

Perennial ERP

Financials

Software that helps the Chief Accountant

Easily track and account for all the transactions generated by the company, control operating costs, and report on performance using flexible report formats that suit the nature of the business



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**WELCOME TO PERENNIAL ERP FINANCIALS
FOR SMALL TO MEDIUM-SIZED ENTERPRISES**

We trust that this Product Overview will demonstrate to you how Perennial ERP can help you easily track and account for all the transactions generated by your company, control operating costs, and report on performance using flexible report formats that suit the nature of your business.

Please feel free to reprint and redistribute this Product Overview to anyone you think may be interested in learning about the functionality contained in Perennial ERP.

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PERENNIAL ERP FINANCIALS

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ACCOUNTANTS JUGGLE WITH SPREADSHEETS

When it comes to the responsibilities of the company's Chief Accountant, nothing is more important than having immediate access to the information that highlights the performance of the business and its current financial position.

Instead many accountants are forced to juggle with spreadsheets, exporting data from the company's business database and importing it yet another spreadsheet, or even manually re-keying the data from hardcopy reports. This practice at best wasting heaps of valuable time, and at worst puts the company at high risk of making decisions based on reports that have been tabulated using incorrectly entered data.

Accountants tell us that having to use spreadsheets to slice and dice information the way they want is a continued frustration. Everyone is ultimately robbed of time and the opportunity to add more value to the organization.

Frustration At Not Solving The Problems Continues

Many of the accountants we have spoken say that their system does not have a report writer, or that it has a **very limited report writing capability**. In some cases, those that do have one **find it so complicated** that they don't use it, so they find it very difficult to get visibility to the critical information they need.

The experience for many is that they end up having to re-key the data into a spreadsheet to format the reports they want, an exercise that is very time consuming and prone to error.

Perennial ERP, An Affordable Integrated Solution For Your Business

After more than 20 years working alongside small and medium size enterprises (SME's) in both chartered accounting, business consulting and systems support, John Nankervis, the founder of Perennial Software, has observed at first-hand the problems that SME's have to contend with, and how they want them solved.

Accountants are looking for a software solution that does more than just the mundane and straight-forward tasks. They want a system that can easily provide all the functionality required by sales, purchasing, and production staff to do their jobs well.

But they also want to capture all the transactions generated by those sub-systems into the accounting system, to control debtors, creditors, and stock, to reconcile the bank account, to forecast cash flow, and to report in the financial performance and condition of the company in a wide range of reporting formats.

They want monthly, quarterly and year by year reports, actual results versus last year versus budgets, with percentage and dollar variances. They want this reporting flexibility using a report writer within the system, with the option to send the data directly to a spreadsheet for further slicing and dicing if required. And they want this reporting flexibility to be easy to understand and use.

Perennial Software has demystified the complexity with Perennial ERP. We have developed an easy-to-understand and easy-to-use software and services solution that provides small to medium-sized manufacturers, wholesalers and retailers with what they want at a price that they can afford.

Don't Take Our Word For It - Listen To What Our Clients Have To Say

In a recent independent survey, our clients gave Perennial ERP a rating of 4.7 out of 5 for our pricing, and 100% of the managers at our clients said that if they had their time over again, they would still choose Perennial ERP, and that they would recommend Perennial ERP to others.

And the main reasons our clients chose Perennial ERP in the first place?

Functionality and Price - Perennial ERP contains the functionality required at a much lower price than competitive software products.

Flexibility - Perennial ERP can be modified to suit specific requirements without degrading the client's right to software upgrades.

All-in-One - Perennial ERP contains modules for Manufacturing, Wholesale, Retail and Financial Control all in the same integrated software product.

Robustness for Data Integrity - Perennial's Progress-based database provides the robustness required for SME's running mission critical applications.

Most importantly, Perennial ERP has been developed from the ground up for small to medium-sized enterprises (SME's), companies that employ from around 20 to 100 people, and is available at an affordable price for such companies. No longer are SME's locked out of the software functionality that they need just because it is far too complex for their requirements or far too expensive for their budget.

Discover How Perennial ERP Can Help You Dramatically Improve Your Business

Take the first step to explore Perennial ERP for yourself and see how it can help your business outperform your competitors and build customers for life by having the right products in the right quantities in the right place at the right time.

Explore the functionality of the Perennial ERP Financial Application as explained in this Product Overview.

Then, if you wish to take it further, contact Perennial Software Pty Ltd for a **free no-obligation analysis of your business requirements** to find out whether Perennial ERP is the right fit for your business. The last page of this Product Overview tells you How To Contact Us.

WHAT IS PERENNIAL ERP?

Perennial ERP is an integrated Manufacturing, Wholesale Distribution, Retail Point-of-Sale and Accounting system that has been developed from the ground up for small to medium-sized enterprises (SME's). Perennial Software, the creator of Perennial ERP, has implemented and supported systems for small to medium-sized enterprises for over 20 years. We understand the problems that SME's confront day in day out in trying to service their customers as best they can. So we developed Perennial ERP to help you run your business to achieve the most important objective of all - to serve your customers better than your competitors and thereby grow your business profitably.

Perennial ERP consists of the following modules:

Sales

Sales Order Management
Export Sales
Sales Analysis
Retail Point-of-Sale

Purchasing

Purchase Order Management
Import Costing
Purchasing Analysis

Inventory Management

Stock Control
Multi-Warehousing
Serial Number Tracking

Manufactured Products

Bills of Materials
Operations and Routings
Product Costing

Production Planning

Master Production Scheduling
Rough-Cut Capacity Planning
Requirements Planning

Production Activity Control

Purchase and Production Ordering
Stock Receipting and Back-Flushing Material
Quality Assurance

Accounting

Accounts Payable
Accounts Receivable
Cash Book
Fixed Assets
General Ledger

System Administration

Multiple Companies
Multiple Divisions
Multiple Departments
User Group Menu Security
Auditing

Perennial ERP has been developed using Progress Software's OpenEdge Application Development System. Data is stored in a Progress OpenEdge database, which conforms with open database connectivity standards, allowing for access to data from many industry-standard reporting tools and "Best of Breed" software products.

Best of Breed Third-Party Software Products

Perennial ERP integrates with the following third-party Best of Breed Products that add value to the core modules outlined above:

Tableau Desktop and Tableau Online – Customised Report Writing, Data Analytics and Business Intelligence for improved decision-making for your business

Microsoft Excel – Data extracted by Tableau from the Perennial ERP database can be sent directly to an Excel spreadsheet for "what if" analysis and customised reporting. An output option for many of Perennial's reports also allows for data in the Perennial database to be sent direct to Excel spreadsheets.

Payroll Systems – Payroll summaries from third-party payroll software can be imported into Perennial's General Ledger as an unposted general ledger journal.

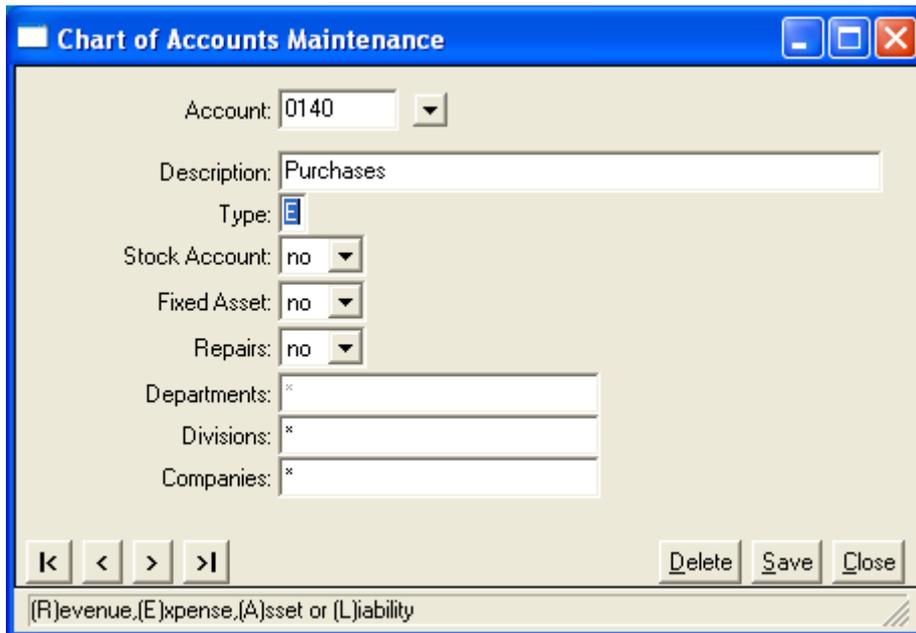
This Product Overview focuses on how Perennial ERP helps a company manage its Accounting function.

GENERAL LEDGER

Perennial’s General Ledger provides the functionality required to help Accountants enquire and report upon the financial performance and position of their business.

General Ledger Accounts

Perennial’s General Ledger Account Maintenance and Enquiry screen is show as follows:



The structure of the account code is the most important to explain.

Account Code:

The account code is a maximum of 8 alphanumeric characters. It is used in combination with the company code (max. 2 alphanumeric characters), the division code (max. 4 alphanumeric characters) and the department code (max. 4 alphanumeric characters) to provide an extensive yet simple to maintain general ledger reporting structure.

A sample account code structure may consist of the following:

Description	Example
Account	Motor Vehicle Expenses
Department	Marketing
Division	Brushware

Other fields in the Perennial ERP General Ledger Account Maintenance Screen are explained as follows.

Type:

Valid account types are Revenue, Expense, Asset and Liability. These fields are used to determine the usual sign of an account (debit or credit) and whether balances are transferred to the Retained Profits account at the end of year update (Revenue and Expense accounts) or are carried forward as opening balances to the next year (Asset and Liability accounts). Note that share capital and other equity accounts are designated as Liability accounts for the purposes of this functionality.

Stock Account:

The Stock on Hand asset account is designated as such by this flag so that its opening balance can be reported in as opening Stock on Hand and its Closing Balance can be reported as Closing Stock on Hand in profit and loss statements.

Fixed Asset and Repairs:

When processing supplier invoices, any accounts designated as a Fixed Assets account or as a Repairs and Maintenance account will have the purchase or expense details automatically transferred to the Fixed Assets register.

Departments, Divisions, and Companies:

These fields allow for restrictions on what departments, divisions and companies are valid for the particular account. The default value is an asterisk, which means there are no restrictions.

The “unstructured” way in which general ledger accounts are created in Perennial ERP enhances the flexibility of Perennial’s General Ledger Report Writer. How the Report Writer works will be explained following an overview of other aspects of Perennial’s General Ledger system.

Overview Of General Ledger Functionality

Most transactions find their way into General Ledger from postings in the sub-systems (e.g. posting sales invoices in Sales Order Management, posting Customer Receipts in Accounts Receivable).

