intact V09

TAILORED SOFTWARE FOR SMART BUSINESS

Inside:

- Standard Features in V09
- Optional Modules
- Making the most of your software
- System Enhancements

intact

Contents

Standard Features — *Page*

- iManager 2
- Credit Control Manager 3
- Efficient & Effective Stock 4
- Margin Check & Review 5
- Task Manager & Messages 5

Optional Modules

- inVision 6
- Relationship Manager 7
- E-commerce 7
- Mobile Warehouse 8
- Telesales 9
- Loyalty Points 9
- Did you know? 10

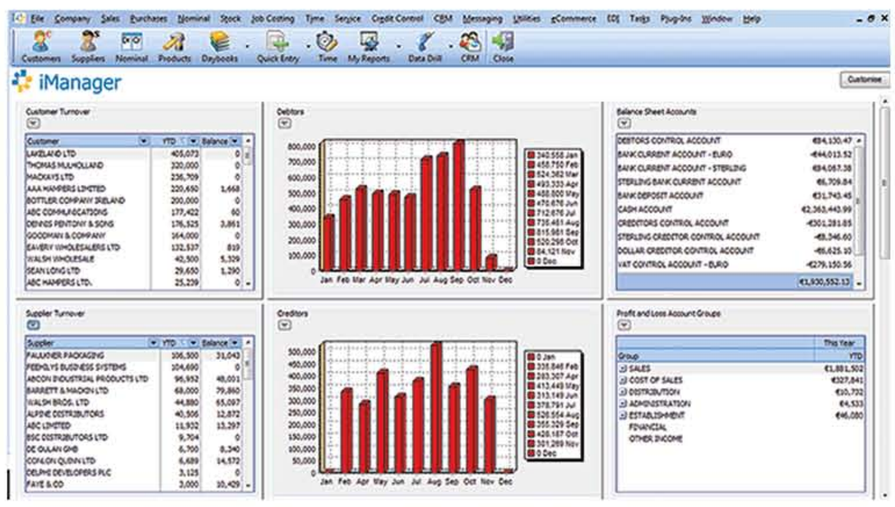
System Enhancements

- Codebase 11
- Other Options 11

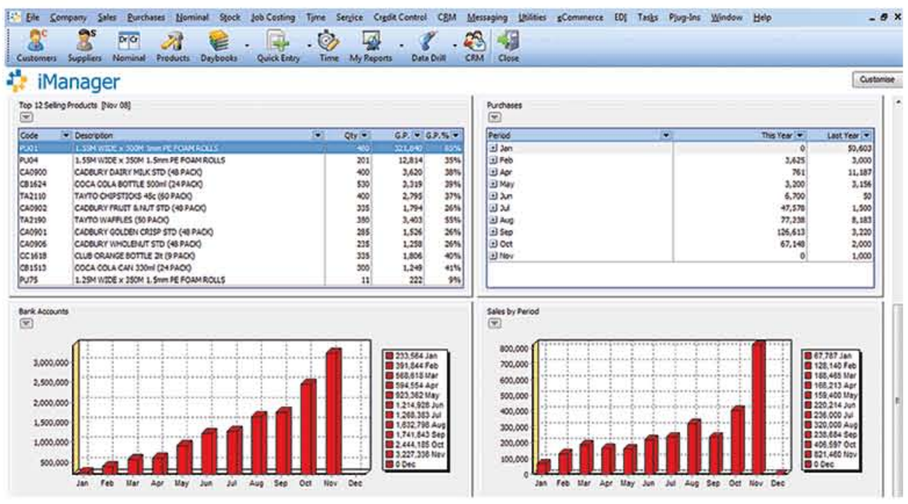
- Margin, Margin, Margin! 12

iManager

Intact V09 provides Managing Directors and other key staff with a summary of their business in the iManager dashboard. This customisable feature allows you to design your own dashboard with the information you require to monitor your business.



