

▶ ERP Functionality At SME Pricing

# BRIDGING THE GAP BETWEEN TRADITIONAL SME AND ERP ACCOUNTING SOFTWARE MARKETS.

## ABOUT.

Palladium Software is a Proudly South African company that has been offering businesses interruption-free software since inception. Developed using state of the art technology, Palladium is supported by an extensive international business partner and distributor channel together with a helpdesk based in Johannesburg.

## OVERVIEW.

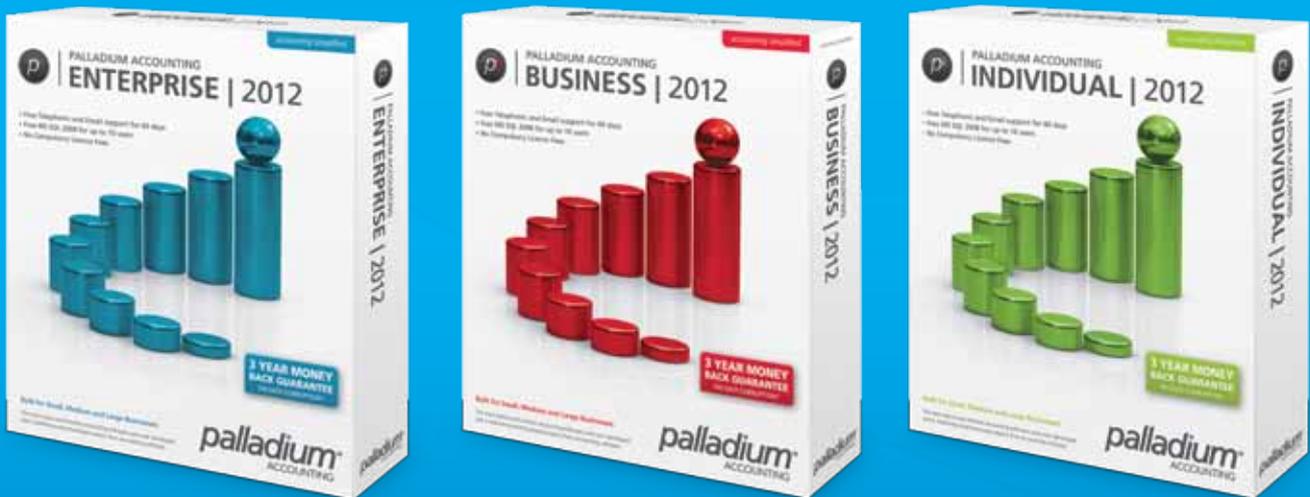
Palladium Accounting software offers a range of feature-rich Accounting Solutions to suit SMEs ranging from the single user business right through to the larger enterprise. Our single pricing model ensures that clients do not pay hidden costs for additional modules such as Point Of Sale, Project Costing or Business Intelligence. Our common interface ensures that the product is easy to use, so that new clients are fully operational in a limited time period. Our value proposition is in our technology and product stability and hence we are the only company in the world to offer a 3-Year money back guarantee on data corruption.

## MISSION.

Our mission is to bridge the gap between the traditional SME and ERP accounting software markets by offering businesses affordable and practical, feature-rich software without compromising ease of use. This is not only supported by our technology but is also evident in the abundant, big-business features inherent in our software.

The new Palladium 2012 release is feature rich and supports our on-going commitment to provide our clients with practical, business enhancing features, that will assist them to stay ahead of their competitors.

Palladium makes use of on-demand database connections allowing it to run seamlessly in the most challenging of environments, supporting the simplest stand-alone system, to the local area network environment with full support for wireless networking technologies, right to the wide-area (remote access) solution. Where most other systems establish a direct connection to the datasets on installation, Palladium takes this a level higher, allowing users to create multiple Database Connection Sets each with the ability to connect to its own Palladium Server group of companies. This facilitates wide area connectivity across multiple servers or simply for a user to work from home without the need to purchase other 3rd party terminal emulation software, and all from the exact same Palladium System Interface.