General Ledger Journal Entry

Transactions created by General Ledger Journal Entries are entered using the following screen:

Journal Entry

Journal: GLGB00222 Posted: no Current Period: 12
 Journal Type: Current Printed: no Period from: 01/06/07
 Date: 20/06/07 To: 30/06/07
 Held: no Balance: 12,892.75
 Narrative: Payroll analysis from Micropay summary file

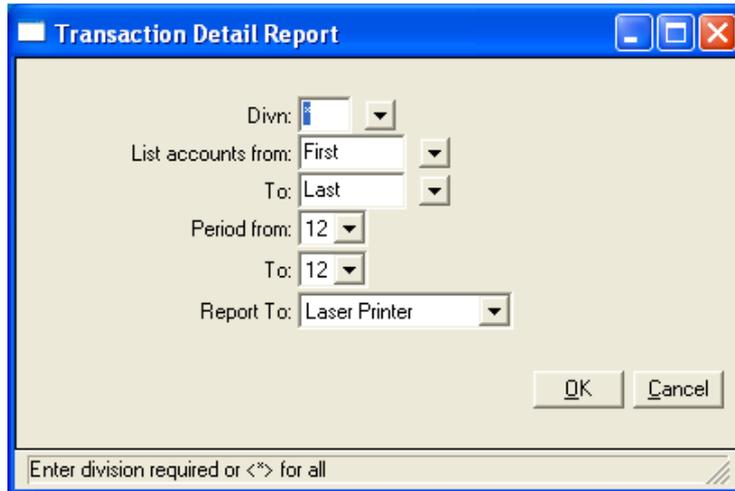
Ln	Account	Dept	Divn	Narrative	Amount
1	0180		14	Productive Labour	12,892.75

Buttons: Delete a Line, Finish, Lines, Delete, Save, Close

Search: Enter an account code, Right-Click or F2 to search

This screen displays transactions posted to the Freight & Cartage Inwards account for period 12 in the current year.

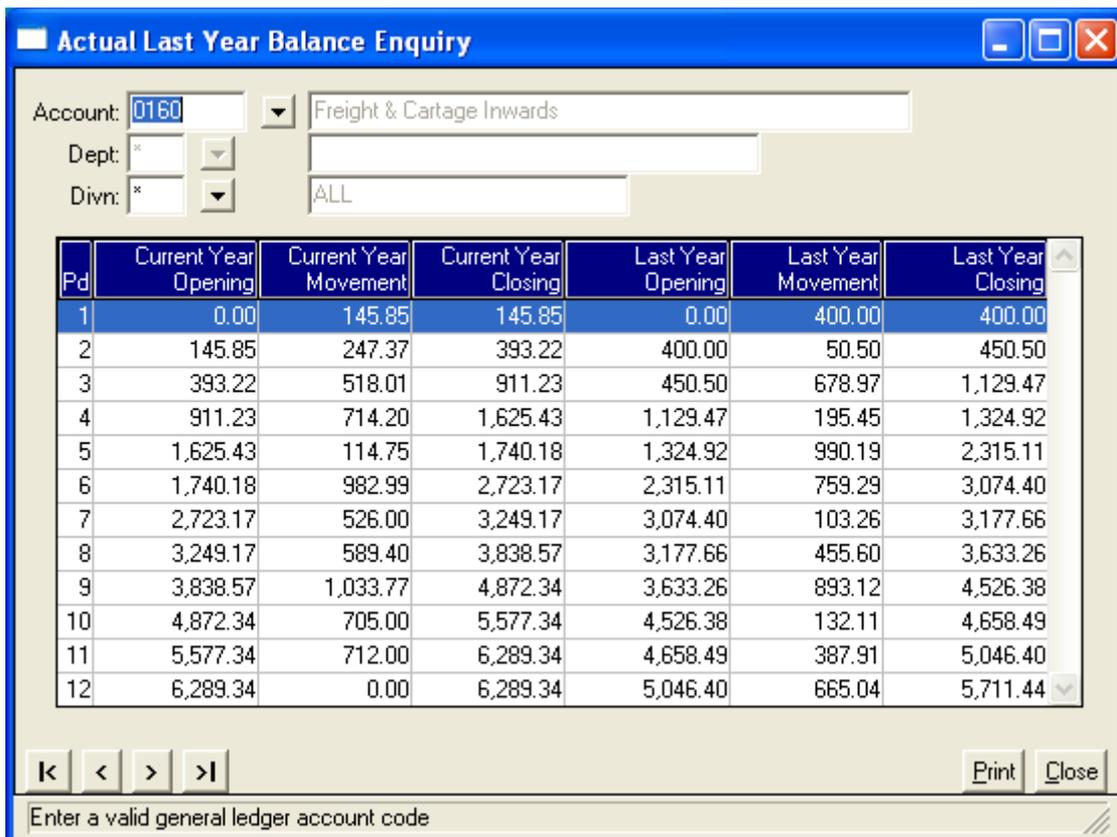
A Transaction History enquiry is also available to display transactions for previous years, and a Transaction Detail Report with the following selection criteria is available for a detailed report of general ledger transactions:



Apart from defined general ledger reports which will provide all the balance sheet, profit and loss, and expense analysis reports required, other general ledger reports available in Perennial ERP include the Trial Balance and the GST Calculation Sheet.

Account Balance Enquiries

Several Account Balance Enquiries are also available, including the following screen, which compares actual balances for the current year to last year balances for the Freight & Cartage Inwards account.



The General Ledger Report Writer

Most reports from Perennial's General Ledger system are custom-designed balance sheet and profit and loss statement reports that are created using the General Ledger Report Writer. This involves creating a report header, report columns and report lines, and begins with the following screen:

Defining the General Ledger Report Header and Report Columns

Column Number	Column Category	Period Type or Number	Equation	Period Number	Print	First Title Line	Second Title Line	Print Format
1	Account Description				yes	Description		
2	Current Year Balance	Month To Date		00	yes	CURRENT MTH	ACTUAL	(>>>>>9.99)
3	Budget 1 Balance	Month To Date		00	yes	CURRENT MTH	BUDGET	(>>>>>9.99)
4	Calculated Value	02	Minus	03	yes	CURRENT MTH	VARIANCE	(>>>>>9.99)
5	Current Year Balance	Year To Date		00	yes	YEAR TO DATE	ACTUAL	(>>>>>9.99)
6	Budget 1 Balance	Year To Date		00	yes	YEAR TO DATE	BUDGET	(>>>>>9.99)
7	Calculated Value	05	Minus	06	yes	YEAR TO DATE	VARIANCE	(>>>>>9.99)
8	Budget 1 Balance	Year To Date		12	yes	ANNUAL	BUDGET	(>>>>>9.99)

This screen defines the report header, a profit and loss statement, and the columns contained in the report. The options for defining each column are explained as follows:

Column Categories:

The options for Column Category are provided in a pop-up box when hitting F2 or right-clicking on the Column Category cell. Options additional to those shown above are "Account Code", "Last Year", "Budget 2", "Budget 3", and "Account Code". Perennial's General Ledger system allows for 3 budgets to be maintained and reported on.

Period Type or Column Number:

For a "Calculated Value", any valid previously entered column number can be entered in this cell. For any other amount-based column category, the "Month To Date" or "Year To Date" value must be selected.

Equation:

For a "Calculated Value" column, the type of calculation or "Equation" must be defined. Available options that display in a pop-up box when hitting F2 or when right-clicking on the cell include:

1. "Minus", which deducts the value of the second defined column number for the calculated value from the value of the first defined column number. This option is most commonly used for calculated variances between current year actual values, last year actual values, and budgets.
2. "Plus", which adds the value of the second defined column number for the calculated value to the value of the first defined column number. This option is not often used in practice.
3. "To", which adds the values of each column from the first defined column number for the calculated value to the second defined column number. This option can be used to create Quarterly or Half-Yearly calculated values.

4. "Percentage", which calculates the value of the second defined column number for the calculated value as a percentage of the value of the first defined column number for the calculated value. This option can be used to calculate variances as percentages.
5. "Row", which calculates the value of the row number defined in the second column number for the calculated value as a percentage of the value of the first defined column number for the calculated value. This option can be used to define, for example, expenses as a percentage of sales.

Period Number or Column Number:

For a "Calculated Value", any valid previously entered column number can be entered in this cell, and this column number forms the second part of the equation.

For any other amount-based column category, a period number must be entered. A period number of "00" will report on the period that the general ledger system is currently in.

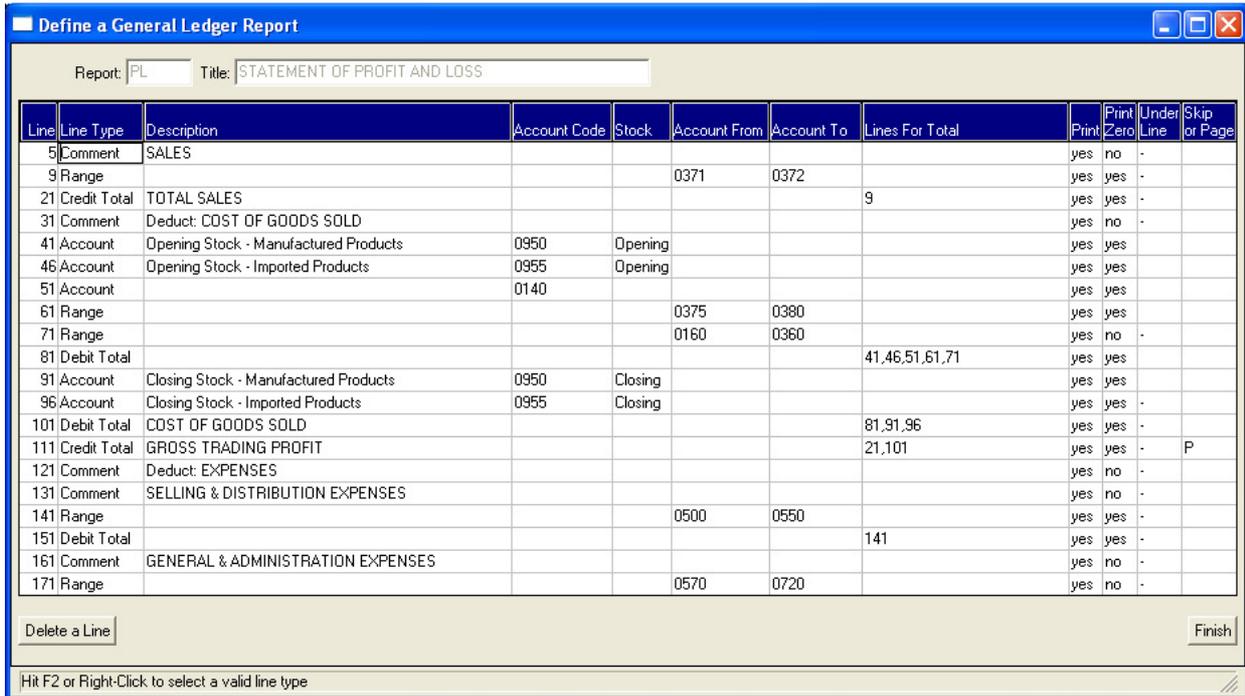
Print:

The column is normally printed, but sometimes may be used in a calculation for another column only, in which case it can be defined as not to be printed.

