



Perennial ERP

Purchase Order

Management

Software that helps Purchasing Managers

Coordinate the supply of purchased products and parts with what is required for stock replenishment, for customer orders, and for manufacturing



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**WELCOME TO PERENNIAL ERP PURCHASE ORDER MANAGEMENT
FOR SMALL TO MEDIUM-SIZED ENTERPRISES**

We trust that this Product Overview will demonstrate to you how Perennial ERP can help you coordinate the supply of purchased products and parts with what is required for stock replenishment, for customer orders, and for manufacturing.

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 PURCHASE ORDER MANAGEMENT

TABLE OF CONTENTS

| | |
|--|-----------|
| THE STRUGGLE TO PROCURE THE RIGHT PRODUCTS AT THE RIGHT TIME..... | 1 |
| WHAT IS PERENNIAL ERP? | 3 |
| <i>Products and Stock Items.....</i> | <i>4</i> |
| Products | 4 |
| Stock Items | 7 |
| <i>Suppliers.....</i> | <i>8</i> |
| PURCHASE ORDER PROCESSING..... | 10 |
| Entering Purchase Orders Manually | 10 |
| Generating Purchase Orders Automatically..... | 14 |
| Receiving Stock On Purchase Order | 15 |
| Supplier Invoice Entry | 16 |
| Updating Accounts Payable and General Ledger..... | 17 |
| PURCHASE ORDER TRACKING..... | 18 |
| PURCHASING ANALYSIS..... | 19 |
| WHY CHOOSE PERENNIAL ERP?..... | 20 |
| ABOUT PERENNIAL SOFTWARE PTY LTD..... | 22 |
| HOW TO CONTACT US..... | 24 |

THE STRUGGLE TO PROCURE THE RIGHT PRODUCTS AT THE RIGHT TIME

With the business environment as dynamic and cut-throat as it is, purchasing managers are constantly faced with the struggle to procure the right products in the right quantities in time to replenish stock and satisfy customer sales orders.

Companies often work around this problem by holding excessive amounts of stock, in some cases up to 50% of their annual sales revenues. This is not good cash flow management in anybody's language!

Why do they do it? Because they don't really know how much stock of each individual product they need to carry to meet customer demand. And quite often, they carry too much of the wrong products in stock and not enough of the right products.

Many companies also have problems with keeping their stock levels accurate, which leads to frustration and massive inefficiencies as staff have to physically check whether they have enough stock to satisfy a customer's order. They have to rummage through the warehouse instead of being able to rely on their "system".

And when they do have to buy stock in for a customer order, they cannot easily keep track of when it is due in and when it has actually arrived. This means that they cannot be sure whether a delivery from a supplier is for a customer backorder or for stock replenishment. For the company's best customers, this is vital information.

A Mismatch Between The Functionality Required and The Systems Installed

The most pressing need that purchasing managers have is to make sure the company never runs out of stock of the products that it chooses to stock, whilst at the same time ensuring that not too much stock is being carried. This need extends to raw materials and parts required for manufacturing. Imagine the costs involved if production is delayed simply because the company has run out of stock of the parts required.

Their current systems do not help them determine if they have too much of the wrong products in stock, and not enough of the right products. They could try and work it out for themselves, but they just do not have the time or the right software tools to do it.

Staff have tried but failed in many cases to get accurate and reliable figures for their available stock, so they always have to physically check their stock levels. Many do not fully understand how stock gets updated in their systems. Often, their systems are too difficult to use, and they allow them to make mistakes too easily. Making matters worse, they often have the same product located in several different places in the same warehouse, not by design but by accident.

The purchasing systems used by many wholesalers simply places orders for stock. It does not relate them back to the customer backorders they are ordering the stock for. They have to keep track of this manually.

Finally, An Affordable Integrated Solution For Your Business Is Now Available

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.

Purchasing managers are looking for a software solution that does more than just the mundane and straight-forward tasks. They want a system that can easily track a purchase order through to the customer backorder it was placed for. They want to be able to automatically generate purchase orders for both stock and sales backorders, based on accurate inventory records.

They want software tools that tell what they should carry in stock, and how much. They want a stock control system that keeps stock balances up-to-date and accurate. And they want all this functionality in a system that their staff can easily 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 ERP'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.

Call Perennial Software Pty Ltd on (03) 9243 5678 or email us at info@perennial.com.au for a **free no-obligation analysis of your business requirements** to find out whether Perennial ERP is the right fit for your business.

In the meantime, we invite you to explore the functionality of Perennial ERP as explained in this Product Overview.

