

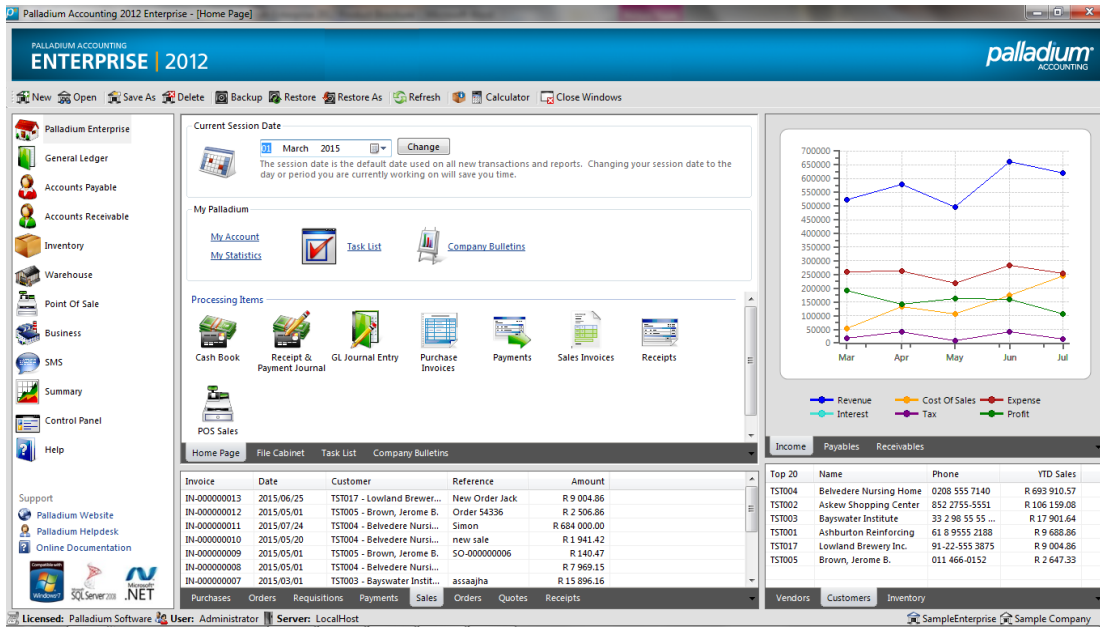
What's New In Palladium 2012

Overview

The Palladium 2012 release is arguably our most prolific release to date and supports our ongoing commitment to provide you with practical, business-enhancing features, which will assist you to stay ahead of your competitors.

New Interface

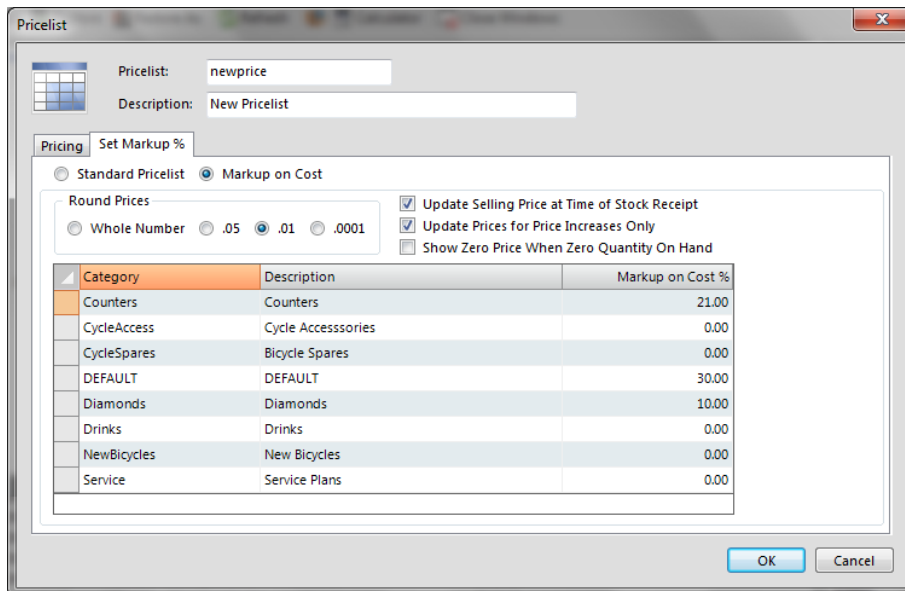
The 2012 version boasts a modern and fresh new interface with an intuitive navigation for new users.