**PALLADIUM ACCOUNTING SOFTWARE OFFERS A RANGE OF FEATURE-RICH ACCOUNTING SOLUTIONS TO SUIT SMEs RANGING FROM THE SINGLE USER BUSINESS RIGHT THROUGH TO THE LARGER ENTERPRISE.**

▶ **Lowest Cost of Ownership**

Palladium was designed to optimise the latest features in Microsoft's SQL Server database with full data authentication and rollbacks to guarantee data integrity. This rock-solid stability means that your business always maintains maximum up-time. No data corruptions means no downtime resulting in no additional consulting costs, no lost staff productivity and no theft or duplicate costs from switching to and from manual systems.

### EASY & INTUITIVE NAVIGATION

Our intuitive navigation screens mean that you can move around the system with ease. Select the module function on the left and have a graphical view of the processing functions, with tabs for reports and transactional drill-downs. The last 50 processed transactions per function located at the bottom, offers a quick view and drill function for easy monitoring and review. (Subject to user security access rights).

### POWERFUL "AS-AT" REPORTING

Palladium offers complete real-time, or "As-At" Reporting. This means that you can run reports at any date in history. These include Customer and Supplier Aging Reports, Inventory Aging Or Valuation Reports as well as full Financial Reports for any range of dates, past or present.

### FULL MULTI-CURRENCY COMPATIBILITY

The extensive multi-currency feature spans the entire spectrum from Customers, Suppliers, Bank Accounts and even GL Journals. Rates are managed on a daily basis with a minimum and maximum tolerable variance that is designed to eliminate any possible finger errors. You can also set your exchange rates to automatically update from the Web alleviating the need to do it manually.

### ADJUST ALL DOCUMENTS

Users can adjust or amend all documents in Palladium. The amending of customer invoices is tightly controlled with a user security as well as a track-changes audit function for completeness. On amending, the system creates a full GL reversing journal and audit trail with a new entry being created for the "new transaction".

### FLEXIBLE INTERNATIONAL TAX ENGINE

Our tax engine is designed to cater from the simplest to the most complex tax structures with the option for multiple tax rates and integration accounts for a single tax type, with exception options at Item, Customer and even Supplier level. This allows you to easily cater for State and Federal taxes as well as for standard VAT or other related tax types.

### ADVANCED DIRECTIONAL PRINTING

Palladium offers global or per-user document numbering on all processing documents and has the ability to use unique document layouts per user as well as define a default printer on a per user, per document basis. This alleviates the need for users in warehouses, branches, departments or sales offices to have to keep on changing or selecting their required printer.



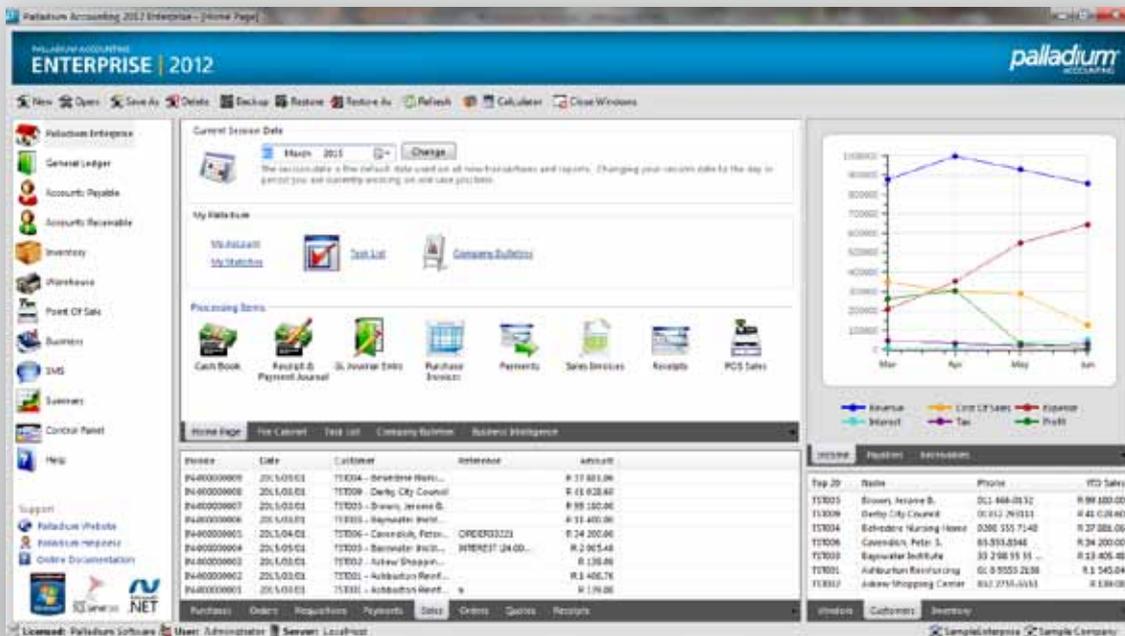
**Palladium stores all Information for Life allowing you to run all your financial and transactional reports since business inception.**