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 Costings

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 database, and front-end programs that users interact with when entering transactions, performing screen enquiries, and running reports can be developed using the Progress OpenEdge programming language, or other well-known languages such as Java.

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:

Crystal Reports – Customised Report Writing

Microsoft Excel – A print option for many of Perennial ERP's reports allows for data in the Perennial ERP database to be sent to Excel spreadsheets for "what if" analysis and customised reporting.

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

SETUP FOR PURCHASE ORDER MANAGEMENT

Before processing sales in Perennial ERP, several different types of “master” records need to be created. These records will be electronically transferred from your existing system by our Data Conversion process, and then maintained manually as required.

Products and Stock Items

Products

In Perennial ERP, products are kept at the company level, and stock items (sometimes known as Stock Keeping Units – SKU’s) are kept for each warehouse in the company.

The company-wide product record stores data that is relevant to products no matter which warehouse it is stocked at. This includes descriptions, product groups, GL (general ledger) groups, and up to 4 selling prices. Note that many variations of selling prices can be setup in Perennial ERP for individual customers or customer groups.

A sample Perennial ERP product screen is shown below:

Purchased or Made Products

This particular product is the common household Dustpan and Brush set. Some fields are left blank as they are not required for this product. It is a manufactured product – see the “Purchased/Made” field at the bottom right of the screen.

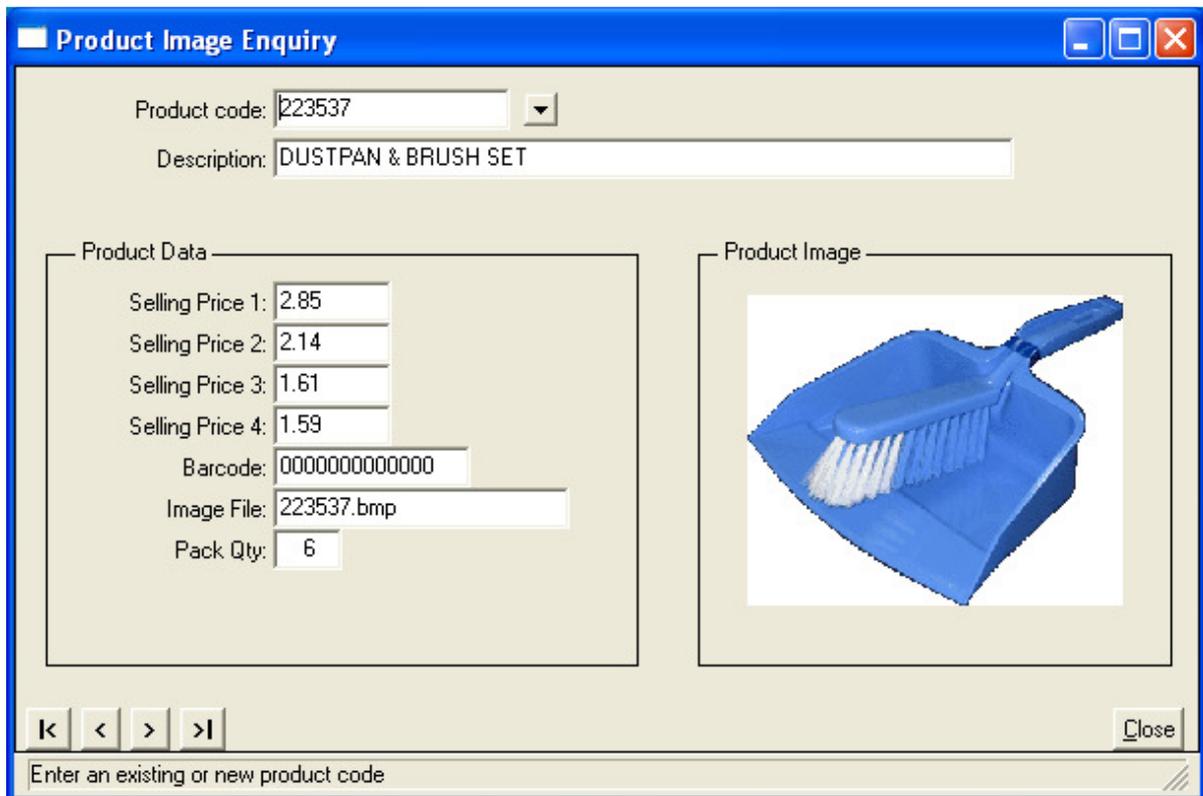
Products can be identified as manufactured or purchased products, and they can be further identified as a finished product or a part of another product. Therefore, valid combinations of products are:

Manufactured Finished Products
Manufactured Component Parts

Purchased Finished Products for Resale
Purchased Raw Material Parts

Product Images

Clicking on the image button in Product Maintenance displays an image of the product, as follows:



Serial Number Recording

Products can be flagged as requiring serial number recording. For serially numbered products, serial numbers must be entered when receiving the products into stock. Transaction enquiries are available to display details of these stock movements. This functionality will be shown later, as we process a stock receipt for a serially-numbered product.

