

Intelligent Business



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Pegasus.

Significant, innovative
and supportive.



Intelligent Business?

At Pegasus, our aim is simple: to design and build the very best business tools, to enable tens of thousands of companies like yours to thrive. We offer a full range of business services, from pre-sales consultation to extensive training and award-winning after-sales support.

This is why our flagship product, Opera II, has won the prestigious Software Satisfaction Award for **Mid-Range Accounting Software of the Year 2009**. This award is based on votes by real users and is a true testament to the quality, innovation and usability of our software, and our understanding of the needs of a modern business.

And Pegasus is part of Infor, one of the world's leading enterprise solutions providers. With more than 8,000 employees and offices in 100 countries, Infor has over 70,000 customers and revenues in excess of \$2.1bn.

Opera II.

Intelligent business.

Opera II is designed to grow dynamically. As more business needs emerge, you can add the necessary components to create a solution that fits.



With features designed to take some of the strain out of running your business, Opera II gives you more than any other financial management software. With flexible reporting and analysis functions, it puts you in control. The CRM suite integrates financial control with looking after prospects and customers. Add electronic storage and management of business documentation, plus innovative alerting and scheduling tools, and you have an intelligent business solution that increases your efficiency and helps you maximise productivity, regardless of the size of your organisation.

And how does it do all this? Opera II integrates with the way you run your company by seamlessly connecting financial management with other departments to give a unified view of the business. It's modular, extensible, and can be fully tailored to your requirements – now and as you grow.

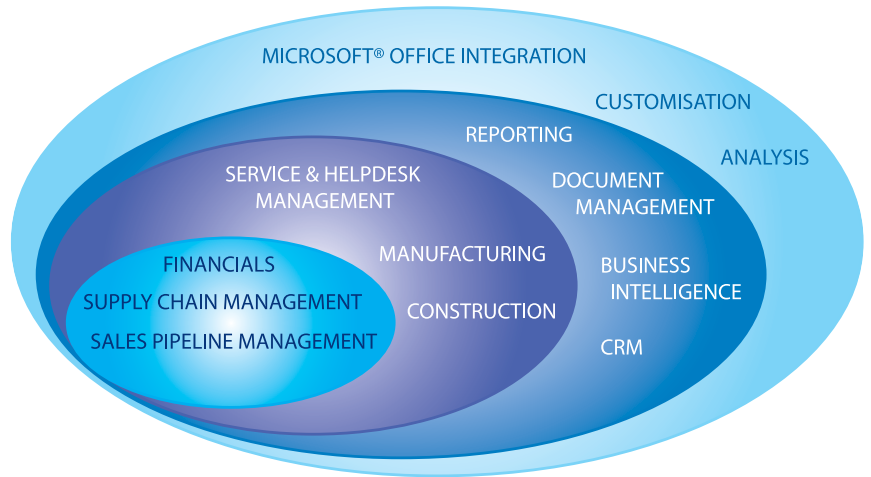
Opera II offers the solution to suit your business: [Opera II Enterprise®](#) or [Opera II Enterprise SQL®](#). As your business needs increase, add the necessary components to give you features beyond financials: Supply Chain Management, Sales Pipeline Management, Service & Helpdesk

Management, Document Management and sophisticated analysis and reporting, as well as instant alerts to keep you and your staff informed. Opera II is also designed to integrate with other software and systems, such as Microsoft® Outlook and Excel, so that business processes can be integrated and everyone can take advantage of the information generated, in your company and beyond.

It's innovative, it's intelligent. And no other business solution can offer you such a return on your investment.

Opera II

Today more than 20,000 businesses rely on Opera II as their core business management tool.



Decide your starting point and add more components as your business grows.



Expanding seamlessly to accommodate the changing needs of your business, Opera II has been designed with functions specifically to suit you.

Opera II Enterprise

Opera II Enterprise is built on strong foundations as the financial management system of choice for growing businesses.

A market-leading solution, Opera II Enterprise is clearly focused on the needs of businesses and users. Featuring greater financial analysis with the powerful reporting capabilities of Pegasus XRL, it also fully integrates e-mail to offer all the functionality a progressive business requires.

