

Intelligent Business Solutions



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Pegasus.

Significant, innovative
and supportive.



Intelligent Business?

In today's competitive, ever changing world, older business systems can obscure the information you need to be able to make the right decisions. And as business needs change and the role of the finance department broadens, it becomes increasingly difficult for your systems to keep pace with those changes.

At Pegasus, our aim is simple – to build the very best business tools, designed to enable tens of thousands of companies like yours to drive their whole business forward every day, effortlessly and profitably.

Our customers are supported by a highly trained and professional network of experts who can provide local support and precise knowledge. We offer a full range of business services, from pre-sales consultation to extensive training and award winning after-sales support.

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. Add 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 and 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: Payroll & HR, Supply Chain Management,

Sales Pipeline Management and sophisticated analysis and reporting, as well as instant alerts to keep you and your staff informed. Opera II is designed to integrate with other software and systems, such as Microsoft® Excel, so the whole business can easily take advantage of the information generated.

It's smart, 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. Now the 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.

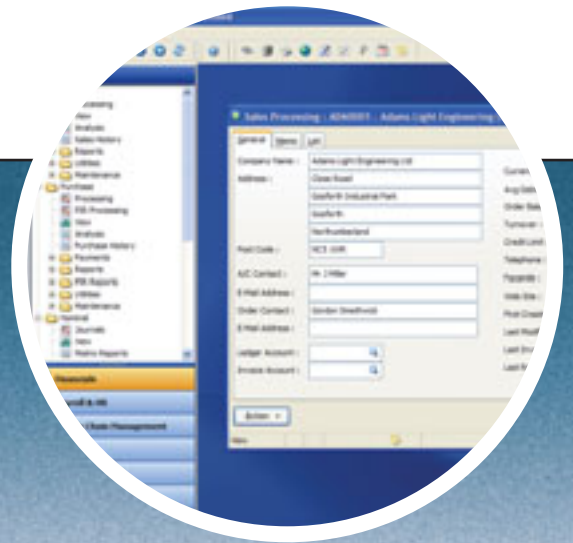
Opera II Enterprise SQL

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.

Including Sales, Purchase and Nominal Ledgers, Advanced Nominal, Multi-Currency, Cashbook and Costing, the Financials address all financial aspects of your business.

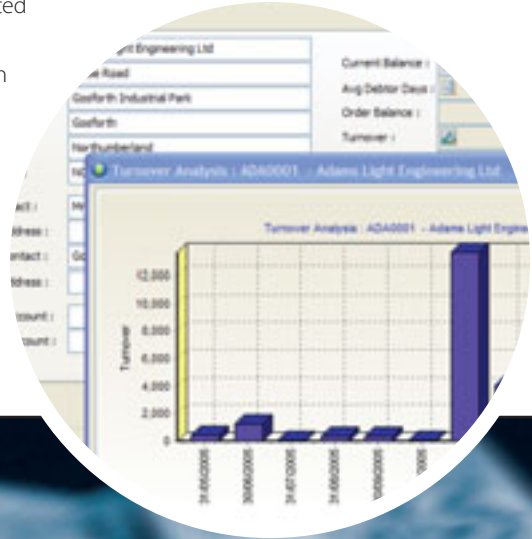
Sales Ledger – the Sales Ledger efficiently manages and controls customer records. It allows you to create profiles and trading terms, process invoices, credit notes, receipts and refunds. The Sales Ledger is multi-currency, has built-in credit control facilities and improves cashflow by allowing tighter 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 or SOP, Payroll, Cashbook and Stock, it provides management information and reports which help to determine trends in your

Advanced Nominal Ledger – provides comprehensive enterprise analysis and reporting facilities, ensuring that you are always in full control. Analyse and report on key information such as revenues and expenses by Nominal Account or Cost Centre, plus the additional floating Project or Department analysis codes.

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.



Opera II Financials. Integrated tools. Complete control.

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.

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 can be posted directly from the Financials as well as bank and interest charges. 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, Purchase Order Processing, Bill of Materials or Invoicing/SOP). 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, Stock Control helps you to optimise stock levels and benefit from controlled costs and improved efficiency. 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.

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.

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 of receipts and supplier invoices back to the purchase order gives tight control over stock and financial management.

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



All the control
you'll ever need.

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.

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

Sales Pipeline Management.

Customers and prospects at your fingertips.

Capture prospects, convert them to customers, manage the relationship process through the whole sales cycle, report on their profitability and increase your business potential with them: all from one complete solution.



The sales cycle can be a long and complicated process; it's easy to lose sight of prospects in the sheer volume of activity your sales and marketing people generate in order to find new customers. Opera II Sales Pipeline Management (SPM) helps to streamline your procedures and manage the progression from prospect to customer, so that you will never lose sight of an opportunity or customer again.

Intelligent Forecasting and Reporting

The ability to track opportunities and accurately forecast against them is essential to business growth. At the touch of a button, Opera II SPM builds a full picture of the sales pipeline and the value of those opportunities through the sales funnel. This can be broken down by owner, contact, referral method, sales type and area, to give a clear view of your sales pipeline.

Opera II SPM integrates with Microsoft® Outlook, eliminating the need to maintain data on several systems. In addition, the powerful reporting ability of XRL combined with intelligent alerting allows you to report on all aspects of the sales cycle and analyse any other area of the business using Microsoft® Excel.



Helping you turn prospects into customers.



Total Accountability

Once a prospect becomes a customer, Opera II seamlessly converts their record so you can immediately process orders 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 in order to manage these more effectively.