## POWERFUL GENERAL LEDGER

Our General Ledger caters for Main and Sub Accounts, as well as full departments, or branches, and also allows full cost centre allocations for a complete multi-dimensional reporting view of your business. You can even setup templates to apportion costs or revenue dynamically across the related Cost Centres for ease of processing.

## ATTACH DOCUMENTS TO ALL MASTERFILES

The ability to attach documents or files to all Masterfiles means that you can maintain all relevant documentation in one place with full and easy reference capabilities. A password control function means that critical documentation remains secure and available.



## ADVANCED USER & ACCOUNT SECURITY

Advanced user security and setup offers complete control over the users in your system with Access Rights per feature with the option for personalised document numbering by user. Control and trace user login history as well as view user processing statistics. The system also caters for full General Ledger Account security controlling user access to specific accounts from journal posting to account transaction printing. A Roll-Up function extends this security to stock items where user-access is limited to even the sales integration or control accounts.

## BUSINESS INTELLIGENCE STYLE ENQUIRIES

The enquiry screens facilitate a separate and secure view into all the general information and settings, alleviating the need to access Edit Functions or run disparate reports. You can drag and drop fields as required with one or more tabs being emailed or snapped directly into Microsoft Excel for further analysis. Additionally you can drill down to the source document itself for a more detailed analysis.

## FLEXIBLE CUSTOMER & SUPPLIER TERMS

Our terms feature allows you to define negotiated terms on a per document basis. Set payment due dates either from date of Document or by Calendar date for both Customer and Supplier invoices.

## OPTIMISE INVENTORY ORDERING THROUGH VENDOR ORDER FORM

Order Inventory from Vendors from an informed point of view by having all pertinent information at hand to purchase the correct quantity at the correct price. At the press of a button you can filter by Vendor, Inventory Category, Stock Location or even by Customer Pricelist. View on-hand quantities, sales for the last Year, Month as well as a recommended order quantity.

► Set a document Status type per processing document, allowing you to manage the status and resulting follow up process. The Status can be changed dynamically without the need to adjust the document itself.

The screenshot shows a 'Purchase Order' window. At the top, there are menu options like 'File', 'Edit', 'View', 'Template', 'Purchase', and 'Report'. Below the menu, there are fields for 'Vendor' (TSDCL) and 'Ship To' (Purchase Order). A 'Document Items' table is visible with the following data:

Number	Location	Description	Qty	Unit	Price	Discount %	Tax Code	Tax	Amount
Apples	FortLauder	these apples	1	SA	300.00	0.00	02	42.00	300.00
Tomatoes1kg	FortLauder	1 Kg Pack Tomatoes	1	kg	0.00	0.00	02	0.00	0.00
2kgTomatoes	FortLauder	2kg Tomatoes	21	SA	1,310.94	0.00	02	3,854.16	27,529.74

At the bottom, there are fields for 'Status' (Complete), 'Department' (1000 Sample Dept.1), 'Terms' (30 Days From Invoice), 'Copied Document Reference', 'Reference' (SO-000000001), 'Customer Name' (Expurgates Institute), and a summary table:

Subtotal	27,529.74
Discount	0.00
Tax	3,854.16
Total	31,725.90

## INTEGRATED DOCUMENT & MASTERFILE COPY FUNCTION

This powerful Copy function allows you to create documents by Copying the details from another document. You can also create a Purchase Order from the details of one or more Sales Orders, allowing you to just select the items and pull them through, on the fly, without the need to recapture any details. The Sales Order and Customer details are recorded on the Purchase Document on a per line basis, and referenced at time of Goods receiving so that the items can be linked to the customer to optimise the order fulfilment process.

## ACCESS CUSTOMER & SUPPLIER HISTORY AT A GLANCE

The Sales/Purchase History function, found in all Processing Documents, gives you direct access to Customer (and Supplier) history at time of sale allowing the items to be copied across or analysed for ease of processing.