Automated Item Selling Price Update Function

(Available in the Enterprise Edition)

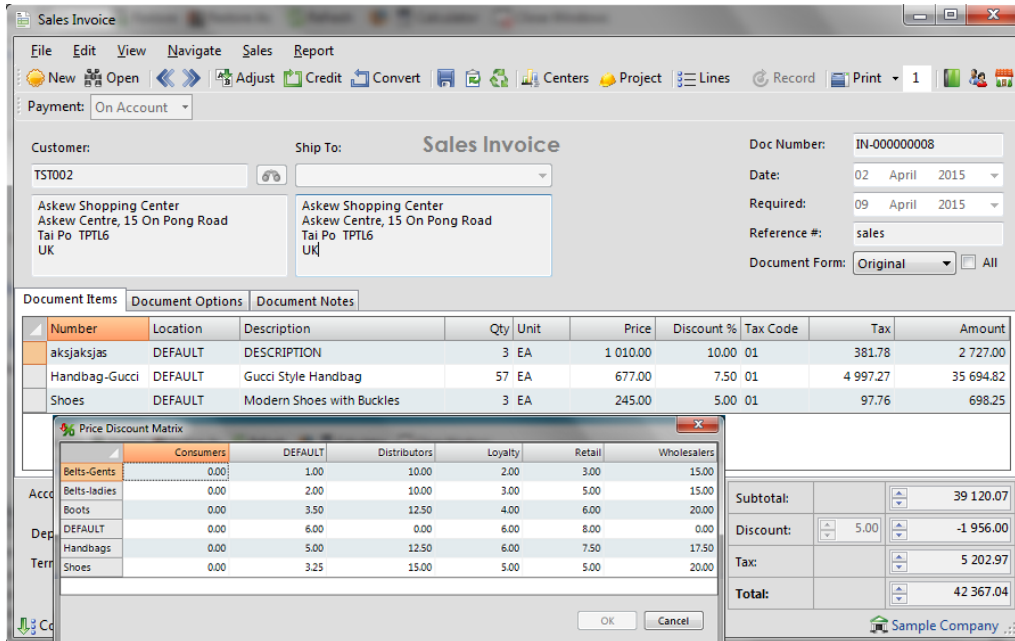
This feature allows you to define a price list as a “List” or a “Markup On Cost” type pricelist. The Markup on Cost pricelist has the ability to change the selling price automatically at the time of receiving or the Manufacturing of stock items, with a set Markup by Item Category. The ability to change 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 pricelists, rounds off this feature.



Document Line Discounts & Customer Price Matrix

(Available in the Enterprise and Business Editions)

This feature allows you to apply discounts on all Customer and Supplier processing documents at both line item level as well as at document total level, catering for a 2-Tier Trade Discount structure. This is supported by a Customer price discount matrix, that allows you to set default discounts on a per customer category per inventory category basis.



In addition to this, security has been added to manage Discount Adjustments by user, and the traditional Quantity and Item Description adjustment setting have been changed from System Level to User Level for Customers and Suppliers

Enhanced Enquiries

(Available in all Product Editions)

General

The enquiry screens have been enhanced to allow a separate and secure view into all the general information and settings relating to a Customer, alleviating the need to access the Customer Edit Function or run disparate reports. Below you can find a selection of customer sales. All we did was to drag and drop the Sales Rep then the Item description field and the grid will group automatically. Once information has been grouped and sorted as required, one or more tabs can be emailed or snapped directly into Microsoft Excel for further analysis.

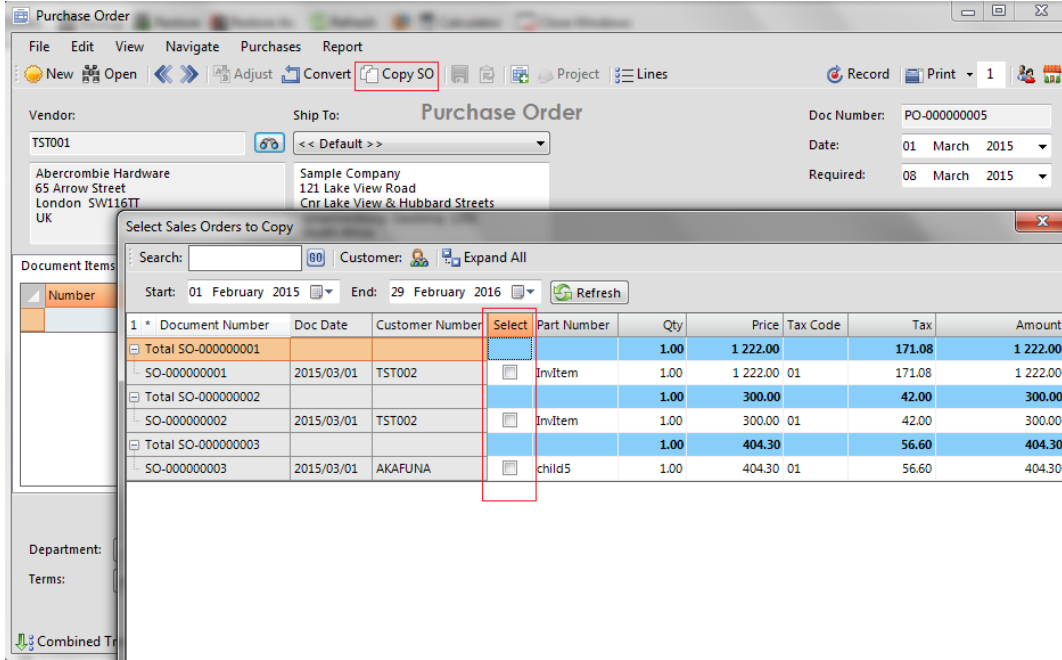
The screenshot shows the 'Accounts Browser (Receivables)' window for customer TST001 (Ashburton Reinforcing). The report is filtered by date from 4/16/2011 to 5/6/2015. The data is grouped by Sales Rep and Item Description. The following table represents the data shown in the grid:

Item Code	Item Type	Item Category	Account Set	Date	Document	Qty	Revenue	Cost	Profit	Profit %
Total for						2	1,234.00	23.00	1,211.00	83.4%
Total for Change Orders - Drafting						1	1,222.00	0.00	1,222.00	100%
S3020	Service Item	DEFAULT	Inventory	3/1/2015	IN-000000002	1	1,222.00	0.00	1,222.00	100%
Total for Inventory Item						1	12.00	23.00	-11.00	-91.66%
InvItem	Stock Item	DEFAULT	INVENTORY	3/1/2015	IN-000000002	1	12.00	23.00	-11.00	-91.66%
Total for Henk						338	34,602.00	7,406.00	27,196.00	365.15%
Total for Cell Phone Expenses						6	1,800.00	0.00	1,800.00	100%
S432-0000	Service Item	DEFAULT	Inventory	3/1/2015	IN-000000009	6	1,800.00	0.00	1,800.00	100%
Total for Change Orders - Drafting						5	10,500.00	0.00	10,500.00	100%
S3020	Service Item	DEFAULT	Inventory	3/1/2015	IN-000000009	5	10,500.00	0.00	10,500.00	100%
Total for Inventory Item						322	21,252.00	7,406.00	13,846.00	65.15%
InvItem	Stock Item	DEFAULT	INVENTORY	3/1/2015	IN-000000009	322	21,252.00	7,406.00	13,846.00	65.15%
Total for Service Call						5	1,050.00	0.00	1,050.00	100%
S2015	Service Item	DEFAULT	Inventory	3/1/2015	IN-000000009	5	1,050.00	0.00	1,050.00	100%
Total for Jack Jackson						54	8,402.00	638.00	7,764.00	649.87%
Total for Drafting						1	900.00	0.00	900.00	100%
S1020	Service Item	DEFAULT	Inventory	3/1/2015	IN-000000008	1	900.00	0.00	900.00	100%
Total for Estimating Consulting						20	1,320.00	0.00	1,320.00	100%
S1060	Service Item	DEFAULT	Inventory	3/1/2015	IN-000000008	20	1,320.00	0.00	1,320.00	100%
Total for Inventory Item						6	2,722.00	138.00	2,584.00	272.1%
InvItem	Stock Item	DEFAULT	INVENTORY	3/1/2015	IN-000000001	1	122.00	23.00	99.00	81.14%
InvItem	Stock Item	DEFAULT	INVENTORY	3/1/2015	IN-000000008	3	1,200.00	69.00	1,131.00	94.25%
InvItem	Stock Item	DEFAULT	INVENTORY	3/1/2015	IN-000000008	2	1,400.00	46.00	1,354.00	96.71%
Total for Service Call						22	1,210.00	0.00	1,210.00	100%

Copy Sales Order To Purchase Order

(Available in the Enterprise Edition Only)