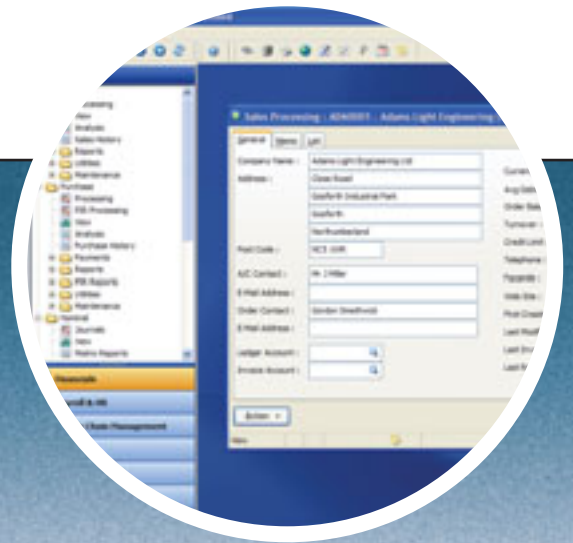
Opera II Enterprise SQL

Opera II Enterprise SQL is ideal for organisations that need the power of a Microsoft® SQL Server solution. It has been designed and built using the most powerful components of Opera II Enterprise to deliver a wealth of great functionality alongside the flexibility of a Microsoft® SQL Server database.

Financials.

Keeping your business healthy.

Financial management is at the heart of any business and when tightly controlled, is one area that can help drive it forward. Opera II Financials are designed to do just that.



Opera II Financials give you the integrated tools you need to fully control your business and processes, taking advantage of the information Opera II contains. With instant access to accurate, up-to-the-minute financial data, you can efficiently track and analyse key information, improve productivity and make informed strategic decisions.

Sales Ledger: the Sales Ledger efficiently manages and controls customer records. It allows you to create profiles and trading terms, and process invoices, credit notes, receipts and refunds. The Sales Ledger is

multi-currency, has built-in credit control facilities and improves cashflow by allowing tighter control in the management of customer payments, with calculation of average debtor days and revenue forecast based on customer or company averages. Statements can be e-mailed to customers and user-definable views provide dynamic access to sales information across periods.

Purchase Ledger: a total management system to control your supplier transactions, with security at supplier account level to automatically hold invoices for authorisation before payment. Comprehensive cheque and

BACS payment routines combined with e-mail remittance help to automate cashflow and payment workflow.

Nominal Ledger: the window to your company's financial status. With batch update or real-time data from the Sales and Purchase Ledgers, Invoicing/SOP, Payroll, Cashbook, Fixed Assets and Stock, it provides management information and reports which help to determine trends in your company's performance. You can apply budgets at account or cost centre level, for current or future periods and years with full percentage variance analysis and reporting.

Advanced Nominal Ledger: provides comprehensive enterprise analysis and reporting facilities, ensuring that you are always in full control. Analyse and report on key financial information by Nominal Account or Cost Centre, plus the two additional, user-defined floating analysis codes at transaction level.

Multi-Currency: handling foreign currencies is simplicity itself with Opera II Multi-Currency. Unlimited currencies, exchange rates per transaction type and calculation and recording of exchange rate differences all work to ease the burden.

Fixed Assets: maintains a complete register of your company's assets, helping you to stay in control of the resources your company has invested in, so you can avoid misappropriation and make the most of their value by managing them in the most efficient way. Fixed Assets keeps track of assets from initial acquisition through to disposal, while tracking their depreciation rates and maintaining the correct value for them. It caters for all types of assets, including any Finance or Operating Lease and Hire Purchase or Lease Purchase assets.

Opera II
Financials.
Integrated
tools.
Complete
control.



Cashbook: there's little that is more critical to a company's financial wellbeing than effective cash management. Cashbook facilitates this through integration with other financial modules. Transactions and bank and interest charges can be posted directly from the Financials. The reconciliation function allows unexpected entries to be posted, batched transactions to be interrogated and a partially completed reconciliation to be saved and finished later.