Features

- Maintain company details: single point of entry for new companies (eg Prospects) or existing companies can be cross-referenced from the Sales/Purchase ledgers
- Maintain individual contact details (including separate addresses) within a company
- Add new contacts automatically to your Microsoft® Outlook address book
- User-definable fields for all Forms, ie Contact/Company/Opportunity
- Send e-mail and e-shots and import incoming e-mail from Microsoft® Outlook 2003
- Record notes and history against a contact
- History is automatically updated by activities that take place such as letters and mailshots
- Record and track sales opportunities against a contact
- Quotations can be generated for a customer or prospect and associated with a sales opportunity
- Generate mailshots (using Microsoft® Word) for lists of contacts/groups
- Convert prospect/quotation details to live customer/sales orders
- Sales funnel report
- Sales forecasting reports, adjusted for probability. Analysis of sales by status/user/contact/company for a given date range
- Activity Reports, including time-based reports
- Customers and suppliers: import or update existing records from the Opera II Sales/Purchase Ledgers

Reporting.

Communicating with your business.

Pegasus XRL allows Microsoft® Excel access to live data at the click of a mouse, so you don't have to copy and paste, re-key or work out formulas; Pegasus Instant Messenger (PIM) helps release the business-critical information held within your financial system; add EC VAT for EU trading, and Opera II allows you to report on any aspect of your business.



PEGASUS XRL

XRL is a powerful and flexible tool that can change the way you do business.

Reports can be set up and run without intervention, using the XRL Macro Builder. Budget information, stock adjustments and price lists manipulated in Excel® can be written directly back into Opera II.

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 a simple and extremely effective 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 to provide greater insight, including drilling down and displaying data trends visually with the help of the Charting Wizard.

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

EC VAT

Define and maintain the information 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.



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



PEGASUS INSTANT MESSENGER (PIM)

While other messenger systems operate in a stand-alone environment, PIM sends pop-up alerts and generates e-mails, reports and information. You can chat with colleagues about business and topical issues, as well as offer options on how to act on the information.

Messages can be despatched to designated recipients and configured by precise business rules, timed events or specific topics. It's easy to set up and use, and puts accounting information to work — always keeping an eye out for your business.

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.

Advanced Features

- **On-Line 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, toggle between the two for all your setup needs.
- **Instant Notes** – a quick, easy, secure and cost-effective alternative to internal e-mail.

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.

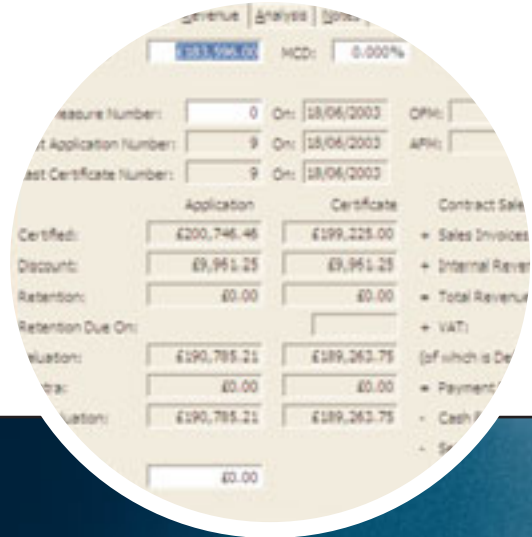
It is a solution that processes data from quotations to sales orders and scheduling, through MRP and production, to delivery and invoicing.

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

Pegasus CIS also conforms to the requirements of HM Revenue & Customs (HMRC) Construction Industry Scheme.

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 couldn't be easier with Opera II. It's designed to integrate with existing applications, systems 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 inbuilt 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 provide enhanced information about their business.

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

- document management
- electrical wholesale
- equipment hire
- service management

Pegasus Certified Partners.

A specialist with every box.

The best service you can possibly get for the successful implementation of a financial management solution is to have a dedicated specialist on your side.



That's why our solutions are sold and supported through our nationwide network of Pegasus Certified Partners. They offer a complete service, from selecting or upgrading a product to implementation, customisation and day-to-day operation, training and advice.

Pegasus Certified Partners have committed to stringent Service Level Agreements with Pegasus, which means you can be assured that they have the technical expertise and capacity to provide you with service of the highest calibre.

We select our Partners for their in-depth knowledge and Pegasus product know-how. Because Pegasus products are constantly evolving, they need to understand both your business needs and the capabilities of our solutions.

As most of our Partners are hardware providers, they can offer you a complete system solution.

We are firm believers in regular face-to-face communication, so we have ensured that the network of Pegasus Certified Partners covers the whole of the UK, as well as numerous countries around the world. It's a network designed to give you the best possible introduction to our solutions and total peace of mind — now and in the future.

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 Certified 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. 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. And if disaster strikes and your Pegasus software is stolen, accidentally damaged or destroyed by fire, it will be replaced free of charge. No problem.

Pegasus.

At a glance.



Financials

- Sales Ledger
- Purchase Ledger
- Nominal Ledger
- Cashbook
- Costing
- Advanced Nominal
- Multi Currency
- Purchase Invoice Register
- Nominal Consolidation

Supply Chain Management

- Stock Control
- Invoicing
- Sales Order Processing
- Purchase Order Processing
- Bill of Materials
- Multi-warehousing
- Traceability

Payroll & HR

- Payroll
- HR
- Online Filing
- P11D

The full
spectrum of
functionality
in one package.



Sales Pipeline Management

- Manage Contacts
- Record Opportunities
- Generate Mailings
- Book Appointments

Reporting

- XRL
- EC VAT
- Pegasus Instant Messenger

Construction

- Contract Costing
- Subcontractors
- Contract Sales/Purchasing

Manufacturing

- MRP
- Shop Floor Management
- Vendor Rating
- Production Scheduling

Customisation

- Toolkit
- New Screens
- Reports
- Vertical Solution

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