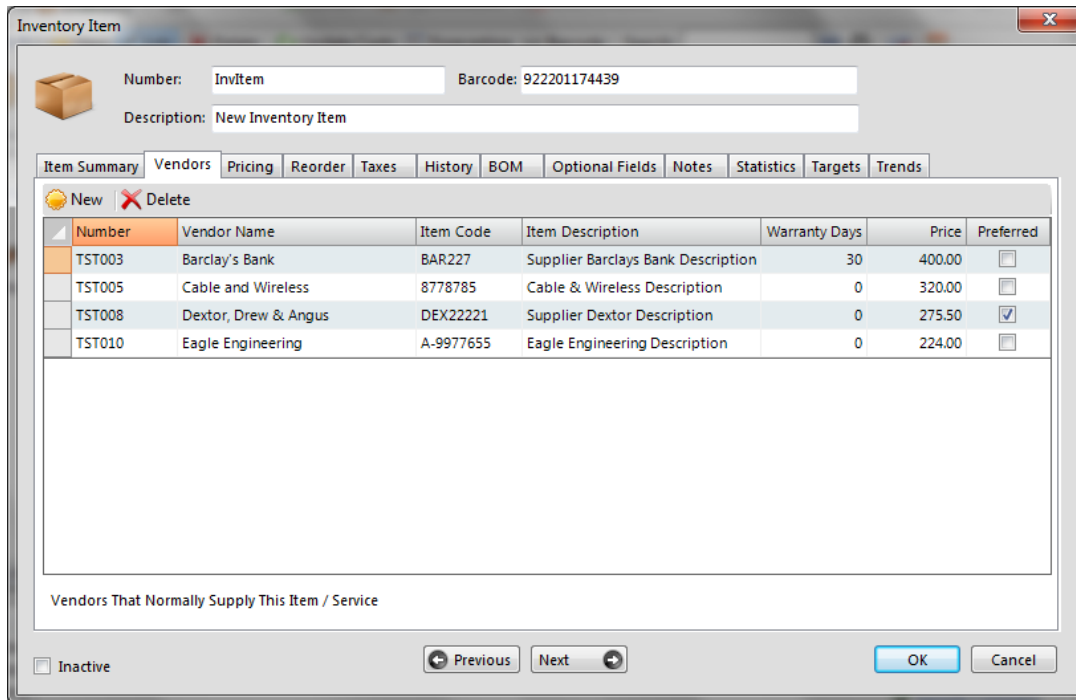
This powerful function allows you to create a Purchase Order from the details of one or more Sales Orders, allowing you to just select the items and pull them through, on the fly, without the need to recapture any details.



Extended Inventory Supplier (Vendor) Information

(Available in the Enterprise and Business Editions)

This feature now allows you to maintain additional Supplier information relating to an Item to allow you to make an informed decision when ordering Inventory or Services from your Suppliers.



Enhanced Freehand Quotes Functionality

(Available in the Enterprise Edition only)

The Freehand Quotes Function has been greatly enhanced to allow users to not only create quotes for Prospective Customers and Items, without having to create them until the order has materialized, but also allows you to create the relative Purchases and Sales Documents on the fly, simultaneously, from one central screen. Additionally, the ability to access previously converted Quotes has been added to allow managers to review and report on these documents.

Below you can see that we have created a Quote for 4 items for a Customer. Once accepted the system will allow us to Create the client, add the items or link to an existing item, Create the Purchase Document (Quote, Order or Invoice) and also Create the Customer Document all from one screen.

The screenshot shows the 'Freehand Quotes' window. At the top, there are menu options: File, Edit, View, Navigate, Sales, Report. Below the menu is a toolbar with icons for New, Open, Adjust, Convert AP, Transfer AR, Project, Lines, and Upsell Item. The main area is divided into several sections:

- Customer:** TST002, Askew Shopping Center, Askew Centre, 15 On Pong Road, Tai Po TPTL6, UK.
- Ship To:** Askew Shopping Center, Askew Centre, 15 On Pong Road, Tai Po TPTL6, UK.
- Doc Number:** QS-00000008
- Date:** 01 March 2015
- Required:** 08 March 2015
- Reference #:** New Order
- Document Form:** Regular

Below this is a table with tabs for 'Document Items', 'Document Options', and 'Document Notes'. The 'Document Items' tab is active, showing a table with columns: Number, Location, Description, Qty, Unit, Cost, Markup %, Price, Discount %, Tax Code, Tax, Amount, Vendor (optional).

Number	Location	Description	Qty	Unit	Cost	Markup %	Price	Discount %	Tax Code	Tax	Amount	Vendor (optional)
18CaratGold	FortLauder	18 Carat Gold	2	gram	900.00	100.00	1 800.00	0.00	01	504.00	3 600.00	GOLDSUPPL
EnergyDrink	FortLauder	Energy Drink	1	EA	6.35	100.00	12.70	0.00	01	1.78	12.70	TST003
2kgTomatoes	FortLauder	2Kg Tomatoes	3	2Kg Packs	21.00	100.00	42.00	0.00	01	17.64	126.00	TST007
moneycounter	FortLauder	Money Counters	4	EA	750.00	100.00	1 500.00	0.00	01	840.00	6 000.00	

At the bottom, there are fields for Status (Quote Sent), Sales Person (John Smith), Department (1000 Sample Dept 1), Currency (South African Rand), and Terms (30 Days From Invoice). A summary table shows:

Total Cost:	4 869.35	Subtotal:	9 738.70
Markup %:	100.00	Discount:	0.00
		Tax:	1 363.42
		Total:	11 102.12

When a Supplier is selected, the program will default the Preferred supplier for that item and also allow you to amend or even add one or more Suppliers of that specific item.