Costing: cost control is a vital element in any business. This module allows you to track job costs and revenues against budgets. Costs can be broken down against a variety of categories including Labour, Contractor, Direct Expense, Stock and Interim Billing. Transactions can be processed either from within Costing or any of the associated modules (Sales Ledger, Purchase Ledger, Stock Control, Purchase Order Processing, Bill of Materials, Invoicing/SOP, Service & Helpdesk Management). For example, sales

documents can be generated within Costing or Invoicing/SOP, allowing you to invoice unbilled costs; stock can be issued directly to a job; purchase orders can be raised against a job to generate a committed cost; and timesheets can be transferred into Payroll to update employee records.

Supply Chain Management.

Put yourself in control.

Integrate sales orders, purchasing and stock with financial information and automate the delivery of customers' orders. Respond to demand for products and pricing, quickly and efficiently – retaining customer loyalty and increasing levels of customer satisfaction.



Stock Control: designed to simplify the way you manage the stock requirements of your business. Supporting various costing methods, it tracks your stock movements even across multiple warehouses. Quarantine warehouses can be identified to hold goods prior to being moved into stock. You can also apply different cost and selling prices, with minimum stock and reorder levels for each warehouse, which allows you to arrange your stockholding how you like.

Unlimited Profiles define holding 'Factors', split packs with surcharge calculation and serial or batch number traceability.

Sales Order Processing: generates sales documents and checks for customers' special price lists, discounts and credit limits. It provides back-to-back order processing with Purchase Order Processing and part-progression of documents in the sales cycle, generating movements in the Stock Control module. Allocation and picking routines give greater control over the delivery process, stock availability and stock levels. In addition, Opera II Sales Order Processing offers batch processing of documents with full e-mail integration and a Repeat Invoice facility, to help you save both time and money.

Purchase Order Processing: generates documents through to supplier invoices, whilst the re-order facility assists in maintaining and controlling stock levels. Multiple supplier documents can be optimised, creating one document for progression to a purchase order. Matching receipts and supplier invoices back to the purchase order gives tight control over stock and financial management. Moreover, the Supplier Product File links stock items to supplier records, enabling easy re-ordering of items using supplier references, cost prices, economic order quantities and lead times. It also offers a Global Price Changes utility, making it easy to maintain pricing information.



All the control
you'll ever need.

Bill of Materials: provides fast and accurate manufacturing information including work in progress, assembly structure detail, where used, batch/serial item location and assembly cost reports. It features automatic works order generation from sales orders, batch works order progression and a comprehensive enquiry facility.

Assembly structures can be simple or complex, including sub assemblies and components such as raw materials, labour or description only. The kitting function allows further flexibility by enabling works orders to be raised and receive the build quantity of the finished assembly into stock in a single process.

Supply Chain Management Features

- controls assembly structures with costs broken down into raw materials and labour items
- assembly structures can be temporarily changed to meet the specific needs of a customer
- multiple methods of stock valuation
- multiple stock locations
- customer-specific pricing
- foreign currency price lists
- batch/serial number tracking
- generate Goods Received Notes (GRN)
- back-to-back ordering of purchase orders from sales orders
- Return to Vendor (RTV) facility
- suggested re-order quantities
- optimises stock levels
- generates sales documents (quotes, pro formas, orders, invoices etc)
- controls costs
- controls order generation and progression

Customer Relationship Management.

Prospects and customers at your fingertips.

Increase your business potential with Opera II CRM: capture prospects, convert them to customers, manage opportunities and report on their profitability and probability with Sales Pipeline Management; and maintain and renew service contracts and run an efficient customer Helpdesk with Service & Helpdesk Management.



SALES PIPELINE MANAGEMENT (SPM)

Streamline your marketing activity and sales cycle, manage the progression from prospect to customer and ensure that you never lose sight of an opportunity or customer again. And with SPM Remote, your Sales team will be able to access and update prospect and customer information even when they are on the road.

Once a prospect becomes a customer, Opera II converts their record so you can immediately progress Quote to Order and process against their account. The cycle is completed with the ability to continue to log activity such as mailings, conversations, tasks and promotions to existing customers to help manage the relationship.

