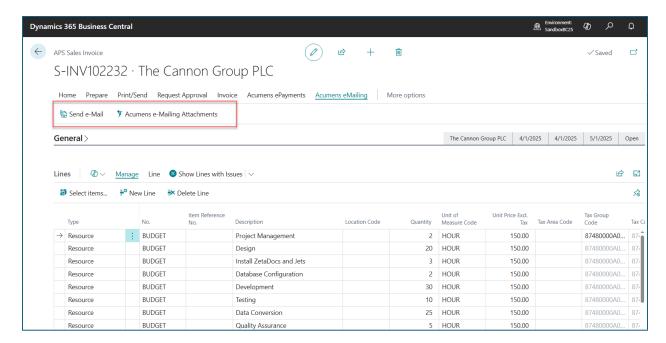
Specifies the e-Mail card to use by default for each document when emailing the document and what should happen when a document is posted. Here you can also control visibility of actions within documents such as Activate custom e-Mail, activate report packets, and enable test menu actions.



7.2.1. e-Mailing SsMFee and APS Documents.

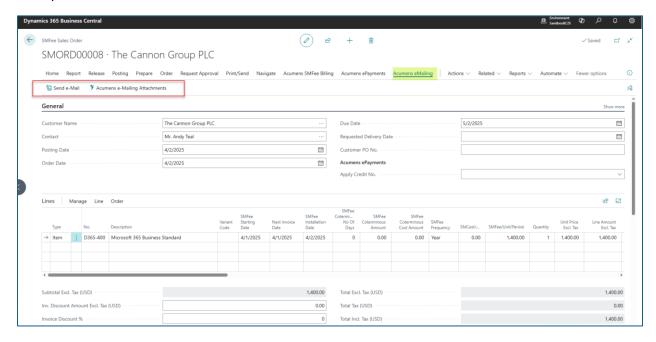
On SMFee Document list and card pages, Acumens e-Mailing action group is available as below.

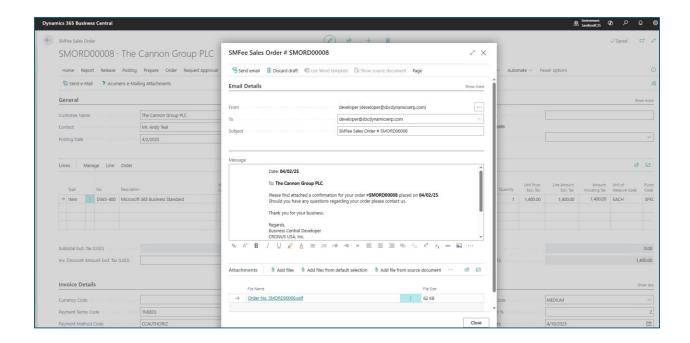




You can send individual documents per email template defined for each document based on the Defaults E-Mail cards by Document setup.

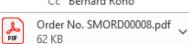
Example on SMFee Sales Order.





SMFee Sales Order # SMORD00008







Date: 04/02/25

To: The Cannon Group PLC,

Please find attached a confirmation for your order #SMORD00008 placed on 04/02/25. Should you have any questions regarding your order please contact us.

Thank you for your business.

Regards, Business Central Developer CRONUS USA, Inc.