The screenshot shows the 'Freehand Quotes' window with a 'Convert AP' dialog box open. The 'Convert AP' dialog has a table with columns: Number, Description, Qty, Price, Vendor Number.

Number	Description	Qty	Price	Vendor Number
HorseSaddles	Horse Saddles	3	2 189.00	
InvItem	New Inventory Item	3	300.00	TST008
fastening	fastening Costs	1	21.00	

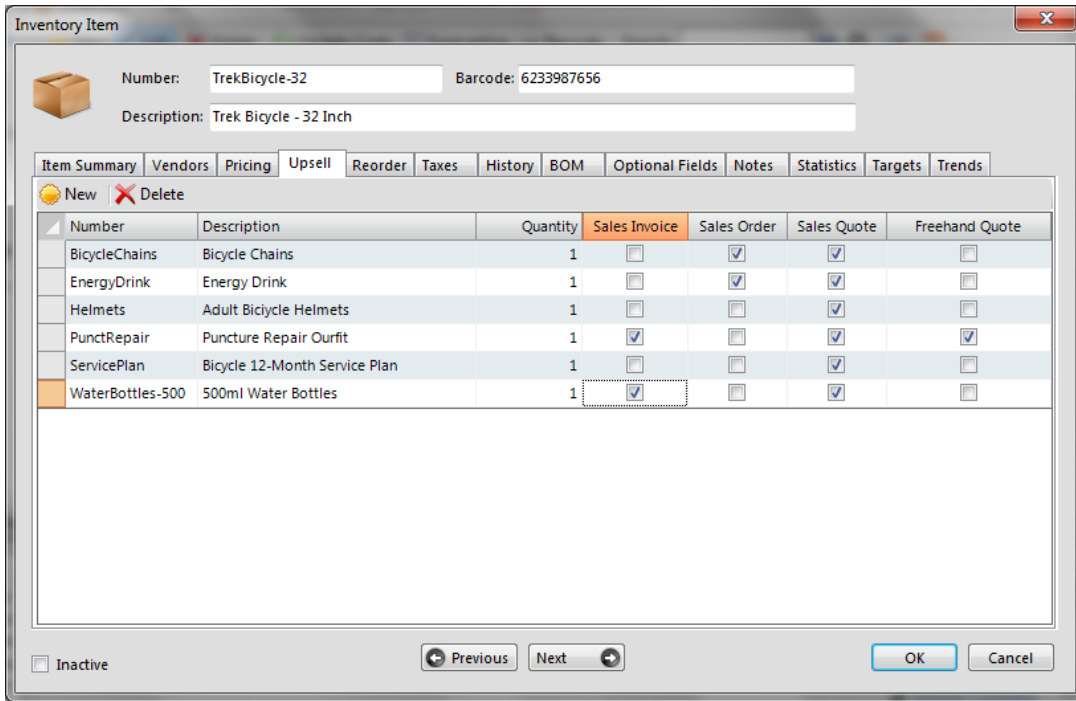
Below the 'Convert AP' dialog is a 'Please Select Inventory Vendor (Default Vendor Displayed)' dialog box. It has a table with columns: Number, Vendor Name, Item Code, Item Description, Warranty Days, Price, Preferred.

Number	Vendor Name	Item Code	Item Description	Warranty Days	Price	Preferred
TST003	Barclay's Bank	BAR227	Supplier Barclays Bank Description	30	400.00	<input type="checkbox"/>
TST005	Cable and Wireless	8778785	Cable & Wireless Description	0	320.00	<input type="checkbox"/>
TST008	Dextor, Drew & Angus	DEX22221	Supplier Dextor Description	0	275.50	<input checked="" type="checkbox"/>
TST010	Eagle Engineering	A-9977655	Eagle Engineering Description	0	224.00	<input type="checkbox"/>