The remaining columns are used to define the title headers for each column (up to two title lines are available) and the format for printing amount-based columns. The format for each column defaults to the Print Format that is defined on the report header.

After defining the report header and the columns to print on the report, the next step is to define what is to print on each line on the report. Report lines are defined using the screen on the next page.

Defining General Ledger Report Lines



The options available for defining each line are as follows:

Line Type:

Available line type options that display in a pop-up box when hitting F2 or when right-clicking on the cell include:

1. "Account", which requires the entry of a valid general ledger account code in the Account Code column, and which will print the account description (if defined as a printable column in the report) and whatever values have been defined for the account.
2. "Range", which requires the entry of valid general ledger account codes in the Account From and the Account To columns in the account code column, and which will print the account descriptions (if defined as a printable column in the report) and whatever values have been defined for the range of accounts.
3. "Comment", which allows for the entry of a free-format comment in the report. This option is used for defining headings in the body of the report (e.g. "SALES").
4. "Debit Total", which requires entry of already defined report lines in the "Lines For Total" column, and which prints the description entered for that line and a sub-total or total which expects a debit value (.e.g. "Total Operating Expenses"). Note that a total line can form part of another total line.
5. "Credit Total", the same as for a "Debit Total", but which expects a credit value (e.g. "Gross Trading Profit"). The reason for the differentiation is to print the correct signage around the value if it happens to be opposite to the expected sign (e.g. a loss is made instead of a profit).

Description:

Free-format descriptions can be entered for comment lines, and for total and account lines. For account lines, the general ledger account code description will print, but can be overridden with what has been defined for the particular report line.

Account Code:

A valid general ledger account code if an account line is being defined.

Stock:

If an account line has been defined, and the account is a stock on hand account (as flagged on “General Ledger Account Maintenance”), then it is necessary to define if the value to report on in a profit and loss report is Opening Stock and Closing Stock, so that the “Cost of Goods Sold” section of the report can be properly defined.

Account From:

A valid general ledger account code to start from if a range of accounts is being defined.

Account To:

A valid general ledger account code to end at if a range of accounts is being defined.

Lines For Total:

Enter the already entered report line numbers that are to be included in the calculation of this debit or credit total line.

Print:

Is this line to be printed, or is it to be defined only for use in the calculation of a total line?

Print Zero:

Print this line if it has a zero value? This option is normally set to “yes” for all total lines and for key individual account lines, but may be set to no for a range of accounts. The default value is set on the report header.

Underline:

Enter an underline character (e.g. “-”, or “=”) for comments and for any other amount (account value, total value) that is printed in the report.

Skip or Page:

Enter the number of lines to skip after printing this line, or enter “P” for a Page Break.

Once a report is defined, the following screen can be used to copy its columns and/or lines to another similar report, which can then have amendments made to its definitions:

Copy Columns from report: ▼

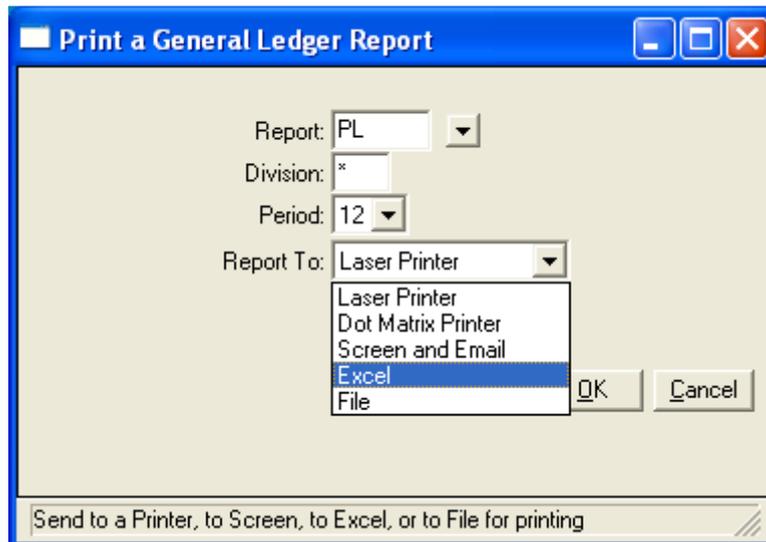
Copy Lines from report: PLMTH ▼

Copy to report: PL

OK Cancel

Enter the name of the report you wish to create

Report output options for a defined general ledger report are as follows:



When choosing “Excel”, the report will be sent directly to a new Excel spreadsheet. This is a direct data exchange between Perennial ERP and Excel. The data is NOT exported out to a text or comma separated value (CSV) file, which then needs to be loaded into Excel and re-formatted. The report is sent as a complete report already loaded into an Excel spreadsheet.

Perennial ERP is currently being enhanced to use a third-part software product called Virtual Print Engine (VPE), which will improve the appearance of the reports produced by using Windows True Type fonts to format them.

In addition, VPE allows a report to be created as an Adobe PDF document, so that it can be called up in Adobe Reader (free download available) and viewed on Screen, which makes Adobe Reader’s email functionality available for sending to report by email to others.

ACCOUNTS RECEIVABLE

The primary purpose of the Accounts Receivable business function is to ensure that control is exercised over the timely receipt of amounts due from customers, and to provide integration of the customer master file data with the Sales business function.

Customers and Delivery Addresses

Perennial's Customer Maintenance and Enquiry screen is show as follows:

The screenshot shows a 'Customer Maintenance' window with the following data:

- Customer: ACTION
- Name: ACTION SUPERMARKETS PTY LTD.
- Short Name: ACTION SUPERMARKETS
- Street Address: CNR ORCHARD & FREEMAN RDS
- Suburb/Town: RICHLANDS
- State/Province: QLD Postcode: 4077
- Country: AUSTRALIA
- Currency: AUD
- Contact: DAVID KING
- Phone: 07 3362 8016
- Mobile: 0418 769 238
- Fax Number: 07 3362 8077
- Email Address: davidk@actionsupermarkets.com.au
- Parent Customer: ACTION
- Terms: F14
- Credit Limit: 0.00
- Stop Supply: no
- Advertising Method: RADIO
- Customer Type: Both
- Barcode: 4394329321943
- Customer Group: 04
- Sales Area: ANZ
- Sales Rep: GBC
- Deliver To: 1
- Price Base: 1
- Sales Discount:
- Bank: Westpac
- Branch: RICHLANDS
- BSB: 072-435
- Bank Account: 3201 1343

Most of the fields in the above customer maintenance screen are self-explanatory, whilst others require some explanation.

Currency:

The Currency field is used to determine in what currency this customer is to be invoiced. It will appear on the sales quote, sales order and sales invoice when processing a sale for this customer. The exchange rate for the currency can be obtained from the exchange rate file, which can be updated daily if necessary. Both the default currency and exchange rate can be overridden when processing a sale. Exchange rates are maintained using the following screen:

The screenshot shows an 'Exchange Rate Maintenance' window with the following data:

- Currency: USD
- Country: UNITED STATES OF AMERICA
- Description: DOLLARS
- Date: 01/07/06
- Exchange Rate: 0.7782

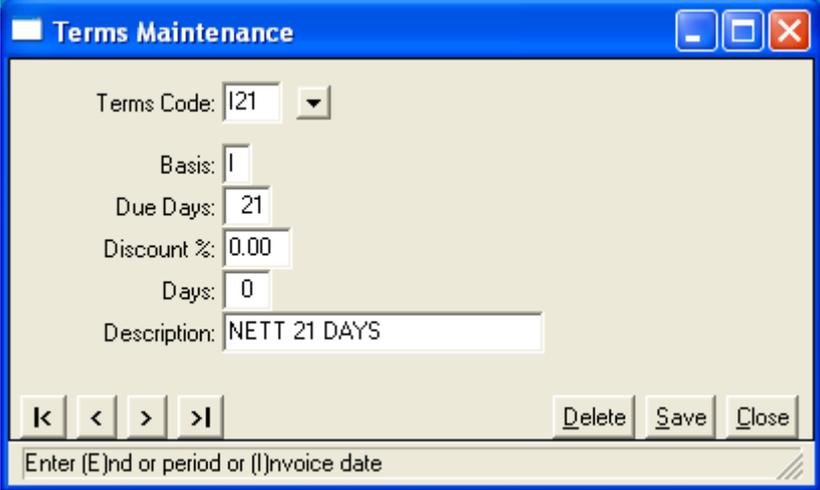
At the bottom of the window, there is a text prompt: "Enter the exchange rate (foreign currency \$AUD buys)".

Parent Customer:

The Parent Customer code is used to accumulate the transactions of all customers with the same parent customer code into a single statement of account that is sent to the parent customer. When the parent customer (usually the head office of a number of subsidiary customers) pays the account, the payment can be allocated against any of the outstanding invoices of the parent customer and the subsidiary customers.

Terms:

The Terms Code entered on a customer's account must be one of the codes created in the Terms file, an example of which is shown below.



Any sales invoices posted to a customer's account with this terms code will have a due date of 21 days from the date of the invoice. If a sale is being processed for the customer, and an unpaid invoice that is past its due date exists for the customer, the user will be prompted to confirm whether to continue processing the sale.

Credit Limit:

A zero credit limit signifies that no credit limit applies to this customer. For any other amount, if a sale is being processed for the customer, and the balance of the customer's account exceeds the credit limit, the user will be prompted to confirm whether to continue with the sale.

Stop Supply:

Customers that are on Stop Supply cannot have any sales invoices processed for them. Sales orders can be entered, but they are placed on hold.

Customer Group and Sales Rep:

These fields are used primarily for sales analysis reporting, and, in the case of Sales Rep, for calculating commissions on sales.

Deliver To:

A customer can have multiple delivery addresses. This field is a 2 character alpha-numeric code, so far more delivery addresses than would ever be required can be created for a customer. The delivery address code entered on the customer's account is the code that will appear by default when processing sales for that customer.

When creating a new customer, the delivery address will be created "on the fly", and the user will be asked if the customer's invoice address is to be used for the default delivery address, or whether another address is to be used. If the user chooses to use another address, the Delivery Address Maintenance screen that follows will pop up, enabling the user to enter the customer's default delivery address.

Price:

Price is the default product price number to use as the default price when processing sales for the customer.

Sales Discount:

Discounts can be established for all customers, or by reference to individual customer codes or sales discount codes.

