



Defining the case for

## *Acceptum* Business Management Software

[www.acceptum.co.uk](http://www.acceptum.co.uk)

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Information: Software Version 05.12.18      March 2010

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## 1 Rowanberry Consultancy Ltd in the UK business solutions market place

Formed in 1995, Rowanberry Consultancy Ltd (RCL) has extensive experience of large multi-national Enterprise Resource Planning (ERP) systems, having been involved in the installation of major systems for clients in the food and beverage, petro-chemical, pharmaceutical and discrete and batch manufacturing industries.

It switched its attentions to the Small Medium Enterprise (SME) / mid tier market place by becoming a reseller for a Dutch business and accounting software system. Installing successful systems for clients in the computer hardware, computer software, sound studio management and food industries.

During these years the company identified several weaknesses in marketed software for this sector and decided to develop and market its own software. This resulted in the launch of *Acceptum Business Management Software* that is constantly being enhanced to meet emerging business requirements.

RCL has a clear road map for *Acceptum Business Management Software* and is committed to its continual support and investment, issuing new versions on a regular basis.

RCL is quick to react to new requirements of - a customer, an industry, or the UK market place in general.

RCL offers a bespoke development service for those customers that want specific functionality. Or by taking the System Development Framework module users and resellers can make their own developments.

## 2 A safe investment

*Acceptum Business Management Software* has been specifically developed for the UK market place and to deliver:

- ◇ the real-time update and reporting of data
- ◇ comprehensive business and accounting functionality for UK SME's
- ◇ with a consistent user interface
- ◇ with a low total cost of ownership
- ◇ with low training costs
- ◇ fast and measurable ROI
- ◇ fast and easy implementation
- ◇ overall protection of investment

The consistent user interface reduces training costs, as the software's 'look and feel' carries across functional areas. So once a user has learnt one functional area, other areas can be easily mastered.

The ability for users to develop their own reports and to change existing reports to meet their own exact requirements helps to reduce the overall cost of ownership by saving time and costs.

As a business grows, the number of concurrent users can be increased in bands of 10 users. Given the correct hardware the upper limit on the number of concurrent users is over a 100.

Integration with Microsoft Office products – Outlook, Word, Excel; is provided throughout the system, extending its power and usability.

### 3 A well used code base

*Acceptum Business Management Software* has been developed using the established Visual FoxPro database and programming language owned by Microsoft.

Visual FoxPro provides an extremely quick and efficient client/server database environment that is used throughout the world. Its performance is well recognised in the industry and it provides a level of service equivalent to (if not better) than Microsoft SQL Server at the typical volume levels used by SME's. All without any additional licensing costs.

*Acceptum Business Management Software* can be used on any Microsoft operating system since Windows 95. Most SME's install the system on a server running the Microsoft Server 2000 or 2003 operating system with workstations running Windows XP/Vista/7.

### 4 Typical customer profile

The typical profile of customers that use *Acceptum Business Management Software* can be summarised as:

- ◇ up to 100 employees
- ◇ turnover from 1/4m to £100m
- ◇ up to circa 8,000 customers and suppliers
- ◇ up to circa 5,000 products
- ◇ business types of - retail, wholesale, distributor, manufacture, service, financial
- ◇ with a current or intended web presence – hosted or dedicated
- ◇ non-complex manufacturing environment
- ◇ dedicated accounting staff
- ◇ small IT department or via IT consultants
- ◇ moving up from spreadsheets or a low-end accounting system

### 5 Highlights of standard functions and features

*Acceptum Business Management Software* provides the following functions and features:

#### **Sales and Marketing**

- ◇ Sales Order Processing - Quotes, Confirmations, Delivery Notes, Invoices
- ◇ Dual Product Pricing (Euros, GBP) with 5 quantity break points
- ◇ or Products by Price List and Currency with 5 quantity break points

- ◇ Warehouse Pick Lists
- ◇ E-mail of Quotes, Confirmations, Invoices, Credit Notes via MS Outlook
- ◇ Credit control limits, for a user company or across all user companies
- ◇ Time Logs with Customer Billing, multiple employee internal/external rates
- ◇ XML import to support web shops, web orders and web contacts
- ◇ Job Costing with conversion to a Budget for Financial Reporting (FR)
- ◇ Contact Management for marketing campaigns, etc. - personalised or generic
- ◇ Contact Management mailings with embedded SQL's for inclusion of current database elements – stock levels/prices etc.

### **Purchasing**

- ◇ 3 Way matching - Purchase Order/Goods Receipt/Supplier Invoice
- ◇ E-mail PO's via MS Outlook
- ◇ Automated Purchase Order creation based upon stock levels and sales demand

### **Products and Manufacturing**

- ◇ Moving Average Product Pricing
- ◇ Bill of Materials with Labour for assembled products
- ◇ Automated Production Order creation based on stock levels and sales demand
- ◇ Product Assembly for sub-assemblies and finished products
- ◇ Stock Control via Ledger movements/entries
- ◇ Employee Job Logs with multiple internal rates per employee
- ◇ Job Costing for one-off assemblies with conversion to a Budget for FR
- ◇ Sale or Return products - as receiver/retailer or as distributor

### **Financial and Management Reporting**

- ◇ User defined Financial/Management Reports with Budget/Prior Year/Period comparatives
- ◇ Forecasts incorporated into Management Reports for 'Forecasted Actuals'
- ◇ Business Intelligence Score Card using SQL Query statements
- ◇ Multiply Budget Versions with Budget Phasing/Weighting over 12 months
- ◇ Consolidations
- ◇ Recording of company meetings and notices – board, AGM, etc.