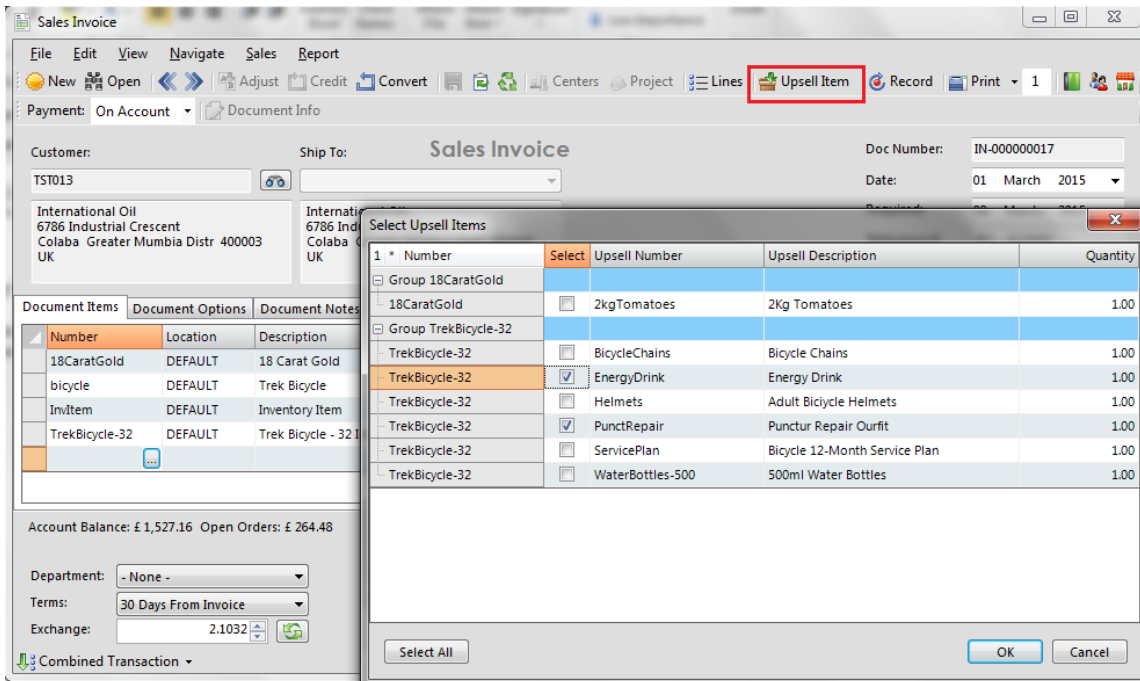
Dynamic “Up-Sell” Functionality

(Available in the Enterprise Edition only)

Palladium has an advanced UpSell Functionality that allows you to set an unlimited number of “UpSell” Items with settings for Optional Dynamic Prompting per processing Document. This feature makes it simple for new employees to sell specialised products with little experience of the business, ensuring maximised revenue potential at all times.



In addition to this, each processing document has its own UpSell function that, when selected, will display all upsell items for all items on the Document allowing users to discuss these discretely with the client.

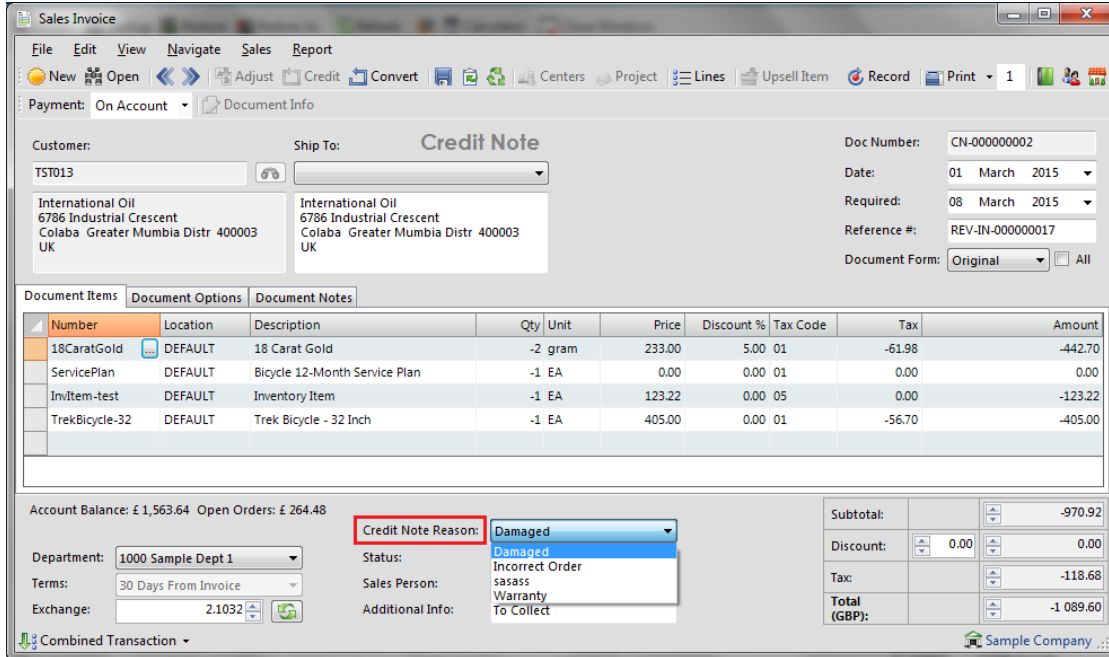


This feature can also be used to create Kits or Groups of items in a Template-Type Target while linking all, or certain items in one common group format.