Features

- Maintain individual contact details (including separate site addresses) within a company
- Send e-mail and e-shots, attach incoming e-mail from MS Outlook® and add new contacts automatically to your Outlook address book
- History is automatically updated by activities such as letters, mailshots and appointments
- Generate quotations for a customer or prospect and associate with a sales opportunity
- Generate mailshots using contacts filtered by multiple criteria or pre-defined groups
- Analyse opportunities by referral method, type and competitor
- Sales forecasting reports, optionally adjusted for probability. Analysis of sales by opportunity status, user, contact or company for a given date range
- Customers and suppliers: import or update existing records from the Opera II Sales/Purchase Ledgers or from an Excel spreadsheet

Sales Pipeline Management



Service & Helpdesk Management



Enhance the quality of your service.

SERVICE & HELPDESK MANAGEMENT

Service Management is designed to streamline and simplify the management of service and maintenance contracts with customers. Working with SPM, Invoicing/ SOP and Stock Control, it provides a comprehensive picture of customer contracts, from quote and order through to delivery, installation, service and billing. Activities such as site visits and Helpdesk calls can be logged against the relevant contract so that a full history is compiled. Service Management also offers Project Processing and Equipment Register.

Helpdesk Management provides a central point for recording problems, change requests, installation and

preventative maintenance visits, as well as the means to track, plan and resolve such issues. Each Helpdesk call can have activities, notes and documents associated with it. Calls build into a comprehensive history of visits at contract and site level. An intuitive Resource Schedule allows for complex planning of engineers, staff and other resources, enabling efficient allocation. There is also the facility to compile a Knowledge Base.

PDA's, Tablets, Internet/Intranet web forms and TomTom Work can be configured to work with Helpdesk Management to allow swift entry of information such as time, parts, expenses and customer signatures.

Features

- Engineer and Resource Scheduling, with Skills and Service Area matching
- Service Level Agreement (SLA) Profiles and SLA monitoring
- Fault Code analysis with comprehensive reporting capabilities
- Worksheet Entry for recording and posting time, expenses, parts, consumables and requisitions
- Add and build up Components against Equipment items, which can be built into Service Kits
- Service Contracts processing with flexible billing periods and items
- Contract Renewal and Warranty Expiry reporting with mail merge facilities
- Integration with Job Costing to allow the calculated cost and revenue to be posted to the relevant Job/Project/Cost Code

Business Intelligence.

Communicating with your business.

Award-winning Pegasus XRL allows Microsoft® Excel to access live data at the click of a mouse, so you don't have to copy and paste, re-key or work out formulas, while the Executive Dashboard gives an accurate and up-to-the-minute visual representation of the current status of your business affairs.



PEGASUS XRL

XRL is a powerful reporting tool that can change the way you do business. It allows you to access information held in Opera II via Microsoft Excel® so that you can analyse, manipulate and report on Opera II data using Excel's familiar interface. The reports you create can be saved for future use and will refresh at the click of a button to provide the most up-to-date information. For ease of use, reports can be created using macros and data look-ups.

XRL includes the use of headers, details, subtotals and footer sections, so you can apply Excel's diverse range of report styles, formats and printing options to all your business data.

The Cube Analysis function provides an insight into summarised business operations and trends. You can select Opera II data to form the dimensions of a cube using a simple drag-and-drop technique. These results can then be manipulated further, including drilling down and displaying data trends visually with the help of the Charting Wizard.

Pegasus XRL Features

- multiple Opera II database tables can be interrogated onto a single Excel worksheet
- cube analysis for multi-dimensional reporting
- report designer facilities
- dynamic write-back facility for Nominal budgets, price lists and stock adjustments
- progressive drilldown from Excel to the live underlying Opera II transactions
- access to data is controlled by Opera II security settings
- winner of 2007 Business Software Satisfaction award, as voted for by real users

Pegasus XRL



Executive Dashboard



Features that go beyond accounting and can actually help grow your business.

EXECUTIVE DASHBOARD

The Executive Dashboard displays information held within Opera II in a clear and easy to interpret format, so that key aspects such as sales performance, stock levels and key performance indicators will be at your fingertips.