Overview Of Accounts Receivable Functionality

Creating a new customer is explained in the section of this report on Customers and Delivery Addresses. This section explains the functionality provided by Perennial's Accounts Receivable system.

Customer Receipts

Perennial's functionality for entered and allocating customer receipts is explained as follows:

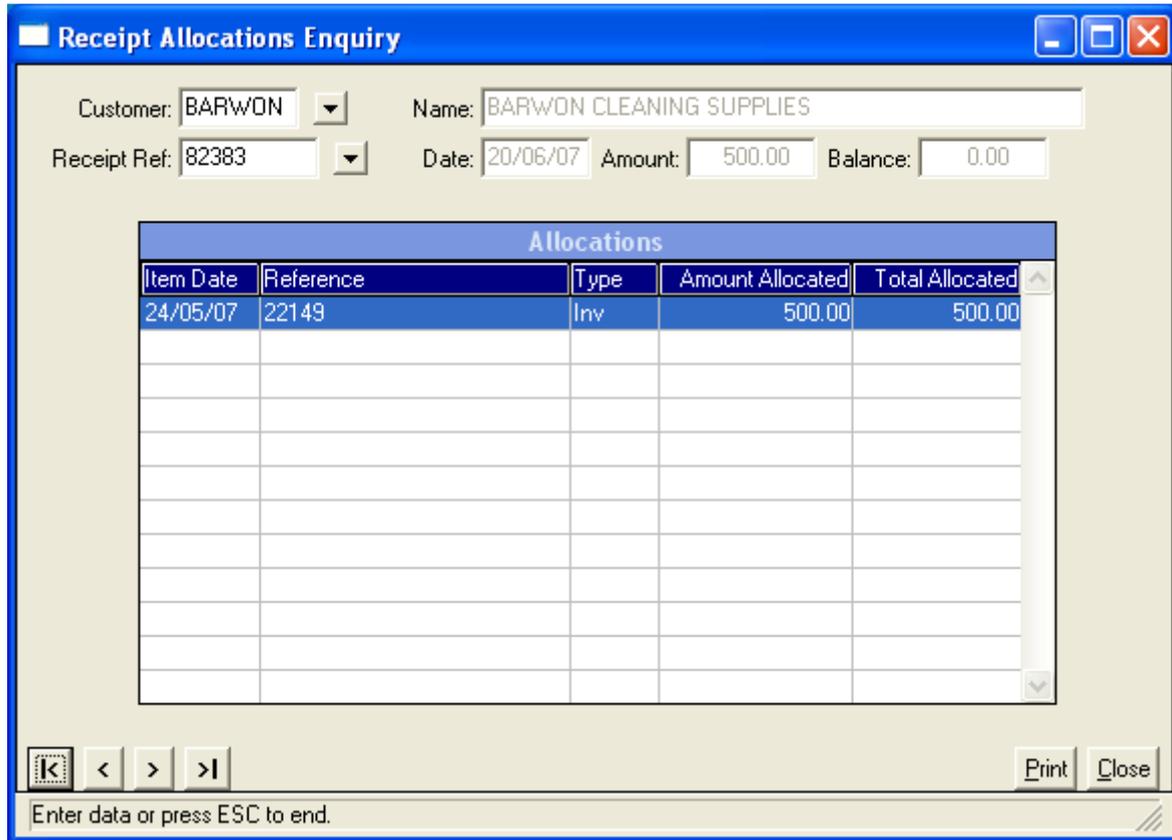
The screenshot shows a software window titled "Enter Receipts from Customers". At the top, there are several input fields: "Bank:" with a dropdown menu set to "1" and a text box containing "NATIONAL AUSTRALIA"; "Amount:" with a text box containing "500.00"; "Receipt journal:" with a dropdown menu set to "ARGBQ0228"; "Posted:" with a text box containing "no"; "Transaction Date:" with a text box containing "20/06/07"; and "Printed:" with a text box containing "no". Below these fields is a table with the following columns: "Doc", "Item Date", "Customer Code", "Name", "Reference", "Amount", "Discount", and "Deduction". The first row of the table contains the following data: "1", "20/06/07", "BARWON", "BARWON CLEANING SUPPLIES", "82383", "500.00", "0.00", and "0.00". Below the table, there are several buttons: "Delete a Line", "Finish", "K", "<", ">", and "|", "Lines", "Delete", "Save", and "Close". At the bottom of the window, there is a text box with the placeholder text "Enter any other deductions made by the customer".

Entering the customer's bank details when being paid by cheque:

The screenshot shows a software window titled "Customer Bank Details". It contains several input fields: "Cheque or Cash:" with a dropdown menu set to "Cheque"; "Payee:" with a text box containing "BARWON CLEANING SUPPLIES"; "Bank:" with a text box containing "ANZ"; "Branch:" with a text box containing "GEE LONG"; "BSB:" with a text box containing "013-435"; and "Bank Account:" with a text box containing "320113486". There is an "OK" button at the bottom right of the window.

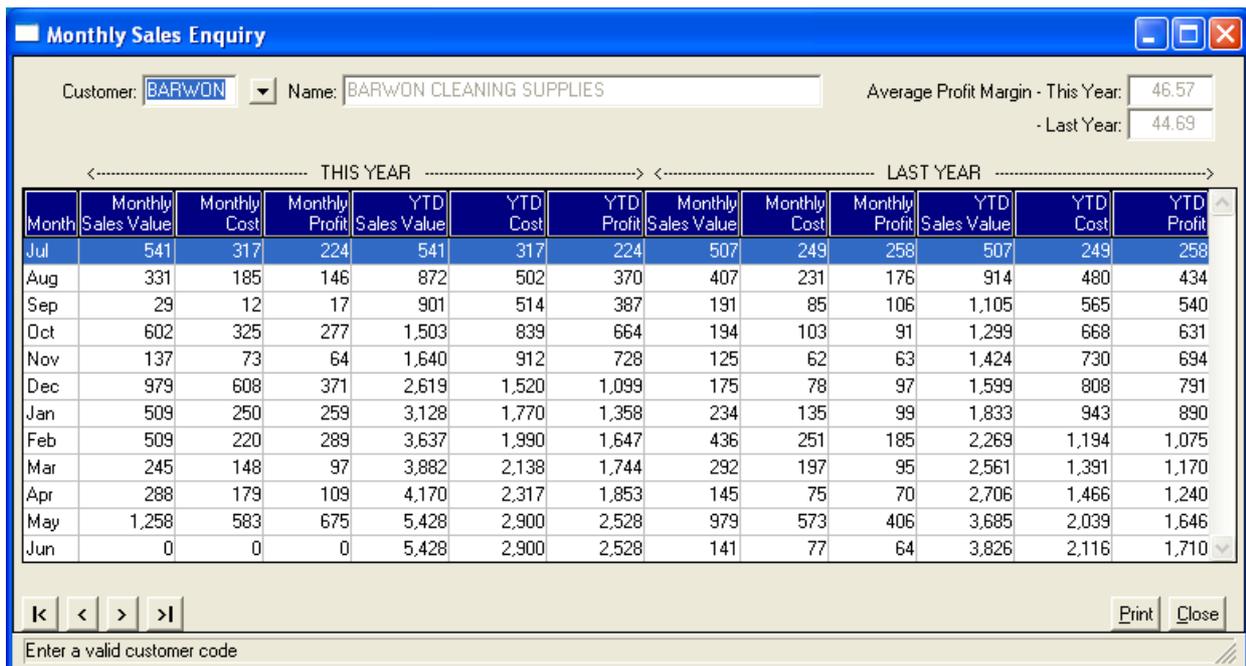
Receipt Allocations Enquiry

Another view of a customer's transactions is to enquire upon the allocations that have been made for a selected customer receipt. This is shown in the following screen.



Note that the same drill-down to the sales invoice is available from this screen as it is from the transaction enquiry screen.

Monthly Sales Enquiry



Customer Balance Enquiry

Customer Balance Enquiry

Customer: **BARWON**
 Name: BARWON CLEANING SUPPLIES
 Contact: JOHN FAGAN
 Phone: 52212944
 Terms: 130
 Credit Limit: 0.00
 Stop Supply: no

Created:	16/12/03	120 Days +:	28/02/07	0.00
Last Sale:	29/05/07	90 Days:	31/03/07	0.00
Last Payment:	20/06/07	60 Days:	30/04/07	0.00
		30 Days:	31/05/07	1,199.75
		Current:	30/06/07	0.00
		Balance Owing:		1,199.75
		Outstanding Sales Orders:		50.00
		Total Exposure:		1,249.75

Buttons: K, <, >, >|, Print, Close

Enter a valid customer code

Aged Customer Balances Report

The Aged Customer Balances Report is the key report used to exercise credit control over customer accounts. The selection criteria for this report are as follows, and an extract of the report, printed with Balances as distinct from Transactions, is shown on the next page.

Aged Customer Balances Report

As At: 30/06/07
 Divn: *
 Customer Type: Wholesale
 Customer from: First
 Customer to: Last
 Sort By: Short Name
 Ageing By: Item Date
 Transactions or Balances: Balances
 All Balances?: All Balances
 Report To: Laser Printer

Buttons: OK, Cancel

17/09/07 14:23
 User: Administrator

GENERAL BRUSHWARE PTY LTD

Co: GB
 Page: 1

ACCOUNTS RECEIVABLE AGED CUSTOMER BALANCES REPORT
 FOR DIVISION *

Customer Name	Phone	Total Owing	Month Ended 30/06/07	Month Ended 31/05/07	Month Ended 30/04/07	Month Ended 31/03/07	Month Ended 28/02/07
ACTION	ACTION SUPERMARKETS PTY	27,332.07	10,438.76	14,019.90	2,873.41	0.00	0.00
ADDIS	ADDIS(AUST)PTY LTD	3,384.85	187.81	0.00	3,197.04	0.00	0.00
AHM	AMALGAMATED HARDWARE MER	100.00	100.00	0.00	0.00	0.00	0.00
ARROW	ARROW HARDWARE SALES	300.00	300.00	0.00	0.00	0.00	0.00
ASSK	ASSOCIATED KILN DRIERS P	124.54	0.00	0.00	124.54	0.00	0.00
AIW	AUSTRALIAN INDEPENDANT W (03) 95412921	1,706.75	100.00	713.19	893.56	0.00	0.00
AIWC	AUSTRALIAN INDEPENDENT W 02 6206 6733	338.72	0.00	338.72	0.00	0.00	0.00
AIWB	AUSTRALIAN INDEPENDENT W 07 3213 4700	11,472.37	245.86	4,492.48	4,745.29	1,988.74	0.00
AYRF	AYRFORD AGENCIES	695.66	41.10	654.56	0.00	0.00	0.00
AZZO	AZZOPARDI ASPHALT	183.48	0.00	0.00	183.48	0.00	0.00
BARG	BARRO GROUP PTY LTD	205.71	0.00	205.71	0.00	0.00	0.00
BARWON	BARWON CLEANING SUPPLIES	1,199.75	0.00	1,199.75	0.00	0.00	0.00
BCD	BC DISTRIBUTION	101.33	0.00	101.33	0.00	0.00	0.00
.							
.							
.							
.							
WIK	WIK INDUSTRIES PTY LTD 9369 1011	0.01	0.00	0.00	0.00	0.01	0.00
WOOLB	WOOLWORTHS (QLD) LTD 172 0733554155	143,274.51	0.00	56,072.86	51,020.15	36,181.50	0.00
WOOLA	WOOLWORTHS (SA) LTD 1726 0893495511	44,304.20	0.00	9,843.49	21,946.64	9,910.28	2,603.79
WOOLM	WOOLWORTHS (VIC) LTD 172 0397602718	142,036.72	0.00	45,795.97	48,593.54	37,242.23	10,404.98
WOOLP	WOOLWORTHS (WA) LTD 1726	44,729.75	0.00	17,351.26	9,476.24	15,383.05	2,519.20
WOOLS	WOOLWORTHS SYDNEY BULK P 0298927688	500,660.43	0.00	126,639.31	139,322.95	234,698.17	0.00
LEDGER TOTALS		1,169,297.72	11,431.75	421,456.18	356,222.91	351,095.03	29,091.85
		100.00%	0.98%	36.04%	30.46%	30.03%	2.49%