Credit Note Authorisations & Reason Codes

(Available in the Enterprise Edition only)

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 Code functionality ensure that all returns are categorised so that they can be scrutinised and managed accordingly.

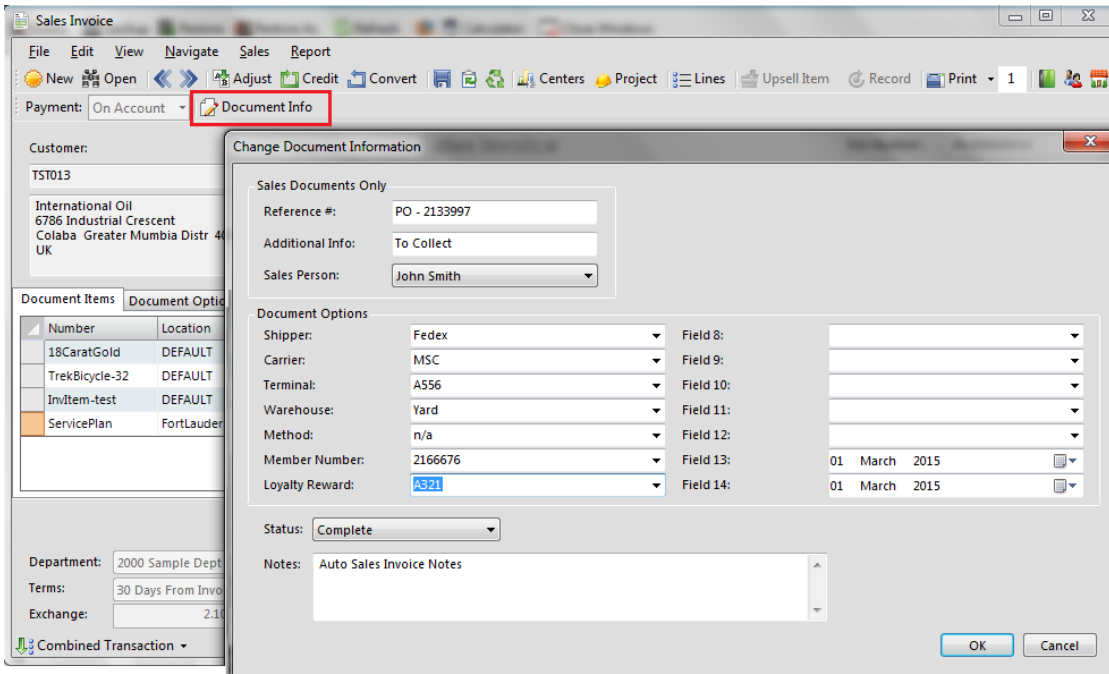


Number	Location	Description	Qty	Unit	Price	Discount %	Tax Code	Tax	Amount
18CaratGold	DEFAULT	18 Carat Gold	-2	gram	233.00	5.00	01	-61.98	-442.70
ServicePlan	DEFAULT	Bicycle 12-Month Service Plan	-1	EA	0.00	0.00	01	0.00	0.00
InvItem-test	DEFAULT	Inventory Item	-1	EA	123.22	0.00	05	0.00	-123.22
TrekBicycle-32	DEFAULT	Trek Bicycle - 32 Inch	-1	EA	405.00	0.00	01	-56.70	-405.00

Document Status Types

(Available in the Business and Enterprise Editions)

You can set a document Status type per each processing document, allowing you to manage the status and resulting follow up process. In addition the Status can be changed dynamically without the need to adjust the document itself. If you look at the example below you will see that all the non-transactional information can be modified on-the-fly allowing you to track or edit the relevant document statuses with ease.



ERP eBusiness Integration

(Available in the Business and Enterprise Editions)

The Integration to your suppliers Accounting Software packages is the new generation in eBusiness that allows you to integrate with you suppliers in a most effective manner while making the move to a greener, paperless environment. With our new-generation integration you will never have to call suppliers for stock pricing or even availability again. The integration is a Direct Link to the ERP database ensuring that orders “sent” are authenticated on the Supplier side on a real-time basis. Not only can you send orders to your suppliers but you can receive updated product pricing, receive new stock items created as well as the related stock images directly into your system and can even query available stocks on hand.