## MULTIPLE UNITS OF MEASURE

With Palladium you can Purchase and Sell items in different units (quantities) of measure to that of the item stocking unit.

## BOOKMARK DOCUMENTS

Bookmark documents for easy recall, be it to amend a document or to copy details from the document across all functions, i.e. copy the details of a bookmarked Sales Order to a Purchase Order or vice versa.

## RETURNS & CREDIT NOTE MANAGEMENT

The Credit Note Pre-Authorisation facility allows users to create a Credit Note Request Form and have this authorised before being converted to a credit note. In addition to this, the Credit Note Reason Feature ensures that all returns are categorised so that they can be scrutinised and managed accordingly.

## INCREASE REVENUE WITH ADVANCED UPSSELL FEATURES

An advanced UpSell Function allows you to set an unlimited number of "UpSell" Items with settings for Optional Dynamic Prompting per item per processing Document. New employees can now sell specialised products with little experience of the business, ensuring maximised revenue potential at all times. Additionally, each processing document has its own UpSell Invoke Button that will display all upsell (or linked) items for all items on the Document allowing for discrete upselling.

## OPTIMISE DISTRIBUTION WITH SHIPMENT CONSOLIDATIONS & DELIVERY ROUTES

The system caters for the creation of deliveries, or grouping of items to one or more customers. These items can be grouped and packed to packages that can in turn be assigned to or grouped in containers. For ease of consolidation, Delivery Routes can be assigned to customers and deliveries can be assigned to specific vehicles and drivers. In addition to this a default "packing order" field has been included to recommend a placement for a specific customer's delivery within the vehicle. There is also an ability to print Packing Lists, Shipment Manifests, with label printing throughout.

## OPTIMISE MARGINS WITH AUTOMATIC SELLING PRICE UPDATES

This feature allows you to set a price list as a "List" or a "Mark-up On Cost" type pricelist. The Mark-up on Cost price list has the ability to update the selling price dynamically at the time of Receiving or on the Manufacturing of Inventory items, with a set Mark-up % by Item Category. The ability to change the price for increases only, with a full audit trail report on all changes by user and the option to have an unlimited number of customer price lists, rounds off this feature.

## FREEHAND CUSTOMER QUOTE FUNCTION (DYNAMIC TRADING)

Create freehand-style Quotes for any Current or Prospective Stock Items for Current or Prospective Customers. Simultaneously convert the Freehand Quote to a Sales Document on the fly, as well as to one or many Purchase Documents recording the preferred Vendors per item from one screen.

Number	Location	Description	Qty	Unit	Cost	Markup %	Price	Discount %	Tax Code	Tax	Amount	Vendor (optional)
151002	PortLauder	18 Carat Gold	2	gram	400.00	300.00	1,800.00	0.00	01	504.00	1,600.00	COLESON
151002	PortLauder	Strand Drive	1	EA	6.55	200.00	12.79	0.00	01	1.78	12.79	151002
151002	PortLauder	2kg Tomatoes	3	2kg	23.00	200.00	42.00	0.00	01	17.04	126.00	151002
151002	PortLauder	Money Churner	4	EA	740.00	200.00	1,480.00	0.00	01	542.56	4,869.50	

Status: Quote Sent    Sales Return: John Smith    Total Cost: 4,869.50    Subtotal: 9,736.70  
 Department: 1510 151002 Dept 1    Currency: South African Rand    Markup %: 100.00    Discount: 0.00  
 Terms: 30 Days From Invoice    Additional Info:    Tax: 1,967.41  
 Total: 6,836.91

▶ Control the complete quote profitability at a glance

# Inventory, Manufacturing & Warehousing

## ITEM NUMBERING CONVENTIONS

Set Item Number Conventions for both Inventory and Service Items to ensure that Items are created based on company standards. Segments can include units such as Length or Type with the option to include or exclude the Item Hyphen Separator as part of the Number or not.

## MANAGE REORDER POINTS WITH THE INVENTORY FORECASTING UTILITY

Palladium allows you the ability to effectively manage your Inventory Reorder Points by calculating the usage over a user-defined period using your defined required Days Stock, recommending the new reorder points which can be updated or amended at the push of a button. This function can be done per warehouse or across all warehouses for a centralised purchasing function.