Product Group

Perennial ERP has a one-level or two-level product group hierarchy. If a two-level hierarchy is required, parent product groups are created, and a product group is created as a child of a parent product group.

In our example product, a one-level hierarchy is being used. The following screen shows how the product group for the dustpan and brush set has been created:



Both the one-level and two-level hierarchies are used in Perennial ERP's sales analysis reports.

General Ledger Group

GL Groups are set up independently from product groups, and are used solely for posting stock movements to the chosen accounts in General Ledger. A sample GL Group screen for the "FG" GL group that the dustpan and brush set belongs to is shown below:

| | | |
|-------------------------|-----------------------------|--|
| GL Group: | FG | |
| Description: | FINISHED GOODS Manufactured | |
| Sales Account: | 0371 | Sales - Manufactured Products |
| Sales Dept: | 20 | MANUFACTURING |
| Purchases Account: | 0375 | Purchases - Products For Re-Sale |
| Purchases Dept: | 20 | MANUFACTURING |
| Stock On Hand Account: | 0950 | Stock on Hand - Manufactured Products |
| Stock On Hand Dept: | 20 | MANUFACTURING |
| Stock Movement Account: | 0373 | Stock Movement (Manufactured Products) |
| Stock Movement Dept: | 20 | MANUFACTURING |

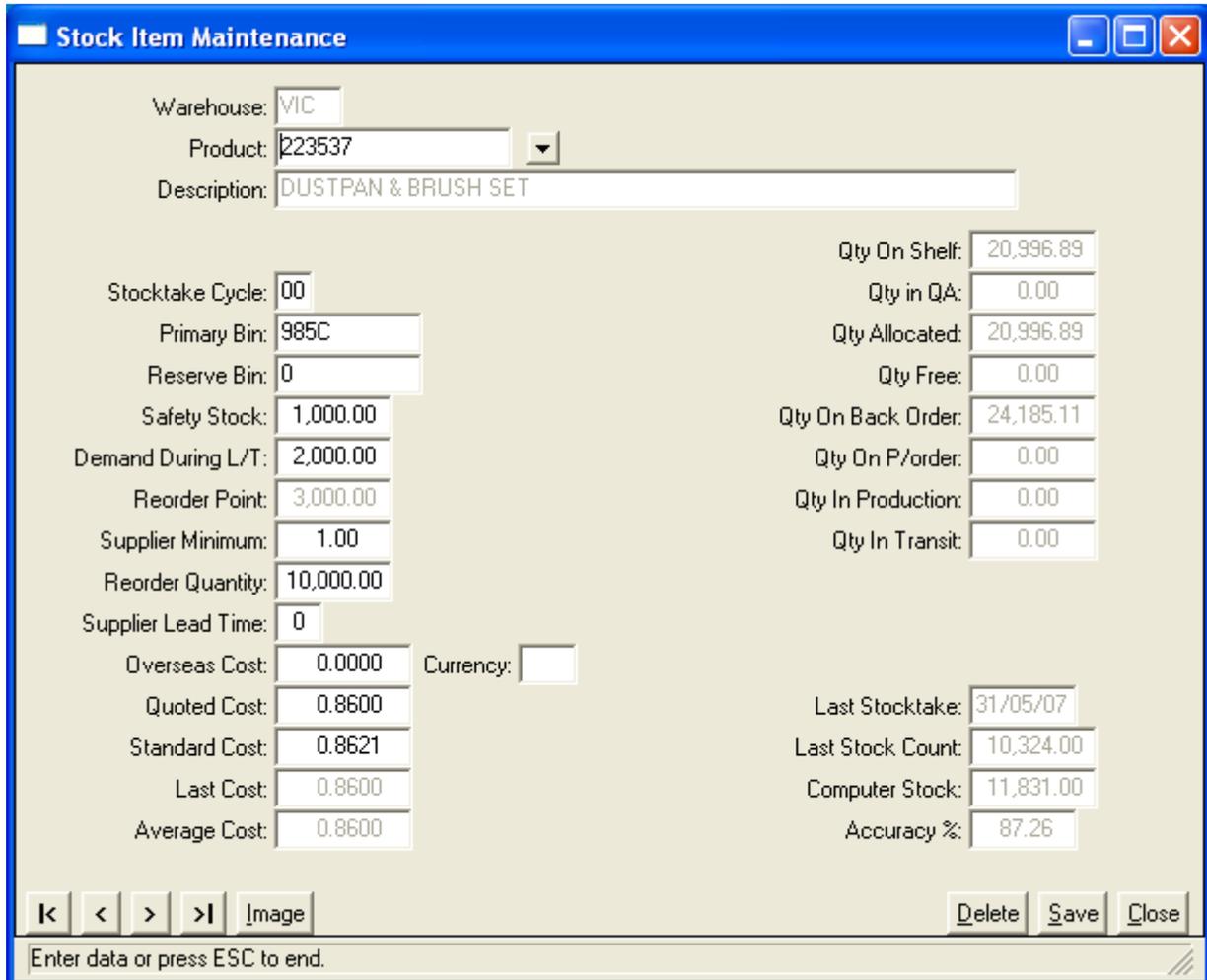
Navigation: K < > >| Action: Delete Save Close