Vendor

Number: TST001
Name: Abercrombie Hardware

Vendor Information Settings Taxes History Optional Fields Trends Files Notes eCommerce

Disable eCommerce

Settings Synchronize

ERP System: AccountMate V8
URL / IP Address: http:// accountmate.co.za
ERP Account No: ABER2133
ERP Password: ***** Test Connection

Customer Name: Palladium Accounting
Customer Password: WD-WX80AC9F013340222022413997494695967; Send Email

Inactive Vendor Send Email Previous Next Ok Cancel

Delivery Routes with Enhanced Distribution and Shipping

(Available in the Enterprise Edition Only)

The current shipping and consignment groupage function has been enhanced to include Delivery Routes with allocations to a specific drivers and selections across multiple customers. In addition to this a default “packing order” field has been added to recommend a placement for that specific customers delivery within the vehicle. This is particularly valuable when delivering perishables or delicate items as it eliminates the need to search for parcels and optimizes the entire distribution process. The ability to print Packing Lists and Shipment Manifests rounds off this critical feature for the discerning warehouse manager.

Shipment Containers

File Edit View Navigate Report

New Load SH Open Adjust Record Labels Print 1

Customer: Ashburton ReinforcingLevel 2, 24 Richards; Jhb North
Deliver To: Auto Sales Invoice Notes
Number: MS-00000003
Requested By: 10 March 2015
Reference: SHIP
Date: 01 March 2015
Type: Loose

Shipment	Total Value	Width	Height	Depth	Cu Volume	Weight
SH-000000007	154 517.00	0.00	0.00	0.00	0.00	0.00
SH-000000008	1 373.70	2.00	2.00	3.12	12.48	12.00
SH-000000009	1 508.47	0.00	0.00	0.00	0.00	0.00

Delivery Information
Route: Johannesburg North East Vehicle: Isuzu Van Driver: John The Driver

Sample Company

Setup

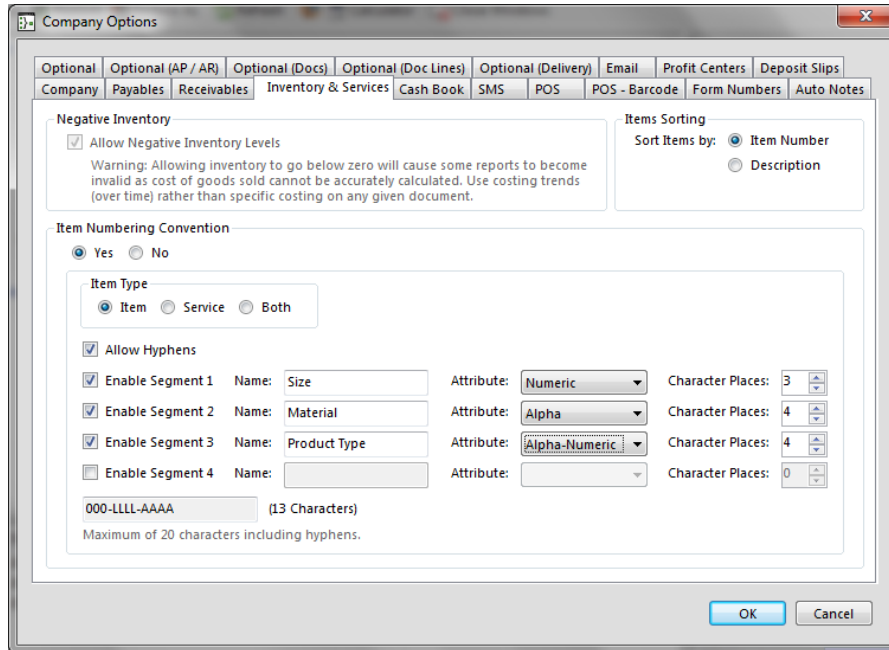


Delivery Drivers Delivery Vehicles Delivery Routes

Inventory Item Numbering Conventions

(Available in the Enterprise Edition Only)

Palladium has the ability to set Item Numbering Conventions for both Inventory and Service Items. This ensures that numbers are created based on company standards ensuring ease of processing. Segments can include Units such as Length or Type with you having the option to include or exclude the Item Hyphen Separator as part of the code or not.



Inventory Item Copy Function

(Available in the Enterprise Edition Only)

Create an item by copying from another item to speed up the item creation process. This feature is supported by the ability to Import or Create New items directly from Excel.