▶ Optionally manage detailed Picking or Receiving Warehouse functions



## MANUFACTURING & KITTING ON-THE-FLY

Palladium caters for basic Manufacturing with the facility to open a job, manufacture multiple items (or by-products) and add multiple additional cost types. You can set the item to manufacture on the fly with the system drawing the components at time of invoicing. An Un-Manufacture Facility allows you to set bills for a Reverse Manufacture or Disassembly (or decanting) process. This is used in the breakdown of a Carcass, or used to decant large drums of liquids into multiple, smaller derivatives. You can also create a Standard Bill Of Material for an Economic Manufacture Quantity, rather than a base Qty of 1. The Auto-Build function allows you to set prices for a set quantity of items (say 6) with the system drawing 6 off the component item at time of invoicing, allaying the need to pre-build the Kit.

## MULTI-WAREHOUSING & DISTRIBUTION

Palladium boasts full Multi-Warehousing and distribution capabilities with unique item costs maintained on a per item, per warehouse basis. Picking can be managed from order, to Pick Tickets, Release, then Invoicing or just straight from Order to Invoice. Warehouses can be set as Standard Warehouse, In-Transit Warehouse or a Repair Warehouse.

## SERIAL NUMBER & BATCH TRACKING

Manage Serial Numbers and Lot or Batch Numbers to items with traceability from Cradle to Grave. Set up Profiles for the different Serial and Lot types to handle them in different ways, such as use Batch Expiry Dates or not.

## POINT OF SALE

Our Point Of Sale module has advanced features such as Weight & Price-Embedded bar-coding with full account processing, Gift Card payment facilities, Supervisor-Authorised Price Overrides, Cash-Drop Warnings and processing, as well as the assignation of users to cash-drawers for security purposes. Cash-ups are facilitated with the use of unique clearing accounts by user by drawer.

## GOOGLE MAPS INTEGRATION

Every address field in Palladium from masterfiles right through to all processing screens have direct integration to Google Maps, allowing the user to click on the location pin and drill to the map directly (internet connection required).

## PROJECT COST TRACKING & BUDGETING

Track the Revenue and Costs (with change orders and commitments) of the various Projects, as well as include all other relevant information to the Project from bids, to progress payments as well as all other pertinent information including the attachment of Tender Documents.

The screenshot displays the 'Project' window in Palladium software. The window title is 'Project'. It contains the following information:

- Number: 2122211110
- Name: House Erection
- Project Information tabs: Budget, Payment Schedule, Contacts, Problem Log, Project Log, Files, Optional Fields, Notes
- Project Links: Customer: T51002, Center: Sales
- Project Status: Status: Active (Accepted), Bid Submitted: 04 May 2015, Accepted: 19 March 2015, Work Begins: 18 May 2015, Estimated Completion: 18 May 2015, Actual Completion: 18 May 2015
- Project Type: Draw Schedule, Time and Materials, Progress Payment (selected), Budget (Internal)
- Deposit: Deposit Value: 0.00, Received: 18 May 2015, Not Received (checked)
- Retainage: Amount: 135 000.00, Percent: 0.00, Estimated Receipt: 18 May 2015, Actual Receipt: 18 May 2015, Not Estimated (checked), Not Received (checked)

▶ Assign all costs and revenue to projects by line item

## INTEGRATED SMS FUNCTIONALITY

Send SMS messages to your current clients using User-Defined fields, or to lists of Potential clients from Excel or Outlook. In addition, Customer responses are maintained, allowing you to schedule follow-up actions where needed. Statements and notification of overdue account messages can also be sent to customers. The SMS functionality can also be installed as an independent module.

## REMOTE SALES TERMINAL MODULE (RST)

The remote Sales Terminal (RST) module is an independent module that allows employees at Remote Sites, or Sales Reps on the road to create Customers, capture Sales Quotes and Orders as well as perform Inventory Enquiries on a completely offline basis with the option to Synchronise to the Head Office data when required.