Enter a suitable description for this general ledger group

The Stock Movement Account is used to record the opposite of the posting to the Stock on Hand Account, which, in turn, is used to report Opening Stock on Hand (the opening balance of the account) and Closing Stock on Hand (the closing balance of the account) in Profit and Loss Statement reporting.

Stock Items

The warehouse-based Stock Item record stores data that is relevant to a product at a particular warehouse. A sample Perennial ERP stock item screen is shown below.



| | | | |
|---------------------|---------------------|--------------------|-----------|
| Warehouse: | VIC | Qty On Shelf: | 20,996.89 |
| Product: | 223537 | Qty in QA: | 0.00 |
| Description: | DUSTPAN & BRUSH SET | Qty Allocated: | 20,996.89 |
| Stocktake Cycle: | 00 | Qty Free: | 0.00 |
| Primary Bin: | 985C | Qty On Back Order: | 24,185.11 |
| Reserve Bin: | 0 | Qty On P/order: | 0.00 |
| Safety Stock: | 1,000.00 | Qty In Production: | 0.00 |
| Demand During L/T: | 2,000.00 | Qty In Transit: | 0.00 |
| Reorder Point: | 3,000.00 | | |
| Supplier Minimum: | 1.00 | | |
| Reorder Quantity: | 10,000.00 | | |
| Supplier Lead Time: | 0 | | |
| Overseas Cost: | 0.0000 | Currency: | |
| Quoted Cost: | 0.8600 | Last Stocktake: | 31/05/07 |
| Standard Cost: | 0.8621 | Last Stock Count: | 10,324.00 |
| Last Cost: | 0.8600 | Computer Stock: | 11,831.00 |
| Average Cost: | 0.8600 | Accuracy %: | 87.26 |

This screen shows information relevant to purchasing and reordering the product for the VIC warehouse. We will explain how the quantities relating to reordering are used when we cover stock reorders in Purchasing and Manufacturing

Costs and quantities are maintained at the warehouse level. The last purchase cost and the weighted average cost are maintained by transactions processed in the system, primarily by the Purchasing system. The standard cost can be maintained manually, and can also be calculated and updated by the Manufacturing system.

Note that fields that cannot be maintained manually are disabled, and have a “duller” appearance than those that are enabled for update. Note also that stock items are created “on the fly” for the warehouse that the user is logged into when a new product is created, however, reorder quantities and costs still have to be updated manually where required.

Suppliers

Perennial ERP'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** (dropdown)
- 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** (dropdown)
- Currency: **AUD** (dropdown)
- 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** (dropdown)
- Terms: **E30** (dropdown)
- Pay or Hold: **Pay** (dropdown)
- Pay by: **CHQ** (dropdown)
- Account Title: (empty)
- Bank: (empty)
- Branch: (empty)
- BSB: **000-000**
- Account: **0**

Buttons at the bottom: **Delete**, **Save**, **Close**. Navigation keys: **K**, **<**, **>**, **>I**. Status bar: **Enter data or press ESC to end.**

Most of the fields in the Supplier Maintenance screen are self-evident, but a few 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** (dropdown)
- Country: **UNITED STATES OF AMERICA**
- Description: **DOLLARS**
- Date: **01/07/06**
- Exchange Rate: **0.7782**

Buttons at the bottom: **Delete**, **Save**, **Close**. Navigation keys: **K**, **<**, **>**, **>I**. Status bar: **Enter the exchange rate (foreign currency \$AUD buys)**

Minimum Order:

This is the minimum order value that this supplier requires before it will accept a purchase order. If this value is set to more than zero, and the purchase order value is less than the set minimum order value, the order will be placed on hold until its value exceeds the set minimum.