As At: 30/06/07
 Divn: *
 Customer Type: Wholesale
 Customer from: First
 Customer to: Last
 Ageing By: Item Date
 Transactions or Balances: Balances
 All Balances?: All Balances

ACCOUNTS PAYABLE

The primary purpose of the Accounts Payable business function is to ensure that control is exercised over the timely payment of amounts due to suppliers, with special attention directed to ensuring payments are made only for valid supplier invoices that have been approved for payment. In addition, the supplier master file data is used for integration with the Purchasing business function.

Suppliers

Perennial's Supplier Maintenance and Enquiry screen is show as follows:

The screenshot shows a 'Supplier Maintenance' window with the following fields and values:

- Supplier: AMCOR
- Name: AMCOR FIBRE PACKAGING
- Short Name: AMCOR FIBRE PACK
- Street Address: 249 MIDDLEBOROUGH RD
- Suburb/Town: BOX HILL
- State/Province: VIC
- Postcode: 3128
- Country: AUSTRALIA
- Currency: AUD
- Contact: JACK BLEWETT
- Phone Number: 03 9890 8155
- Fax Number: 03 9890 0415
- Email Address: jack@amcor.com.au
- ABN: 80 004 875 493
- Minimum Order: 0.00
- GL account: 0350
- Terms: E30
- Pay or Hold: Pay
- Pay by: CHQ
- Account Title: (empty)
- Bank: (empty)
- Branch: (empty)
- BSB: 000-000
- Account: 0

Navigation buttons: K, <, >, >I, Delete, Save, Close. Footer: Enter data or press ESC to end.

Most of the fields in the supplier maintenance screen are self-explanatory, whilst others require some explanation.

Currency:

The Currency field is used to determine in what currency this supplier issues its invoices. It will appear in the purchase order and the purchase invoice screens when processing a purchase order and the supplier's subsequent invoice for the order. The exchange rate for the currency can be obtained from the exchange rate file, which can be updated daily if necessary. Both the default currency and exchange rate can be overridden when processing a purchase.

Exchange rates are maintained in the following screen:

The screenshot shows an 'Exchange Rate Maintenance' window with the following fields and values:

- Currency: USD
- Country: UNITED STATES OF AMERICA
- Description: DOLLARS
- Date: 01/07/06
- Exchange Rate: 0.7782

Navigation buttons: K, <, >, >I, Delete, Save, Close. Footer: Enter the exchange rate (foreign currency \$AUD buys)

GL Account:

For purchases of stock, where purchase orders have been placed, supplier invoices are entered through Purchase Order Management and posted through to Accounts Payable and General Ledger. The General Ledger allocations for these invoices are those attached to the stock being purchased as per the GL Groups explained earlier.

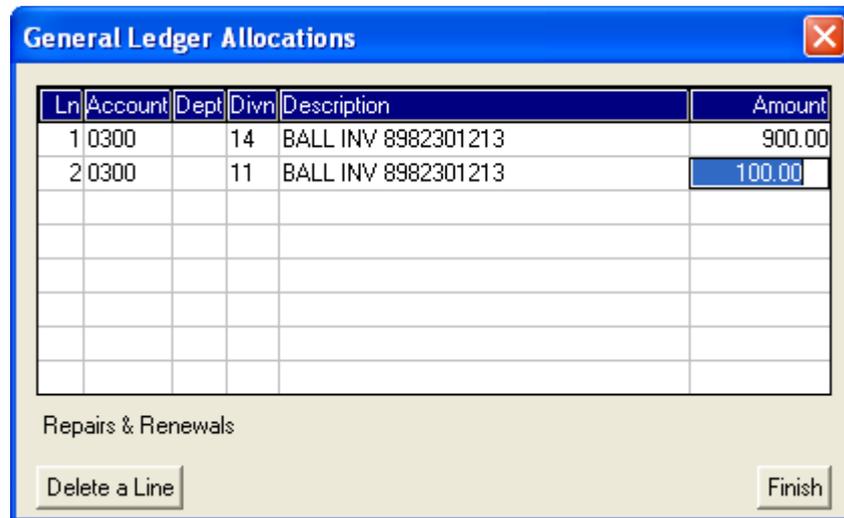
For other expenses, such as printing and stationary, or for services such as accountancy fees, supplier invoices are entered directly into Accounts Payable. When doing so, general ledger allocations are required to be entered. The GL Account entered on the supplier's account is the one used as the default when entering these allocations.

Pay By:

Although Perennial allows for supplier's to be paid either by Cheque or by EFT, payment by EFT is much easier and preferred, and would avoid any modifications required to ensure cheque printing conforms to a company particular cheque stationary.

Allocating to General Ledger Accounts

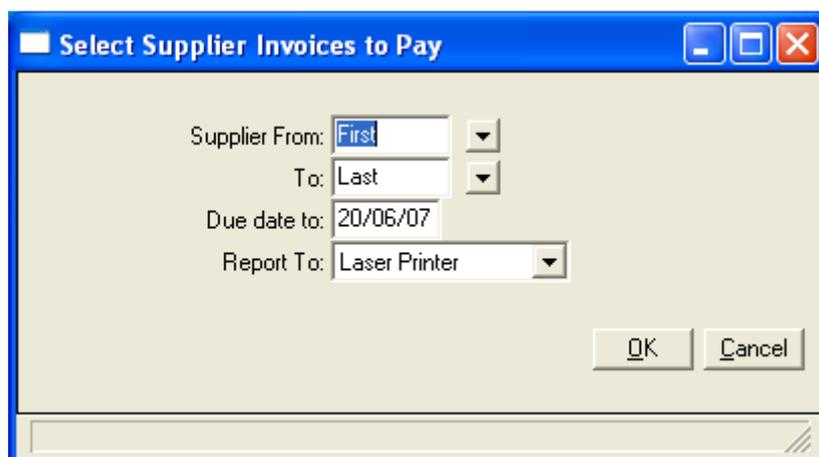
The general ledger allocations are made after the entry of the supplier’s invoice using the following screen:



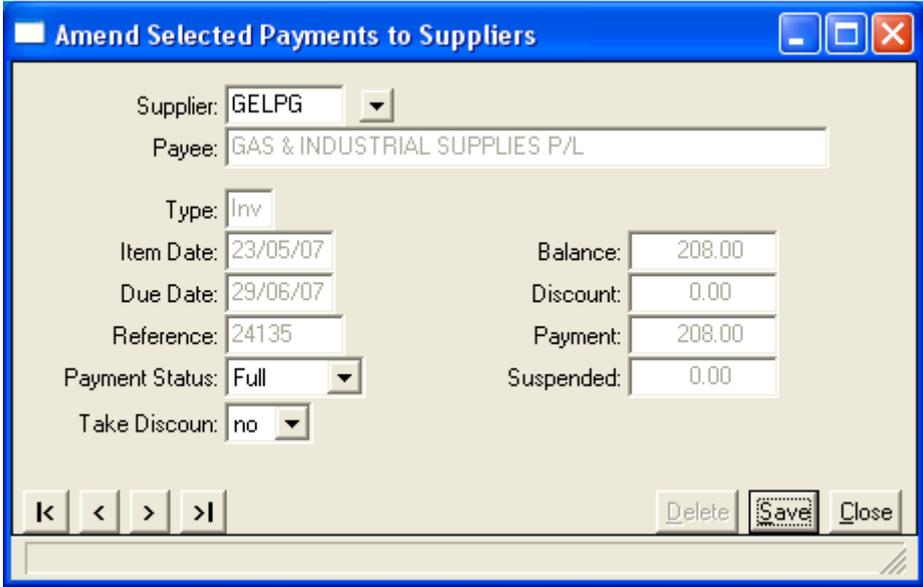
EFT Payment Processing

Once supplier invoices have been entered, payment processing can commence. Various options are available for selecting invoices to pay and how to pay them.

The first step is to select what has to be paid. The following screen is available in Perennial ERP to select for payment all suppliers in a specified range that are marked on their account as “Pay” (as distinct from “Hold”) and to include all invoices or debit journals with a balance owing and with a due date less than or equal to the entered due date for payment. Any settlement discounts that are allowed if payments are made according to the discount terms provided by suppliers are deducted from the payment.



A report of selected invoices to pay is produced, an extract of which is on the next page. This report which shows both supplier invoices to pay and invoices suspended from payment. The following screen can be used to make amendments to what is to be paid:



The amended report showing only those payments to be made can then be printed and used as a control document for approval of payments to be made.

Note that the above steps are optional. Payments can be generated without first being selected in this way. However, the above options provide a way of better managing and approving what is to be paid, before generating the actual payment records.