# Product Comparative Feature Table

GENERAL	INDIVIDUAL	BUSINESS	ENTERPRISE
Maximum Users	1	10	500
Technology MS.Net, 32, 64bit Compatibility	✓	✓	✓
MS SQL Server 2005/2008 (Express version Included)	✓	✓	✓
Number Of Companies	2	Unlimited	Unlimited
Integrated Remote Connection Functionality	✓	✓	✓
Customisable Naming Conventions	-	-	✓
Fully Intergrated Business Intelligence	✓	✓	✓
Multicurrency Throughout	-	-	✓
Customer, Inventory and Supplier Targets	-	-	✓
Employee Task Manager	-	✓	✓
Audit Trail & Journal View of All Transactions	✓	✓	✓
Report Exports – excel, word, pdf	✓	✓	✓
Trend Reports and Graphs	✓	✓	✓
User-Definable Document Numbering	✓	✓	✓
User Level Security & Statistics	n/a	✓	✓
Google Maps Integration	✓	✓	✓
Business Intelligence OLAP Cubes	✓	✓	✓
Optional Fields – All Masterfiles	-	✓	✓

FINANCIAL	INDIVIDUAL	BUSINESS	ENTERPRISE
Full General Ledger with History for Life	✓	✓	✓
View GL Journal Entry on All Processing Screens	✓	✓	✓
Invoice Inventory, Service Items & GL Accounts	Service & GL Only	✓	✓
Secure Save & Recall or Adjust All Documents	✓	✓	✓
Bank Reconciliations & GL Budgeting	-	✓	✓
Financial Consolidations Across Companies	-	✓	✓
Subsidiary Ledger	-	-	✓
Departments & Profit Centres with Budgets	-	Profit Centres Only	✓
Customer Interest Calculations	-	-	✓

SALES & DISTRIBUTION	INDIVIDUAL	BUSINESS	ENTERPRISE
Salespersons Budgets or Targets	-	✓	✓
Credit Note Authorisation Functionality	-	-	✓
Unlimited Customer Pricelists & Mark-up On The Fly Option	-	Unlimited Pricelists only	✓
Customer Discount Pricing Matrix	-	✓	✓
Item Upsell Functionality with On-Screen Prompting	-	-	✓
Run Periodic or Cycle Billing	-	✓	✓
Document Bookmarking & History Lookups with Copy Options	-	-	✓
Full Freehand Quote Functionality	-	-	✓
Customer Delivery Consolidation & Delivery Routing	-	-	✓
Sales and Purchase Invoices	✓	✓	✓
Sales & Purchase Requisitions/Quotes and Orders	-	✓	✓
Optional Fields – Document Lines and Body	-	-	✓
Document Status Types & Credit Note Reason Codes	-	-	✓
Purchase & Sell Stock In Different Units Of Measure	-	✓	✓
Create/Copy Purchase Order From Sales Orders	-	✓	✓
Customer and Supplier Document Terms	-	✓	✓
Dynamic Inventory Supplier Order Form	-	✓	✓
Add Value Invoices for Additional Cost Allocations	-	✓	✓

INVENTORY, MANUFACTURING & WAREHOUSING	INDIVIDUAL	BUSINESS	ENTERPRISE
Serial & Lot (Batch) Number Control	-	-	✓
Inventory Forecasting for Replenishment Order Quantity.	-	-	✓
Bills Of Material with Additional Cost Allocations	-	✓	✓
Multi-Warehousing (Stock/Transfer & Repair Warehouses)	-	✓	✓
Warehouse Process Workflow (Pick tickets) & Distribution	-	-	✓

SPECIALISED FEATURES	INDIVIDUAL	BUSINESS	ENTERPRISE
Advanced Projects with Item by Item Budgeting	-	-	✓
Point Of Sale	-	-	✓
Remote Sales Terminal Module	-	-	✓
SMS Communications & Collections	✓	✓	✓

- Free Telephonic Support for 60 days from registration / Automated Offsite Backups (support contract clients Only)
- Quick Take-On from other Accounting Software Packages
- A Detailed Comparative Table is available on [www.palladium.co.za](http://www.palladium.co.za) . Features highlighted in this brochure are only available in specific product versions.

**PALLADIUM ACCOUNTING IS THE ONLY ACCOUNTING SOFTWARE WORLDWIDE  
TO OFFER A 3-YEAR MONEY-BACK GUARANTEE ON DATA CORRUPTION**

**PALLADIUM ACCOUNTING HAS BEEN DATA CORRUPTION FREE SINCE INCEPTION**

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ACCOUNTING  
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