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 ERP 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 existing cheque stationary.

PURCHASE ORDER PROCESSING

Purchase orders in Perennial ERP can be placed on both local suppliers and on overseas suppliers for four different types of purchases:

1. Purchasing finished products for stock replenishment or to meet customer backorders
2. Purchasing miscellaneous non-stock items that have been ordered by customers
3. Purchasing miscellaneous items for use internally by the company (e.g. spare parts for machinery, printing and stationery, etc)
4. Purchasing raw materials and component parts for use in the manufacture of finished products

Purchase orders placed for the first 2 types can be entered manually or can be created automatically using Perennial ERP's Stock Reordering system, whilst purchase orders placed for the third type, miscellaneous items for internal use, have to be placed manually. Those placed for the last type are usually generated from the Material Requirements Plan, which is explained later in this report in the section on Production Planning and Control, but can also be entered manually.

Once a purchase order is placed, stock is received against each purchase order line as the stock is delivered by the supplier, and the supplier's invoice is entered against each stock received purchase order line.

The setup of products, stock items, and suppliers has been explained earlier in this report. This setup data is used for placing purchase orders either manually or automatically using the Stock Reordering system. Both methods are now explained.

Entering Purchase Orders Manually

The screen below shows Perennial ERP's Purchase Order Header Entry screen, which is used to create, update, or enquire upon purchase orders placed on both local and overseas suppliers.

This order is for an overseas supplier. Most of the fields are self-explanatory, and many are displayed by default with information that comes from the Supplier Maintenance screen after the supplier code has been entered. Some fields require further explanation as follows:

Currency and Exchange Rate:

These fields are derived from the supplier file and from the exchange rate currently set up for the supplier's currency. If the currency is not Australian Dollars (AUD), an exchange rate other than 1.0000 will appear, and the value of purchase order will be calculated in both local currency and in the foreign currency. Note that the currency is not necessarily that of the supplier's home country.

Foreign Currency and Australian Dollars:

The fields under these headings are accessed after entering the products being purchased in the purchase order lines browse.

For Overseas Suppliers Only:

Inland Freight is the freight charged by the supplier for transporting the goods being purchased from the supplier's place of business to the overseas port.

Overseas Freight is the freight charged for shipping the goods from the overseas port to the Australian port. If this amount is charged by the local customs agent in Australian dollars, it can be entered in the Freight field under the Australian dollars heading.

Tariff Duties are calculated at the relevant duty rate set up on the Product file for the products being purchased. The amount in this field can be over-ridden if necessary.

Any Insurance and Other Charges that are levied in the relevant foreign currency can be entered in these fields.

The total of the Foreign Currency fields is converted to Australian dollars and is displayed in the Total Cost field under the Australian Dollars heading.

For Local and Overseas Suppliers:

Freight is the amount of freight charged for delivery from the local supplier's warehouse or from the local port to your company's warehouse. Any other local charges can be entered separately.

GST:

For Overseas Suppliers, GST is calculated at the current rate of GST on the amount entered in Other Charges. For Local Suppliers, it is calculated on the Order Value.

Product Costs:

Selecting the Product Costs Button in the Purchase Order Lines screen will display how the unit cost for the product being ordered has been calculated, including the apportionment of costs entered on the purchase order header screen. This calculation is shown as follows:

The screenshot shows a window titled "Product Costing" with a close button in the top right corner. The window contains the following information:

- Product: 1045 (POLYPROP GRANULES HOMOPOLYMER 1ST GRADE)
- Foreign Currency: Australian Dollars
- Table of costs:

| | Foreign Currency | Australian Dollars |
|--------------------------|------------------|--------------------|
| Purchase Cost | 15,000.00 | 19,275.25 |
| Overseas Costs | 450.00 | 578.26 |
| Customs Duties (5.00%) | | 963.76 |
| Freight | | 100.00 |
| Local Charges | | 125.00 |
| Total Product Cost | | 21,042.27 |
| Quantity | | 10,000.00 |
| Unit Product Cost | | 2.1042 |

After completing the entry of all purchase order lines, the values on the purchase order header screen are re-calculated and displayed.

Additional changes can be entered manually. If the purchase order is for an overseas supplier, you will first be able to enter any overseas charges that are applicable to the order as a whole, before entering any local charges. The total order value will be calculated and ready for printing in a format required.

Generating Purchase Orders Automatically

Step 1 - Stock Reorder Recommendations Report

The Stock Reorder Recommendations Report is used to provide the Purchasing Officer with recommendations as what products need to be ordered to fulfil sales backorders and, if required, to replenish stock.