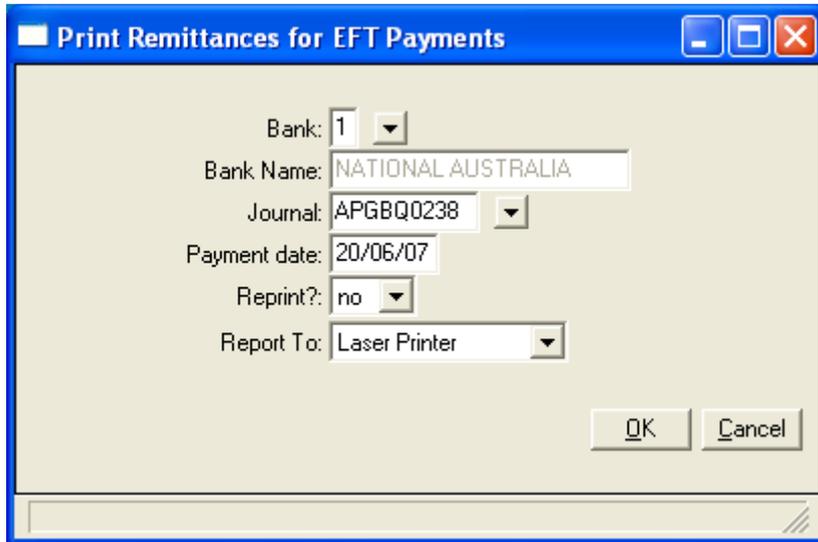
The next step is to generate the payments, which is done using the following screen:



This screen allows payments to be generated for suppliers identified as paid by EFT or by Cheque. It also has an option to include "Selected Payments Only". This means it will include only the payments already selected for payment as described earlier. If this is done, no other selection options are relevant, and the payments are created in a payment journal.

If the option to select payments before generating them is not used, then the other options are relevant and will be enabled for entry. The "List or Range" option allows you to select individual supplier to pay from a list of suppliers in a pop-up box, as shown below, or to choose a range of suppliers.

Once the payment run is finalised and no more amendments are required, the EFT payment file for loading into the software provided by the company’s bank (e.g. NAB Online) is created, and the remittance advices for sending details of the payments to suppliers can be printed using the following screen:

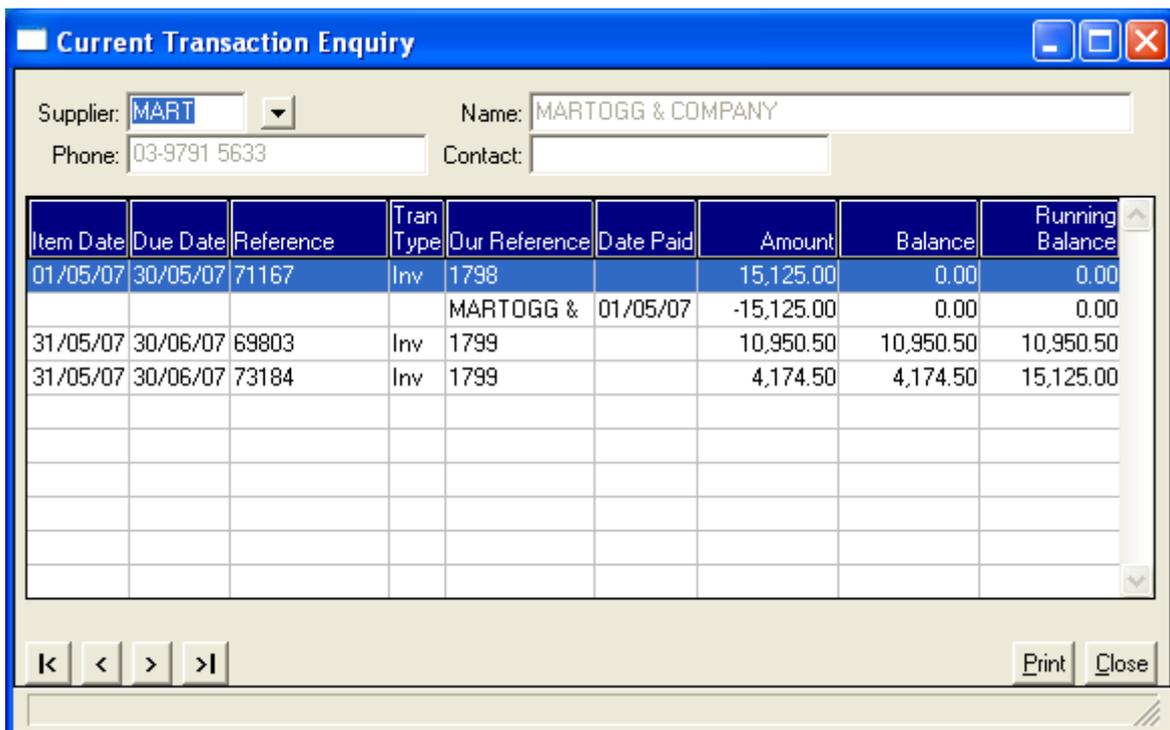


Various options are available for sending the remittances by mail, by email or by fax, and some customised programming is usually required to utilise the email or fax software being used.

The EFT payments can now be loaded into the banking software (e.g. NAB Online) and sent to the bank accounts of the suppliers, and the payment journal can be posted to the suppliers accounts and to General Ledger to finalise the payment run.

Supplier Current Transaction Enquiry

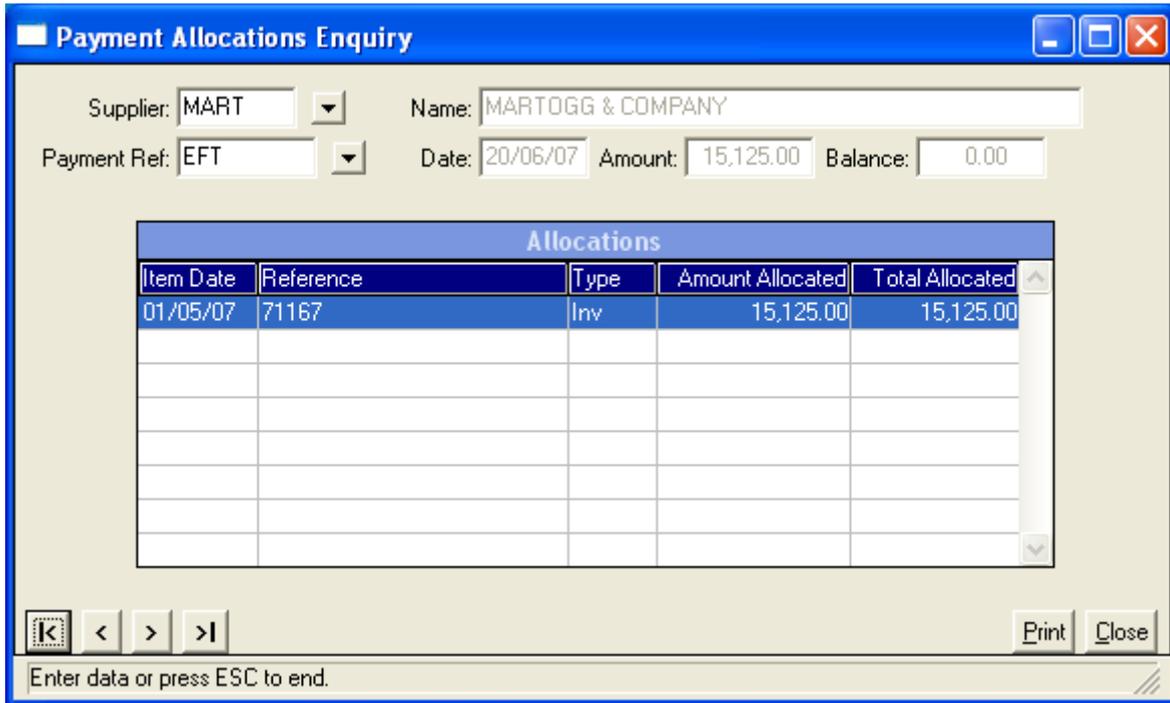
A supplier’s current transactions can be enquired upon using the following screen:



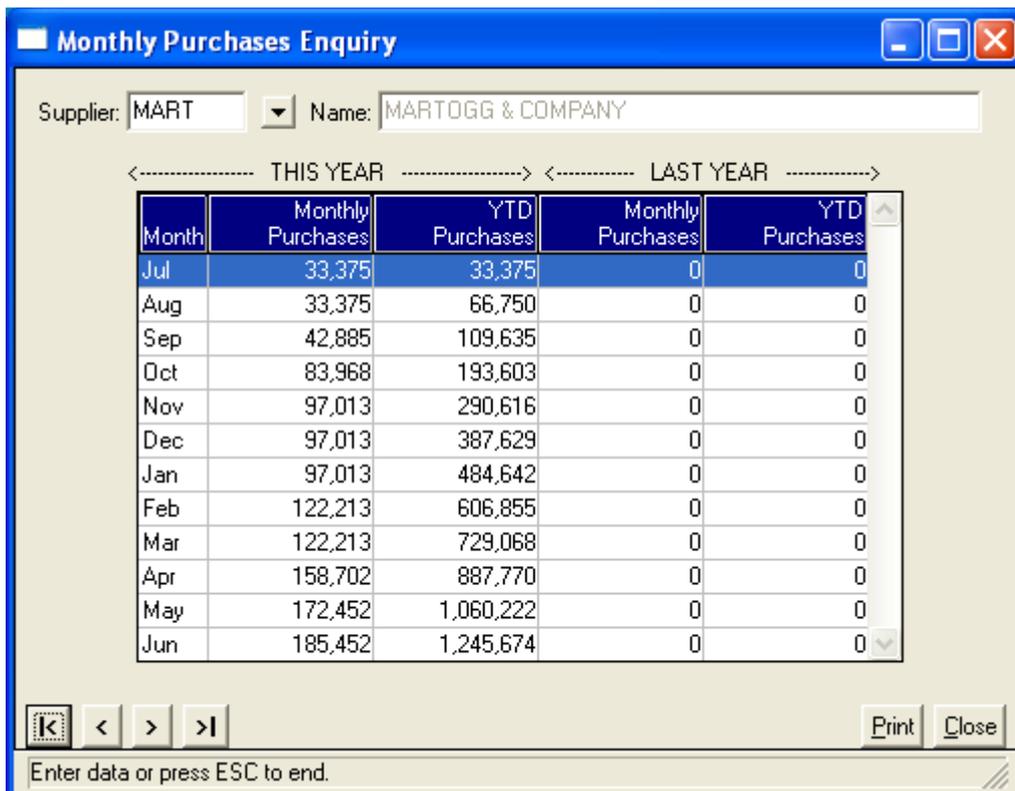
Double clicking on a selected row in the transaction enquiry screen will bring up the Purchase Invoice Enquiry program and will display the invoice that has been selected. A Transaction History Enquiry is also available to display fully paid invoices that have been transferred to the history file.

Payment Allocations Enquiry

Another view of a supplier's transactions is to enquire upon the allocations that have been made for a selected supplier payment, as shown in the following screen:



Monthly Purchases Enquiry



Supplier Balance Enquiry

Balance Enquiry

Supplier: MART
Name: MARTOGG & COMPANY
Contact:
Phone Number: 03-9791 5633
Terms: E30 Last Purchase: 31/05/07
Pay or Hold: PAY Last Payment: 20/06/07

MTD Purchases:	13,750.00	Month ended:	28/02/07	0.00
This YTD Purchases:	13,750.00	Month ended:	31/03/07	0.00
Last YTD Purchases:	0.00	Month ended:	30/04/07	0.00
		Month ended:	31/05/07	30,250.00
		Current:	30/06/07	0.00
		Total Owing:		30,250.00

Navigation: < << >> > Print Close

Aged Supplier Balances Report

The Aged Supplier Balances Report is the key report used to ensure tha supplier accounts are being kept in order and that suppliers are being paid on time to ensure that there are no interruptions to delivery of required products and part.