The Executive Dashboard can be customised to display information according to the requirements of your role. Whether you are a managing director, finance director or sales director, you can have your own dashboard designed to fit the way you want to view the business.

Opera II data is displayed on your dashboard in real time, and you can drill down to the underlying data, all the way to the original document image. What's more, information can be exported from the dashboard to Microsoft Excel® for further data manipulation.

In addition, the **Executive Dashboard Manager** allows users to change dashboard items, create their own and publish them to other dashboard users in the company.

Features

- visual representation of data in real time
- grid, graph and filter settings can be defined by the user
- drilldown capability
- can be tailored to meet individual requirements with the Executive Dashboard Manager
- remote user access
- dashboard information may be exported into Microsoft Excel

Business Intelligence

EC VAT

Define and maintain the information needed to produce the EC Sales List (ESL) and Supplementary Declarations (SD), including country codes, modes of transport, terms of delivery, commodity codes and nature of transaction codes for Intrastat purposes. The EC Sales List report generates an XML upload file for submission via the HMRC website.

If you are using foreign currency accounts, appropriate VAT rate codes for EC sales and purchases can also be set up. EC VAT will then collect the information needed to produce the returns for trading with EU member countries.



PEGASUS INSTANT MESSENGER (PIM)

PIM sends pop-up alerts to the user's desktop and generates e-mails, reports and information based on the data held within Opera II. Messages can be despatched to designated recipients and configured by precise business rules, timed events or specific topics. PIM is easy to set up and use, and puts accounting information to work, always keeping an eye out for your business.

PIM Features

- **Easy to use:** no need to invest in expensive training or consultancy. PIM is simple to configure via a user-friendly wizard.
- **Data security:** PIM is independent of Opera II. Information can be sent in a secure environment to anyone in your business, from stock and despatch to sales and accounts staff.
- **Independent delivery:** PIM is linked with internal and back-office systems; unlike most other similar products, there is no need for a permanent web connection.

PIM Advanced Features

- **Online Collaboration (Chat):** enables one user to begin a chat session with another, so any business decisions can be discussed and acted upon immediately.
- **User Groups:** allows distribution of an alert to all people within a group.
- **Task Manager:** user-definable formula fields for more powerful, complex and sophisticated task management capabilities.
- **Simple and Advanced Setup Wizards:** from the most basic to the most sophisticated tasks.
- **Instant Notes:** a quick, easy, secure and cost-effective alternative to internal e-mail.

Document Management.

Never lose paperwork again.

The environmentally-friendly way of organising your business paperwork: documents are stored electronically, making them easy to retrieve and cutting down on the use of paper.

The paperless office becomes reality.

Document Management for Opera II captures all your essential documents and stores them electronically, for instant access. Customer orders, supplier invoices, credit notes, signed delivery notes, job costing timesheets and general correspondence can all be captured and stored.

Images held within the system can subsequently be easily accessed using friendly, easy-to-use retrieval software, while stored documents can be

reported on. The whole process cuts down on the use of paper, making it both environmentally friendly and cost-effective; you'll never lose paperwork again.

Easy to use

Documents can be captured by drag-and-drop (for electronic files), scanning or by barcode. The Document Management screens can be configured by the user, and staff can be up and running straight away.

Features

- Capture, indexing and archiving of electronic files
- Transactions tracked, with full auditability from individual files to system level
- Reporting by date or user range
- Integrates with every Opera II module

Intelligent Business Solutions.

To integrate all aspects of your business.



Manufacturing

Pegasus manufacturing is a complete production control system that integrates manufacturing management, order processing and quality control with Opera II.