### **Accounting and Finance**

- ◇ Multi-company and financial years in unified ledger

- ◇ General Ledger allocated over Account and 3 Analysis codes (Cost Centres, etc.)
- ◇ Recurring entries and journal reversals
- ◇ Bank Reconciliations with sundry item entry (charges, fees, interest, etc.)
- ◇ Multi-currency with daily exchange rates and Currency Revaluation
- ◇ Fixed Assets with Depreciation
- ◇ Accounts Receivable - Credit Control, Statements, Reminder/Collection Letters, Aged Debt Reports; Statements and Reminders - print or e-mail via MS Outlook
- ◇ Accounts Payable - Invoices, Remittance Advices with printed cheques, payment blocks

### **General Features**

- ◇ User access permissions on company and menu options
- ◇ Links to supporting documents held on PC or Network
- ◇ 300+ modifiable standard reports and labels
- ◇ New reports can be created by users
- ◇ User defined SQL Querys with Report Writer for adhoc reports/data extractions

### **Systems**

- ◇ COM/DCOM facility for additional reporting via HTML, VBScript, etc.
- ◇ ODBC link for external reporting - MS Excel, Crystal Reports, etc.
- ◇ Data Imports from XML, Excel, Lotus 1-2-3, CSV files, Outlook E-Mail (re web shops)
- ◇ Data Exports to XML, Excel, Pivot Tables, CSV files, MS Word MailMerge
- ◇ FTP data updates and queries to support a dynamic web presence via XML
- ◇ Multi-database version available for public accountants/organisations with disparate companies
- ◇ System Development Framework for creation of bespoke enhancements to the system fully integrated with the standard system

## 6 Bespoke developments

*Acceptum Business Management Software* recognises that not all SME's have the same business and processing requirements. To accommodate this variety, RCL offers a bespoke development service to its customers to meet their individual requirements. Be they:-

- ◇ additional functionality
- ◇ additional data attributes and or tables
- ◇ integration with other software applications

Each bespoke development is incorporated into the software in a seamless manner that becomes unnoticeable to the customer from the standard product.

Customers and resellers can also take the System Development Framework module to extend the system themselves to meet their own requirements.

## 7 Unique features

Unique features of *Acceptum Business Management Software* that make it stand out from its competitors are:

- ◇ a 30 character account code is used, so that instead of numeric codes, names and descriptions can be used.
- ◇ 3 levels of analysis beyond the account code is provided on all ledger postings; these are each 10 characters long, so cross analysis is easy to perform.
- ◇ customer, supplier and product accounts are held in the full ledger (unified ledger), so no reconciliations of Accounts Receivable, Accounts Payable, Stock sub-ledgers are required.
- ◇ ledger postings can be fully edited so 'unconnected' correcting journals are not necessary.
- ◇ a full data dictionary is provided so that IT departments can use the User SQL, Modifiable Reports, COM interface, Import and Export facilities to develop interfaces with other systems.
- ◇ data from web sites can be easily imported into the system via the extensive Import facility.
- ◇ Reporting Sets can be created and applied to all reports and data windows extending the normal 'From/To' range selection. This is important when customers need to report across a disparate set of values. As an example; suppose you have Cost Centre codes composed of a location code and a department code –

<u>Location</u>	<u>Department</u>
Leeds = 001	Accounts = 10
Manchester = 002	Sales = 20
Glasgow = 003	Personnel = 30
....	....

Combined together Cost Centre codes will be  
00110 – Leeds Accounts  
00120 – Leeds Sales  
00130 – Leeds Personnel  
.....  
00210 – Manchester Accounts  
00220 – Manchester Sales  
00230 – Manchester - Personnel  
....

With such a code structure and using only From/To ranges, you cannot report the cost of just 'Personnel' across the business.

With Reporting Sets you can - by constructing a set called 'Personnel' and assigning it the value of "00130 OR 00230 OR 00330 OR ....."

Now when reporting, you just use the appropriate Reporting Set to extract the required data. What is more; once created; Reporting Set can be used consistently by everyone.

- ◇ define Business Score Cards for quick and timely management of key performance indicators
- ◇ e-mail customers dynamic content built from data, be it - stock levels, product releases, promotions, etc

- ◇ document copy provides for quick data entry of Sales Orders, Purchase Orders, Suppliers Invoices, based upon existing records.
- ◇ individual transaction Open Item Clearing on Balance Sheet accounts; helps to control accounts like - WIP, VAT, Accrual and Provision accounts.
- ◇ full internal note facility on main functional areas so that inter-departmental notes can be held on a per document basis.
- ◇ user defined Views, Filters, Sorts with flexible column ordering allows users to customers many views to show only the data relevant to them.

## 8 Why use it

The benefits to be gained from *Acceptum* Business Management Software are:

- ◇ data entered once, used many times (data entered at beginning of business process)
- ◇ user friendly and consistent interfaces
- ◇ full data integration and validation across all areas
- ◇ everyone using the same source data - *'all singing from the same song sheet'*
- ◇ flexible user definable financial reports with full drill-down to underlying transactions
- ◇ flexible integration to external software using COM, ODBC or XML
- ◇ rapid implementation for minimum disruption
- ◇ no period/quarter end routines required by the software
- ◇ multi-company usage is provided at no additional charge
- ◇ full multi-currency functionality is provided at no extra charge
- ◇ produces quarterly VAT return figures ready for completion of VAT 100 and 101 forms
- ◇ as a modular system you only buy what you need – can always add modules later
- ◇ access security using password protected logins with menu option authorisations
- ◇ helps to transform the focus of your business

Every day *Acceptum* Business Management Software is the software that provides information to drive a business forward.

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For more information on *Acceptum* Business Management Software please refer to our web site

**[www.acceptum.co.uk](http://www.acceptum.co.uk)**

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