The selection criteria for this report are as follows, and an extract of the report, printed with Balances as distinct from Transactions, is shown on the next page.

Aged Supplier Balances Report

As At: 30/06/07
Supplier From: First
Supplier To: Last
Sort By: Short Name
Ageing by: Item Date
Transactions or Balances: Balances
Report To: Laser Printer

OK Cancel

19/09/07 16:09
 User: Administrator

GENERAL BRUSHWARE PTY LTD

Co: GB
 Page: 1

ACCOUNTS PAYABLE AGED SUPPLIER BALANCES REPORT
 AS AT: 30/06/07

Supplier Name	Phone Number	Total Owing	Month Ended 30/06/07	Month Ended 31/05/07	Month Ended 30/04/07	Month Ended 31/03/07	Month Ended 28/02/07
AMP	A.M.P.-FORBES	400.00	400.00	0.00	0.00	0.00	0.00
ADDIS	ADDIS (AUSTRALIA) PTY.LT	-200.00	-200.00	0.00	0.00	0.00	0.00
AFFS	AFFILIATED SPONGE DIST P	300.00	300.00	0.00	0.00	0.00	0.00
ALLT	ALLTOOLS PTY LTD (GEELBR	927.45	682.50	244.95	0.00	0.00	0.00
AMCOR	AMCOR FIBRE PACKAGING	4,856.21	300.00	4,556.21	0.00	0.00	0.00
ARN	ARNOTT INDUSTRIES PL	800.00	800.00	0.00	0.00	0.00	0.00
ASSF	AUSTRALIAN SYNTHETIC FIB	30,588.11	1,733.35	28,854.76	0.00	0.00	0.00
BFM	B.F. MACHINERY PTY LTD	2,395.17	0.00	2,395.17	0.00	0.00	0.00
BALL	BALLARAT SAW SERVICE	1,100.00	1,100.00	0.00	0.00	0.00	0.00
.							
.							
.							
.							
MART	MARTOGG & COMPANY	15,125.00	0.00	15,125.00	0.00	0.00	0.00
MCOLLS	McCOLLS TRANSPORT PTY LT	14,009.24	0.00	14,009.24	0.00	0.00	0.00
MCHU	MCHUGH & EASTWOOD	9,886.67	0.00	9,886.67	0.00	0.00	0.00
PIPW	PIPER WOODWARD & CO PL	4,314.62	0.00	4,314.62	0.00	0.00	0.00
POLY	POLYPLASTICS PTY LTD	7,703.30	0.00	7,703.30	0.00	0.00	0.00
REDER	REDER TOOLING PTY LTD	1,045.00	0.00	1,045.00	0.00	0.00	0.00
ROBH	ROB HAMILTON BEARING GEE	417.01	0.00	417.01	0.00	0.00	0.00
SANDS	SANDS PRINT GROUP P0029	275.00	0.00	275.00	0.00	0.00	0.00
SIGNET	SIGNET OVERSEAS LIMITED	15,599.80	15,599.80	0.00	0.00	0.00	0.00
STRAIGHT	STRAIGHTLINE TRANSPORT	2,206.09	0.00	2,206.09	0.00	0.00	0.00
TAND	TANDEX CHEMICALS (103187	178.20	0.00	178.20	0.00	0.00	0.00
UNCO	UMCOS	-88.35	0.00	0.00	0.00	0.00	-88.35
LEDGER TOTALS		144,983.55	21,615.65	123,456.25	0.00	0.00	-88.35
		100.00%	14.91%	85.15%	0.00%	0.00%	-0.06%

As At: 30/06/07
 Supplier From: First
 Supplier To: Last
 Sort By: Short Name
 Ageing by: Item Date
 Transactions or Balances: Balances

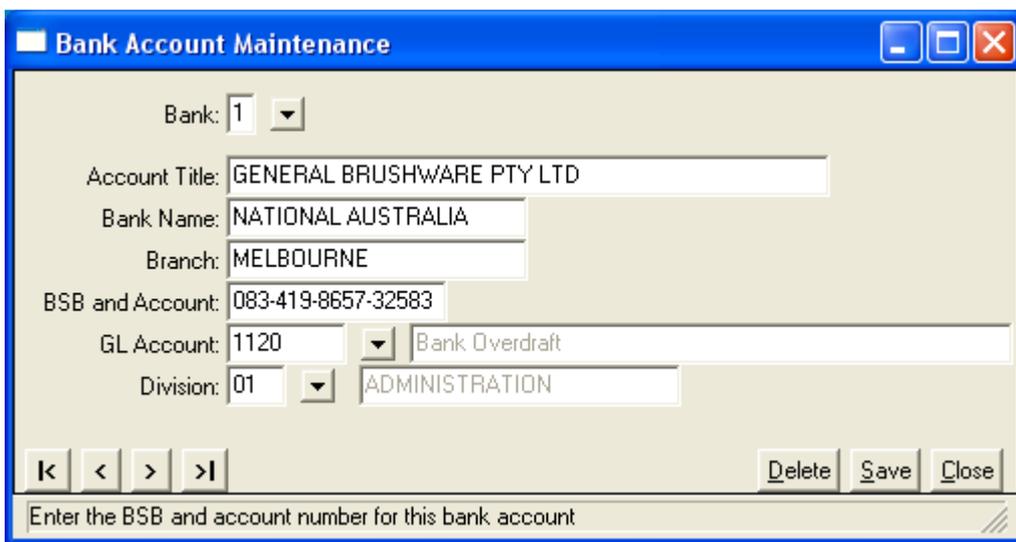
CASH BOOK

Perennial's Cash Book provides for the processing of sundry payments to payees other than suppliers that have been setup in Accounts Payable, and for the processing of sundry receipts from sources other than customers (e.g. sale of a fixed asset).

It also provides detailed reports (payment and receipt journals) of all payments and receipts, which include supplier payments, sundry payments (including bank statement debits), customer receipts, and sundry receipts.

Finally, it provides bank reconciliation functionality for multiple bank accounts. Perennial ERP allows for the setup of multiple bank accounts and processing payments and receipts against the bank account to which they belong. Separate general ledger accounts can be assigned to each bank account, and bank reconciliations can be performed for each account.

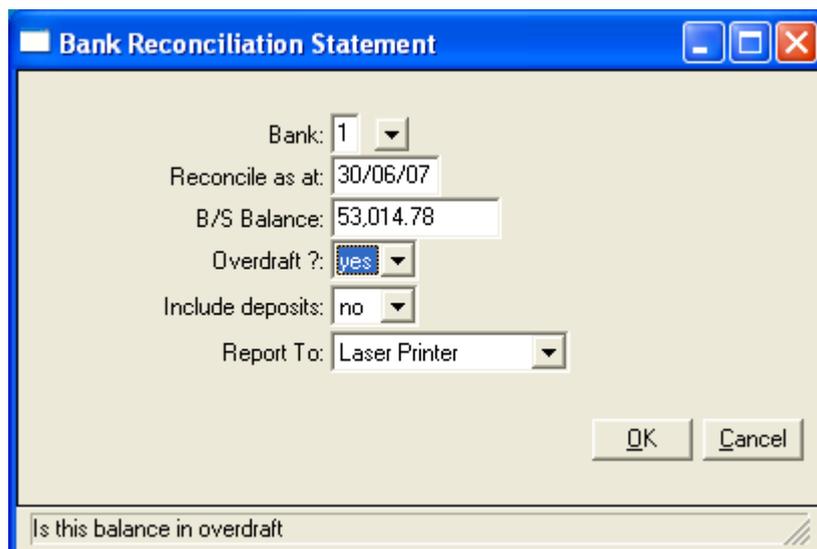
Each of a company's bank accounts can be setup in Perennial's Cash Book system using the following screen:



The 'Bank Account Maintenance' dialog box contains the following fields and controls:

- Bank: 1 (dropdown)
- Account Title: GENERAL BRUSHWARE PTY LTD
- Bank Name: NATIONAL AUSTRALIA
- Branch: MELBOURNE
- BSB and Account: 083-419-8657-32583
- GL Account: 1120 (dropdown) | Bank Overdraft
- Division: 01 (dropdown) | ADMINISTRATION
- Navigation buttons: <|>|>>|
- Action buttons: Delete, Save, Close
- Footer: Enter the BSB and account number for this bank account

The bank reconciliation is performed for a particular bank account using the following screen:



The 'Bank Reconciliation Statement' dialog box contains the following fields and controls:

- Bank: 1 (dropdown)
- Reconcile as at: 30/06/07
- B/S Balance: 53,014.78
- Overdraft?: yes (dropdown)
- Include deposits: no (dropdown)
- Report To: Laser Printer (dropdown)
- Action buttons: OK, Cancel
- Footer: Is this balance in overdraft

Reconciling a bank account is easier if payments are made by EFT rather than by cheque. But inevitably, some cheque payments will be made, and Perennial ERP provides the functionality to match cheques drawn to the bank statements supplied by the bank. It also allows for receipts to be matched to bank statements, although this is an optional step. For many companies, this step is not necessary, and the bank reconciliation provides the option to bypass it by answering "No" to the "Include Deposits" question on the bank reconciliation screen above.

Apart from reconciling the bank account, the most common transaction performed in Cash Book is entering a sundry payment, which is performed using the following screen:

This payment is a bank statement debit which is paying a lease payment. The next screen allocates it to the appropriate general ledger account.

FIXED ASSETS

Perennial's Fixed Assets module provides for the maintenance of a company's asset register, including calculation of depreciation charges, tracking of repairs and maintenance against each asset, tracking asset purchases to capital requisitions, measuring the usage of capital requisitions against capital budgets, and writing-off or disposing of fixed assets that have reached the end of their useful life.

Supplier invoices and sundry payments processed for asset purchases and for repairs and maintenance of assets can update the asset register as they are entered in Perennial's Accounts Payable and Cash Book systems, which will also provide allocation of the invoices and payments to the relevant asset and repairs and maintenance accounts in General Ledger.

Depreciation charges can be automatically generated each month for each asset, creating an Unposted Transactions Report for depreciation charges, which can be amended manually if required. Depreciation charges can be allocated to the various operating divisions of the business by a pre-set allocated percentage.

Many enquiries and reports are available to view fixed asset transactions and balances (see Appendix 2 for the Perennial ERP Program Listing), and perhaps the most relevant are the following:

- Fixed Assets Balances Summary – a traditional fixed assets depreciation schedule
- Repairs and Maintenance Summary – a detailed enquiry and report which displays details of the repairs and maintenance expenditure incurred against each asset.

