

Point-in-Time Fonteva A/R Aging Report Case Study



Executive Summary



Finance needed true point-in-time A/R; standard Salesforce/Fonteva couldn't deliver. We built an installable LWC that reconstructs historical A/R from Fonteva Transactions for any date range, with instant Excel export and pagination under Salesforce security. Month-end prep dropped from 16 hours to 4, audit-ready spreadsheets generate in under 2 minutes, and discrepancies are found in minutes. The package is customizable per org to match unique accounting rules.

Introduction

A national membership organization needed a better way to reconcile its accounts receivable with the general ledger, on its schedule, not the system's. Month after month, finance leaders were asked simple questions: *What did A/R look like at month-end? How does it compare to prior periods?* But standard Salesforce/Fonteva reporting couldn't produce true **point-in-time** aging, and the "snapshot" options still forced analysts to wrangle multiple spreadsheets from both systems just to approximate an answer. The effort consumed two full days every close. The team asked us to design something dependable that let them look back at the prior month whenever they got to it, and to reach further back for audits and trend analysis when needed.

Key Results

**12
hours**

month-end close
time saved

**<2
mins**

download detailed
excel report

-75%

reduction in time
for corrections
in Salesforce

The Challenge

Salesforce reports don't support point-in-time A/R, and even snapshotting falls short when finance needs classic aging buckets (current, 30/60/90/120/120+), accurate days outstanding, and a complete view of movements: new orders, cash receipts, adjustments, credit memos, refunds, and write-offs, as **they existed on a specific historical date**. Without that, monthly audits dragged on. The controller spent days pulling spreadsheets and hand-calculating balances to compare systems and isolate discrepancies. Summaries were brittle: a single back-dated entry or re-applied payment could upend the math. The stakes were practical, not theoretical. Executives wanted quick, trustworthy answers; finance wanted a workload that didn't hijack the month-end calendar.

The Solution

LWC Technology

We built a custom Lightning Web Component that delivers true point-in-time A/R for Fonteva. Staff enter a Beginning Date and an As-of Date (end date), and the component composes an authoritative view for that period, instantly, every time.

Date selection & filters

Users provide a Beginning Date and As-of Date to rebuild balances and aging as they existed for that window. The design is deliberately simple so finance can run it at month-end or anytime discrepancies arise.



Computation engine (Fonteva Transactions)

The LWC reads Fonteva Transaction records and performs finance-grade calculations using transaction dates, types, receipt types, and debits/credits. Because every movement is logged in Transactions, the component cleanly handles the things that usually break reports: partial payments, refunds, credit memos and applications, adjustments/voids, write-offs, and back-dated postings.

Cash Received	SUM of Transaction records of Type="Cash" AND Receipt Type!="Refund" with Dates > the Beginning Balance Date and < the As-of Date and "Total Debits" > 0
Adjustment Entries	Transaction records of Type=Adjustment with Dates > the Beginning Balance Date and < the As-of Date "Total Debits" > 0 ADD "Debit" field values when - "Type"="Disbursement" OR Receipt Type='Refund'
	SUBTRACT "Debit" field values when - Memo contains "Write Off" OR - Type="Credit Note" OR - Type="Adjustment AND Memo contains "VOID" - Type="Credit Memo" OR - Type="Credit Memo Applied"

Aging & point-in-time math

Aging buckets and Days Outstanding are computed relative to the As-of Date (not "today"), so historical roll-forwards reconcile the way accountants expect. Beginning balance, period activity (New Orders, Cash Received, Adjustment Entries), and ending balance are all calculated as-of the selected dates.

Balance Due (2022-03-01)	New Orders	Cash Received	Adjustment Entries	Balance Due (2022-06-01)
-	\$5,000.00	\$1,700.00	\$60.00	\$3,360.00
-	\$5,000.00	-	-	\$5,000.00
-	\$5,000.00	-	-	\$5,000.00

Scale, performance & export

To work at any volume, we implemented pagination and an instant Excel export. Finance can pull a point-in-time spreadsheet in under two minutes and move straight to reconciliation.

What users see

On-screen columns match how controllers work: Sales Order (with link), legacy Invoice (if present), Created/Posted dates, Account, Contact, Balance Due (Beginning Date), New Orders, Cash Received, Adjustment Entries, Balance Due (As-of), Days Outstanding, aging buckets (Current, 60/90/120/120+), plus optional reference fields (Customer Reference #, A/R Account) we can add per org.

Days Outstanding	Over 365	Over 120	Over 90	Over 60	Current
66	-	-	-	\$3,360.00	-
66	-	-	-	\$5,000.00	-
175	-	\$5,000.00	-	-	-

Security & access

Everything respects Salesforce security. The app can be limited by profile/permission set, and underlying record visibility rules are enforced in the results.

Packaging & setup

We ship as an unmanaged package so it's straightforward to tailor per org (extra columns, unique accounting rules). Our team handles install and setup, and offers enhancements at our hourly rate.

The Results

Finance now closes with confidence and without the scramble. Instead of two days of spreadsheet gymnastics, the controller runs a point-in-time report, exports to Excel in under two minutes, and focuses time on exceptions rather than assembly. Discrepancies are found in minutes, then corrected directly in Salesforce/Fonteva, so A/R, cash, adjustments, and credits tell the same story. The tool shows its value beyond close: when a question comes in from an executive or a member, finance can pull **the exact historical A/R position** and compare it to other months or years, going back as far as Transaction history allows. We've since installed the same package for additional organizations, adapting fields and rules where needed. The common thread is the same: reliable, point-in-time A/R that finally matches how finance works.