The report calculates a Nett Qty Free as explained earlier in Stock Item Maintenance, and recommends a Quantity to Order. It also costs the reorder recommendations, and groups them by supplier.

Step 2 - Amend Stock Reorder Recommendations

The Stock Reorder Recommendations Report can be amended prior to generating purchase orders using the screen below to change the Suggested Order Qty or the Quoted Cost, or to delete the product from being reordered altogether. After completing the amendments you wish to make, the Amended Stock Reorder Recommendations Report can be reprinted (optional), and purchase orders can be automatically generated.

| | |
|------------------------|---------------------------|
| Product: | 396 |
| Description: | SOFTSWEEP WRAPPER (GREEN) |
| Supplier: | ACTION |
| Name: | ACTION MARKING PRODUCTS |
| Qty Free: | 2,300 |
| Qty on Back order: | 0 |
| Qty on Purchase Order: | 0 |
| Qty in Transit: | 0 |
| Nett Qty Free: | 2,300 |
| Qty per P/Unit: | 1 |
| Qty Req'd (P/Units): | 2,300 |
| Supplier Minimum: | 1 |
| Suggested Order Qty: | 9,000 |
| Quoted Cost: | 0.25 |

Cost quoted by supplier of one purchase unit

Step 3 - Generate Purchase Orders From Reorder Recommendations

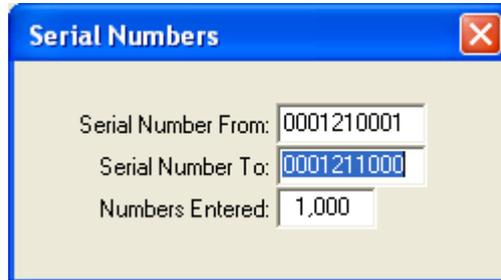
Once the Stock Reorder Recommendations have been checked and approved, purchase orders can be automatically generated for the recommendations. One purchase order per supplier is created for all products purchased from that supplier. The supplier chosen is the preferred supplier as set on the Product file. Purchase orders can also be printed by this program in any format required by the company.

Step 4 - Amend Purchase Orders

Although purchase orders have already been automatically generated from stock reorder recommendations, it is possible to change the purchase orders created, or to create new purchase orders manually, using the Purchase Order Entry programs explained previously.

Products Requiring Serial Number Recording

If a Stock Receipt is being done for a product that requires serial number recording, the serial numbers are requested for entry after entering the quantity received and the GRN number, before advancing to the next stock receipt. The following screen how serial numbers are entered for a product which has been identified as requiring serial number recording on the product file, and for which a quantity of 1,000 is being received:

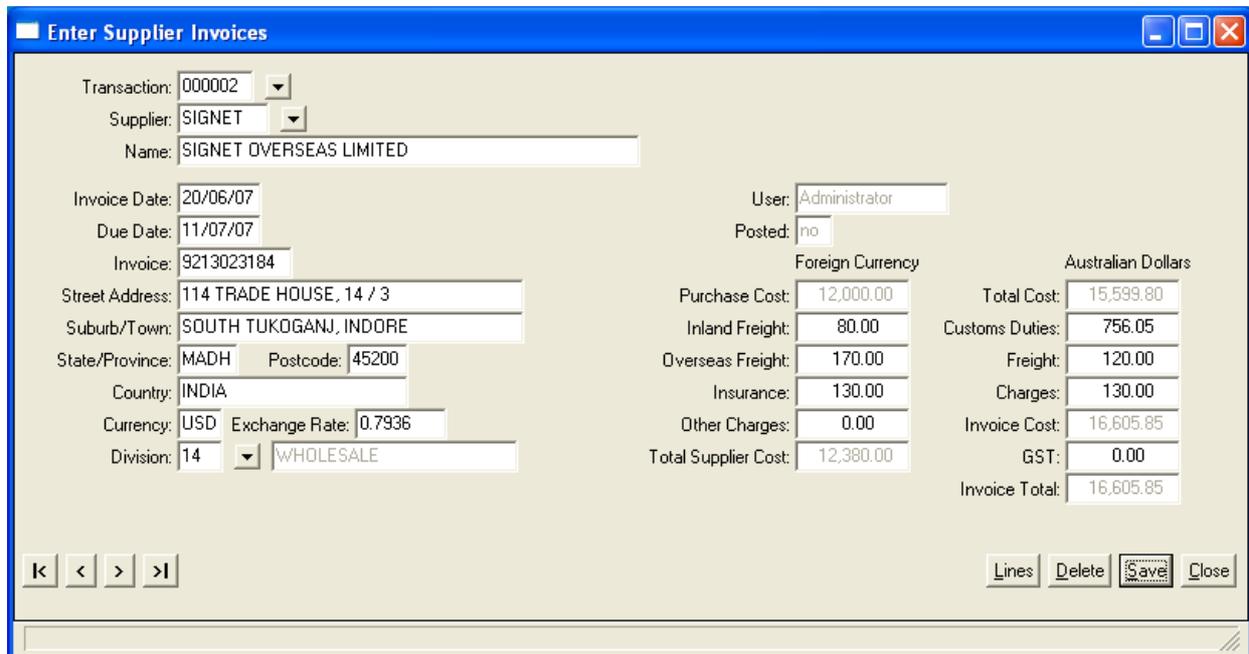


Note that multiple ranges of serial numbers can be received for the same stock receipt. Perennial ERP's Inventory Management System provides enquiries of serial numbers recorded against their respective transactions either by Product Code or by Serial Number.

Supplier Invoice Entry

Once a product has been received, the supplier's invoice can be entered and matched against the fully or partially received purchase order.

The screen below shows Perennial ERP's Supplier Invoice Entry program, which is used to create, update, or enquire upon purchase orders placed on both local and overseas suppliers.



Supplier:

The first step after creating a new supplier invoice transaction is to select the supplier that the invoice has been received from. This is mandatory and creating the invoice cannot proceed further until the supplier is selected. Many of the fields in the supplier invoice entry screen are displayed by default with information that comes from the Supplier Maintenance screen, and can be over-ridden as required.

Currency and Exchange Rate:

These fields are derived from the supplier file and from the exchange rate currently set up for the supplier's currency. If the currency is not Australian Dollars (AUD), an exchange rate other than 1.0000 will appear, and the value of purchase order will be calculated in both local currency and in the foreign currency. The currency field is not updateable, as the currency on the supplier should rarely change.

Foreign Currency and Australian Dollars:

The fields under these headings are accessed after entering the products being purchased in the supplier invoices lines browse. They are used in the same way as in Purchase Order Entry.

Lines Button:

Selecting the Lines Button will display the following Supplier Invoice Lines screen for the purchase order just created, as follows:

A supplier's invoice may be for several purchase orders, so the purchase order number can be entered against each line. Hitting F2 will allow the user to select from a list of uninvoiced purchase orders for the current supplier. Then when accessing the product code, the user can select from a list of uninvoiced products for the purchase order just entered.

Product Costs:

Highlighting a particular product line and choosing the Product Costs button will display how the unit cost for the product has been calculated, after taking into account all costs and apportioning costs entered on the invoice header screen. This calculation is displayed in screen similar to that shown for Purchase Order Entry.

Updating Accounts Payable and General Ledger

When supplier invoices have been successfully entered, they can be posted to the Supplier Accounts in Accounts Payable, which at the same time updates General Ledger.

PURCHASE ORDER TRACKING

Many enquiries and reports exist to track the status of purchase orders by purchase order number, by supplier, by product and by due date. An example is the Outstanding Orders by Supplier screen, which shows only those purchase orders not yet received.

Outstanding Purchase Order Enquiry by Supplier

Supplier: BRIB BRIBROS PTY LTD

| P/Order | Line | Product | Description | Qty Ordered | Qty Received | Qty Cancelled | Qty To Come | Unit Cost | Date Ordered | Date Required |
|---------|------|---------|-------------|-------------|--------------|---------------|-------------|-----------|--------------|---------------|
| 001647 | 1 | 1005 | | 16,000.00 | 0.00 | 0.00 | 16,000.00 | 1.30 | 14/11/06 | 02/01/07 |
| 001762 | 1 | 1045 | | 16,000.00 | 0.00 | 0.00 | 16,000.00 | 1.22 | 08/03/07 | 13/03/07 |
| 001763 | 1 | 397 | | 3,000.00 | 0.00 | 0.00 | 3,000.00 | 1.65 | 08/03/07 | 08/03/07 |
| 001763 | 2 | 450 | | 1,500.00 | 0.00 | 0.00 | 1,500.00 | 6.72 | 08/03/07 | 08/03/07 |
| 001763 | 3 | 451 | | 1,200.00 | 0.00 | 0.00 | 1,200.00 | 11.17 | 08/03/07 | 08/03/07 |

Print Close

Enter a valid supplier code

Another example is the Order Enquiry by Product screen, which shows all purchases of a product, irrespective of whether they have been received and invoiced.