Extensive free-format text can be entered as notes against each fixed asset, so that full details of each item of repairs and maintenance expenditure can be recorded and viewed.

The Perennial Fixed Asset Maintenance screen is shown below.

Asset:	BS00010
Description:	SCHLESINGER BRISTLING MACHINE
Short Description:	SCHLESINGER B/M
Details:	
Serial Number:	SC02948202
Capital Req.:	070123
Asset Group:	BM
Divn Group:	14
Book Life:	120.00
Book Method:	D
Book Rate:	15.00
Tax Method:	D
Tax Rate:	15.00
Finance:	Unfinanced
Finance Company:	
Finance Contract:	
Contract:	
Months:	0
Deposit:	0.00
Payments:	0.00
Residual:	0.00
Interest:	0.00

WHY CHOOSE PERENNIAL ERP?

If you make, if you buy, if you sell, if you import, if you export, Perennial ERP is an ideal fit for small to medium-sized enterprises (SME's), organisations that employ from around 20 to 100 people.

Why?

Functionality That Will Help You Outperform Your Competitors

Perennial ERP provides you with the ideal level of functionality you require to run their business operations and to account for them. Perennial ERP helps our clients manage their operations through planning and control so that they are always able to supply their customers what they want when they want it, by having the right products in the right quantities in the right place at the right time.

Perennial ERP, a modern Windows-based application, has been designed from the ground up for SME's. It does not have the complexity of the larger systems that have been designed for the mid-market and for large corporations, nor is it a dumbed-down version of such a system. When designing Perennial's functionality, it had to pass the test "Would the people working for an SME understand how to use this software?"

A Software and Services Solution

Perennial ERP contains the software tools you can use to manage your business, but also the complimentary services needed to help you get the best out of our software. We can draw on many years of experience to help you understand the relationship between what you do and how to get the benefits you want from using Perennial ERP. For example, you will probably want to use Perennial ERP to help you keep track of your stock, but if your stock is located in different areas of your warehouse that makes it difficult to count, you may not realise that benefit. Our services will help you avoid the "garbage-in garbage-out" syndrome that will kill off any benefits you are expecting from your system.

Best Value for Money Solution on the Market

Perennial's pricing for both software licence fees and for related software services offers a solution that is both affordable and that represents the best value for money solution available in Australia. We can offer this pricing for 2 reasons:

1. We have developed Perennial ERP using Progress Software's OpenEdge, an application development system is known for fast application development, and that is ideally suited for applications developed for SME's.
2. We keep things lean and mean at Perennial ERP and focus on getting the job done for our clients. We do not have endless discussions on insignificant technical matters that provide little benefit to our clients or to the software that we develop.

One Integrated Application

Perennial ERP has been developed to provide the key business functions in one integrated application. It does not have "hooks" into other tightly-integrated applications that some other systems do.

A common example is Manufacturing, which requires real-time integration with the Inventory Management, Sales Order Management and Purchase Order Management modules. Some software vendors offer third-party Manufacturing software to make their ERP application complete, but this solution can often create more problems than it tries to solve.

Perennial ERP has all this functionality in one application developed by one company using one application development system where the data is stored in one robust database.

This aspect is very important for 3 reasons:

1. Our clients only have to deal with one organisation that takes full responsibility for the complete application.

2. Custom modifications made to the software to satisfy specific client requests are not at risk of being excluded in future upgrades.
3. Errors related to integrating data from multiple systems cannot happen.

Functionality Customised to Meet Your Specific Requirements

Perennial ERP provides levels of functionality that can be turned on or off depending on what features you wish to use.

Whilst Perennial ERP is delivered with a substantial amount of functionality that has been developed over a period of almost 15 years, SME's often require specific modifications to meet their "non-standard" requirements.

Specifically-requested modifications can be made to Perennial ERP without jeopardising the client's right to software upgrades under our Annual Maintenance program.

Multi-Skilled Software Development and Support Resources

Our software development and support partner, Linx IT Consultants, employs around 35 multi-skilled software analysts, programmers, testers, and implementation and training consultants that possess all the skills that could possibly be required to help you get the benefits you want from a new business system.

Implementation Guarantee

We at Perennial Software are fully aware that deciding on a new business software system for your company is a difficult decision to make.

Traditionally you have been required to make an investment of tens of thousands of dollars without really being able to assess the suitability of the software being proposed for your business. Our Implementation Guarantee provides you with the security of knowing that you will fully understand what our solution offers prior to making a purchasing commitment.

If, after completing the Training Sessions, you are not entirely confident that Perennial's software functionality and the related services we provide will meet your business requirements as stated in the Sale Agreement, you do not have to proceed with the implementation of Perennial ERP, and we will refund your deposit for the Software Licence Fees in full.

Our guarantee goes hand in hand with our leading edge analysis and implementation process that provides you with every opportunity to ensure that you are making the right decision.

Our process allows you to experience Perennial's software functionality the way you will want to use it in your business. You will also be able to judge the quality of our data conversion, training, and, if required, program modification services **before** making the final decision to proceed with the implementation of Perennial ERP for your business.

ABOUT PERENNIAL SOFTWARE PTY LTD

Creators of

Perennial ERP

Software that helps manufacturers, wholesalers and retailers build customers for life by having the right products in the right quantities in the right place at the right time.

Who Are We

Perennial Software Pty Ltd is a software solutions provider to small and medium-sized enterprises (SME's) that manufacture, wholesale, and retail. Our purpose is to help our clients improve their ability to service their customers by always having the right products in the right quantities in the right place at the right time.

What We Do

We provide software solutions that work for our clients, solutions that are founded upon **Perennial ERP**, a modern Windows-based enterprise software system that provides the accounting, sales, purchasing, inventory and production management functionality required by SME's. Perennial ERP contains the tracking mechanisms our clients need to maintain complete awareness and control over the state of customer orders, purchase orders, production orders, stock availability, and the accounting of every transaction processed through the system.

Multi-skilled Software Development and Implementation Team

Our partnership with Linx IT Consultants provides us with a substantial mix of software development and implementation resources to be able to deliver solutions that precisely meet any specific requirements of our clients that are not already satisfied by the functionality contained in Perennial ERP. We deliver these solutions without impairing the rights of our clients to future upgrades of Perennial ERP.

Our Background of Success

The origins for the development of Perennial ERP began in 1990, when Perennial purchased the rights to another Australian-developed software product called Pacific Software. During the 1990's, Perennial further developed and customised Pacific Software for use by almost 150 end-users spread over 18 SME's, ranging from 4 user sites to 30 user sites.

The Evolution of Our Software to Meet the Expanding Needs of Our Clients

Some of Perennial's clients expressed a need for a manufacturing system that integrated with their sales, purchasing, inventory management and accounting systems. In addition, Microsoft Windows, with its graphical user interface ("GUI"), was beginning to become the operating system of choice for SME's. So by 1999, a major project to develop a manufacturing module designed specifically for SME's and to re-develop the software for the Windows GUI environment was underway. Whilst the software's front-end (e.g. entering a sales order) had to be re-written to cater for the Windows GUI environment, much of the earlier version of the software could still be used as the basis for the background processing that occurs (e.g. updating stock balances) as a result of the user's input.

During this time, Perennial also took this opportunity to review and improve the programs that perform the background processing, including taking advantage of many new programming techniques that became available with each new version of Progress OpenEdge, the software development platform used by Perennial to develop Perennial ERP.

New Technology Delivering Highly-Valued Business Benefits

In November, 2005, Perennial commenced installing this new Windows version of its software at one of our long-time clients, an industrial supplies wholesaler with a total of 15 end-users.

After going live in March, 2006, the response from the client was that Perennial ERP was *"far, far better than the old system"*.

The new feature of the software that this client appreciated the most is the ability to process sales quotes, sales orders, sales invoices and purchase orders, all containing many product lines, in an updateable browser similar to a spreadsheet. This feature makes it very easy for the client find review and change anything they have already entered.

Not long after, Perennial won an important new client, a retailer of period-style furniture and lighting. This client also wholesale to other retailers in country areas and interstate. Most of the goods they sell are purchased either locally or from overseas (particularly China), but they also manufacture bathroom vanities and mantle-pieces for fireplaces.

For this client, the Point-of-Sale part of the application had to be developed into a more complete Retail application. This was a substantial development project which took several months to complete, and in March, 2006, Schots went live with up to 30 end-users.

After a particularly busy last weekend of June, 2006, when they had their annual sale, the response from the client was that they ***"did not have a single problem with the software. Our staff had no problems using it, and we are very happy with the way it stood up over the weekend."***

Independent Surveys Validate Perennial's Success

In late 2006, Perennial engaged The Quantum Organisation to provide marketing and business development consulting. One of the tasks that Quantum carried out was to survey several of the key end-users using the new Windows version of the software, which by now had been brand-named as Perennial ERP.

The most significant result of this survey was that all of the key end-users surveyed stated that if they had their time over again, they would still choose Perennial as their business systems software and services provider.

Another key finding of the survey was that Perennial would need additional resources to grow. This finding confirmed a view that Perennial already held, and negotiations to form a partnership with one of Melbourne's largest private software development companies, Linx IT Consultants, came to fruition during 2007.

A Partnership to Serve Our Clients Better and Multiply Our Client Base

Linx will assist Perennial with implementing Perennial ERP at new clients that we are able to help. Linx employs around 35 software analysts, programmers, testers, and implementation and training consultants. Their major client is the Toll Transport Group, who they have been helping since 1999, so their expertise in developing and maintaining software solutions using the same software development platform (Progress OpenEdge) as Perennial has used will allow for substantial enhancements to Perennial ERP, with resultant benefits to our clients, in the coming years.

At all times, Perennial maintains a high-level project management role to ensure that the client is delivered with what we have promised. We engage Linx on behalf of our clients for software development, implementation and training services, but we will always retain the responsibility for ensuring that our clients get the solutions that they need to run their businesses better.

About John Nankervis - Founder of Perennial Software Pty Ltd

John Nankervis has gained extensive experience in selling, implementing and supporting business software applications to SME's (small to medium-sized enterprises) over a 20 year career in the software industry.

John spent the first 12 years of his career working with chartered accountancy firms, including Price Waterhouse and Pannell Kerr Forster. During this time, John qualified as a Chartered Accountant, a qualification he still holds today.

Since the 1984, John has been recommending, selling, implementing and supporting business software solutions for a diverse range of SME's. At the same time, John has consistently sought to improve his knowledge through further education. He has successfully completed RMIT University's Master Of Business Administration Degree, and has undertaken education in inventory and production management run by the Australian Chapter of the American Production and Inventory Control Society (APICS).

HOW TO CONTACT US

If you want to find out more about Perennial ERP, you can contact us either by mail, by email, or most easily, by telephone. Please address your enquiry to the attention of:

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