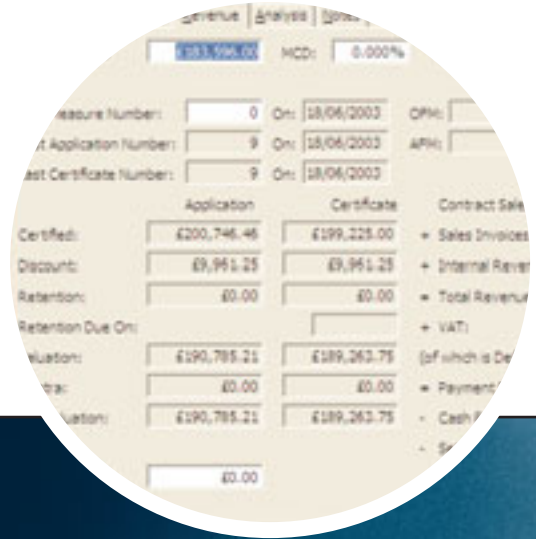
It is a solution that processes data from quotations to sales orders and scheduling, through MRP and production, to delivery and invoicing.

The profit on jobs can be assessed, purchase invoices matched against goods inward receipts and stock control can be actively managed.

Extensive and definable analysis and reporting allows the production of view screens and reports which can be acted upon; they can be concise, offer a snapshot view, or be as detailed as required.

Features:

- MRP
- work in progress
- shop floor routing
- full traceability to serial number level
- actual to standard time recording
- vendor rating
- quotation conversion rates
- holds drawing number and issue number
- sub-contracting
- definable management reports



A complete solution.

Construction

Instant access to up-to-date information is an essential tool for any business, but in construction this can be critical to the effective management of contracts and jobs.

Pegasus CIS (Construction Industry Solutions) is designed to provide unparalleled levels of control over contracts and subcontractors to allow jobs to be delivered on time and within budget.

Features

- **Contract costing** – cost heads, revenue transactions, cost transactions, actual/budget variance
- **Contract purchasing** – purchase orders, goods received notes, purchase invoices, committed costs
- **Contract sales** – payment applications, invoicing, aged debt, retention
- **CIS subcontractors** – certificates, payments, vouchers, month-end returns, self-billing, authenticated VAT receipts
- **Labour** – timesheet: labour charging to contracts
- **Stock control** – monitor stock levels and movement, allocate stock to jobs

Migration.

Growing as your business grows.



Migration
couldn't be
easier.

Migration to Opera II couldn't be easier. Opera II is designed to integrate with existing systems, applications and technology so it can be deployed simply and rapidly. And the quick and easy setup of Opera II reduces the need for extensive consultancy and implementation costs.

Opera II is designed to give a transparent and seamless migration path, whatever your individual business requirements. It's been designed so that you can add functionality quickly and easily any time your business needs change.

If you need to migrate to Opera II from another system, our data conversion tools simplify and streamline the whole process. An in-built Import module ensures swift, efficient and accurate transfer of data. Not only does this make the process painless, it saves valuable time and money too.

Swift, easy implementation

- **Rapid deployment** – no need for extensive training
- **Intuitive** – lower implementation costs