Order Enquiry by Product

Product: 1045 POLYPROP GRANULES HOMOPOLYMER 1ST GRADE

| P/Order | Supplier | Name | Line | Qty Ordered | Qty Received | Qty Cancelled | Qty Invoiced | More To Come | Date Required | Date Received |
|---------|----------|---------------------------|------|-------------|--------------|---------------|--------------|--------------|---------------|---------------|
| 001894 | SIGNET | SIGNET OVERSEAS LIMITED | 1 | 10,000.00 | 8,000.00 | 0.00 | 8,000.00 | yes | 25/06/07 | 20/06/07 |
| 001762 | BRIB | BRIBROS PTY LTD | 1 | 16,000.00 | 0.00 | 0.00 | 0.00 | yes | 13/03/07 | |
| 001719 | FERNZ | FERNZ SPECIALTY CHEMICALS | 1 | 20,000.00 | 20,000.00 | 0.00 | 20,000.00 | no | 31/01/07 | 02/02/07 |
| 001675 | BRIB | BRIBROS PTY LTD | 1 | 32,000.00 | 34,000.00 | 0.00 | 34,000.00 | no | 01/02/07 | 03/04/07 |
| 001672 | FERNZ | FERNZ SPECIALTY CHEMICALS | 4 | 10,000.00 | 10,000.00 | 0.00 | 10,000.00 | no | 06/12/06 | 12/12/06 |
| 001643 | FERNZ | FERNZ SPECIALTY CHEMICALS | 1 | 10,000.00 | 8,500.00 | 0.00 | 8,500.00 | yes | 07/11/06 | 30/04/08 |
| 001582 | FERNZ | FERNZ SPECIALTY CHEMICALS | 1 | 16,000.00 | 15,500.00 | 0.00 | 15,500.00 | no | 19/09/06 | 20/09/06 |
| 001581 | FERNZ | FERNZ SPECIALTY CHEMICALS | 2 | 5,000.00 | 4,325.00 | 0.00 | 4,325.00 | yes | 12/09/06 | 15/09/06 |
| 001542 | BRIB | BRIBROS PTY LTD | 1 | 16,000.00 | 16,200.00 | 0.00 | 16,200.00 | no | 15/09/06 | 03/10/06 |
| 001403 | fernz | FERNZ SPECIALTY CHEMICALS | 1 | 33,000.00 | 27,975.00 | 0.00 | 27,950.00 | no | 31/03/06 | 16/08/06 |
| 001303 | fernz | FERNZ SPECIALTY CHEMICALS | 1 | 18,000.00 | 12,500.00 | 0.00 | 12,500.00 | no | 20/12/05 | 16/02/06 |
| 001254 | FERNZ | FERNZ SPECIALTY CHEMICALS | 1 | 17,500.00 | 12,750.00 | 0.00 | 12,750.00 | no | 10/11/05 | 16/08/06 |
| 001216 | FERNZ | FERNZ SPECIALTY CHEMICALS | 2 | 2,500.00 | 2,500.00 | 0.00 | 2,500.00 | no | 18/10/05 | 28/10/05 |
| 001183 | fernz | FERNZ SPECIALTY CHEMICALS | 1 | 20,000.00 | 13,750.00 | 0.00 | 13,750.00 | no | 30/09/05 | 21/12/05 |
| 001169 | fernz | FERNZ SPECIALTY CHEMICALS | 1 | 8,625.00 | 8,625.00 | 0.00 | 0.00 | no | 20/09/05 | 20/09/05 |
| 001160 | fernz | FERNZ SPECIALTY CHEMICALS | 1 | 7,500.00 | 7,500.00 | 0.00 | 0.00 | no | 13/09/05 | 13/09/05 |
| 001141 | FERNZ | FERNZ SPECIALTY CHEMICALS | 2 | 12,500.00 | 5,000.00 | 0.00 | 5,000.00 | no | 30/08/05 | 21/12/05 |

Print Close

Enter data or press ESC to end.

PURCHASING ANALYSIS

Many Purchasing Analysis Reports are available to analyse the company's purchasing and supplier delivery performance. Reports include:

- Supplier Deliveries Performance Report
- Various Supplier by Product Purchasing Analyses
- Various Product by Supplier Purchasing Analyses

When printing purchasing analysis reports, an available print option is to send the report to an 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.

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 ERP'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 ERP'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 ERP'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 ERP'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 ERP'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 mid-1980's, John has been recommending, selling, implementing and supporting business software solutions for a diverse range of SME's. He has successfully completed RMIT University's Master Of Business Administration Degree, and has completed four of the education courses in inventory and production management that are 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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Marketing Director
Perennial Software Pty Ltd

By Mail:

Suite 1, 16 Cotham Road
Kew, Victoria. 3101
Australia.

By Email:

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Call John Nankervis on (03) 8678-1870 or direct on 0417 582 457