Links with other systems in your business

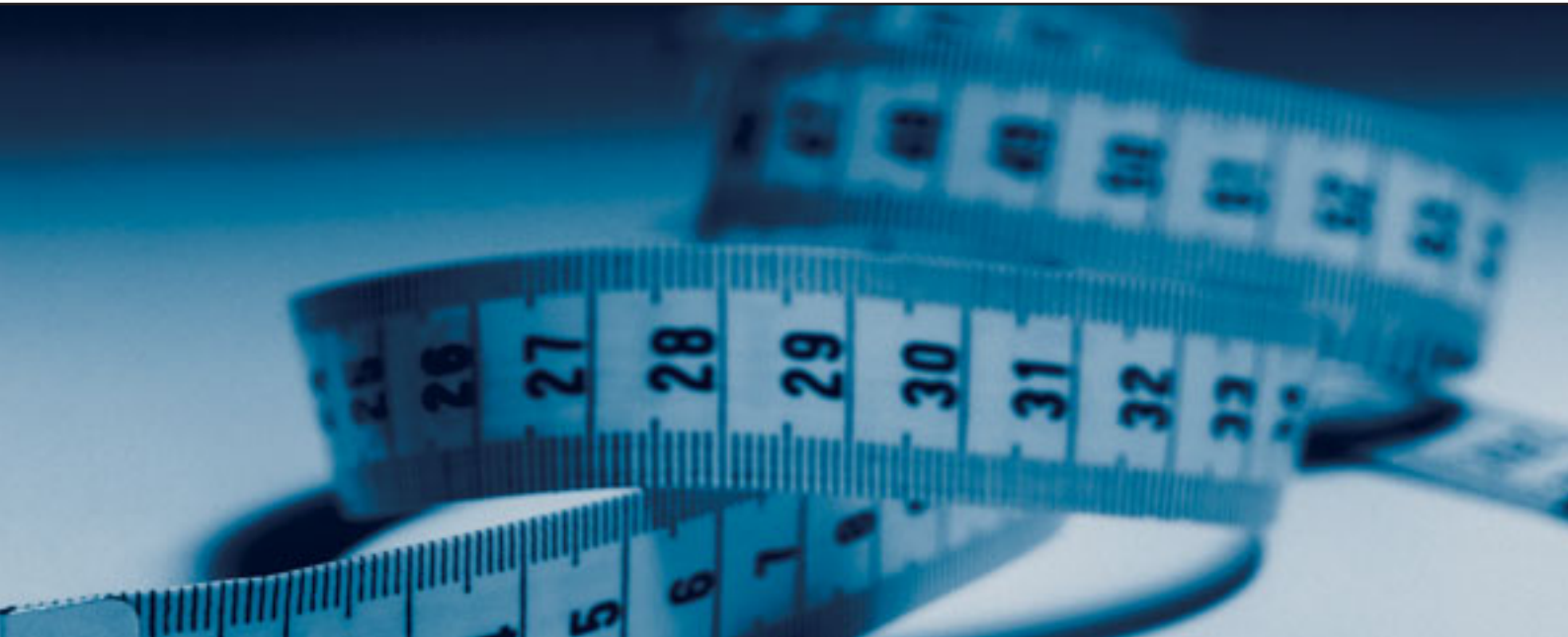
- Data import and export facilities
- E-mail integration
- Microsoft® Office integration

Lower cost of ownership

- **Scalability** – Opera II evolves with you as business requirements change
- **Reduced IT overheads** – Microsoft® technology offers greater resilience against hardware or network failure

Customisation.

Develop your own solution.



Despite the breadth of intuitive functionality Pegasus solutions offer, no 'off the shelf' financial and business solution will fit your exact business requirements.

That's why Pegasus solutions offer a flexible development environment which enables you to make additions and modifications to allow more features to be added, according to your individual requirements.

This can include anything from fields and form design right through to full systems that sit within your Pegasus solution and have the same look and feel, with all the updating and validation of data built in as standard.

Our research shows that 80% of our customers add some form of customisation to their system in order to gain extra functionality or enhanced information about their business.

Customisation allows the functionality of Pegasus solutions to extend into areas such as:

- eCommerce
- EPOS
- Distribution
- Car hire
- Barcode technology

Annual Maintenance Contract. Peace of mind.

A Pegasus Annual Maintenance Contract protects your investment and helps you maximise its potential.

With the peace of mind it provides, you'll probably sleep better at night too.



The whole process of researching, maintaining and updating your software can be complicated, time consuming and expensive. Let's face it – you've probably got better things to do.

It's easy to forget how essential your software is to your business until you miss an upgrade and realise that you are in danger of missing a deadline, or discover that you are falling foul of new legislative requirements.

Investing in an Annual Maintenance Contract relieves you of the burden of keeping your system up to date and places it firmly in the hands of your Pegasus Partner. They will do the research and the legwork for you and ensure that you have everything you need to keep your business running smoothly.

An Annual Maintenance Contract is a cost-effective and failsafe way to protect your Pegasus solution and your business. One annual fee covers all software upgrades, product

enhancements and maintenance releases for the entire year, as well as product replacement in case of theft, damage or fire. So you know exactly what your maintenance costs are going to be and can budget accordingly. Free software upgrades will ensure that you are always using the latest version. You will also be sure that you aren't breaking any rules and are conforming to system and legislative changes. Moreover, when you hold a valid AMC, you have free access to **PegasusHR**, our online portal full of valuable HR-related resources and advice.

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