"With a casual glance at my iManager dashboard, I can see how my business is performing"



Features

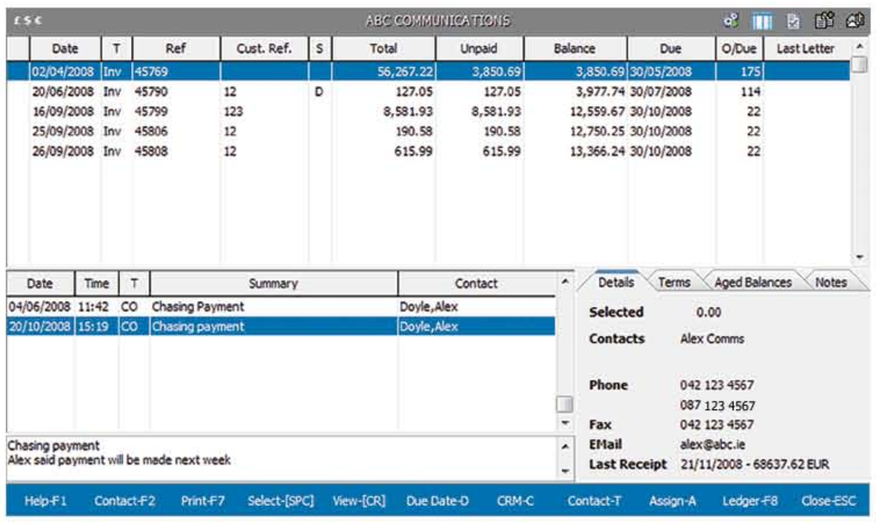
On a single screen you can view the following:

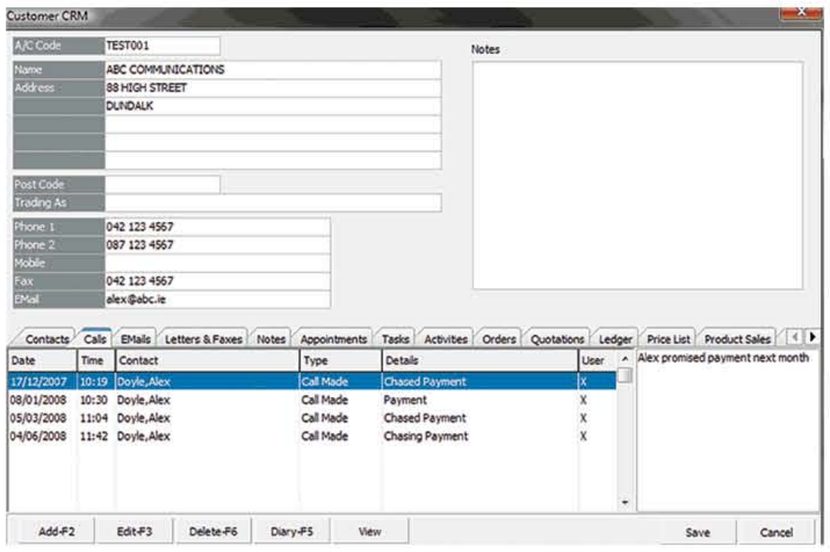
* Monthly profit and loss account totals
* Bank and cash situation
* Debtor and credit control account analysis
* Top customers, products and suppliers
* Month on month sales information
* Balance sheet account balances
* Bar charts, pie charts and line graphs

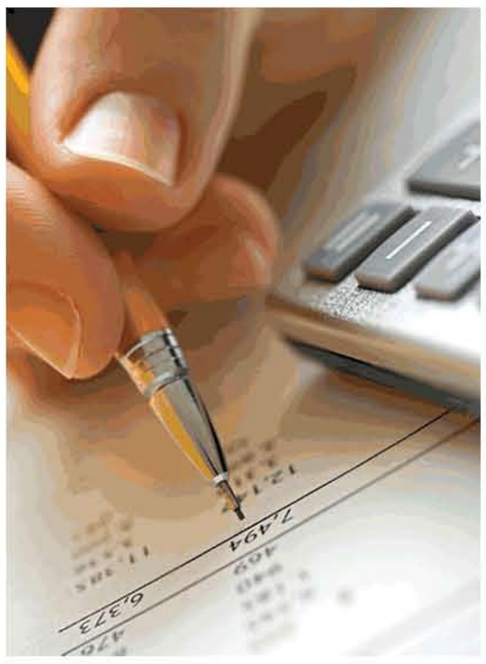
You decide which elements are important to your business!

Credit Control Manager

Effective and well managed cash flow is an essential part of any business. The control of your debtors plays a major factor in your cash flow situation. The overall value of your debt and average collection days are key factors which can be addressed using the Credit Control Manager.







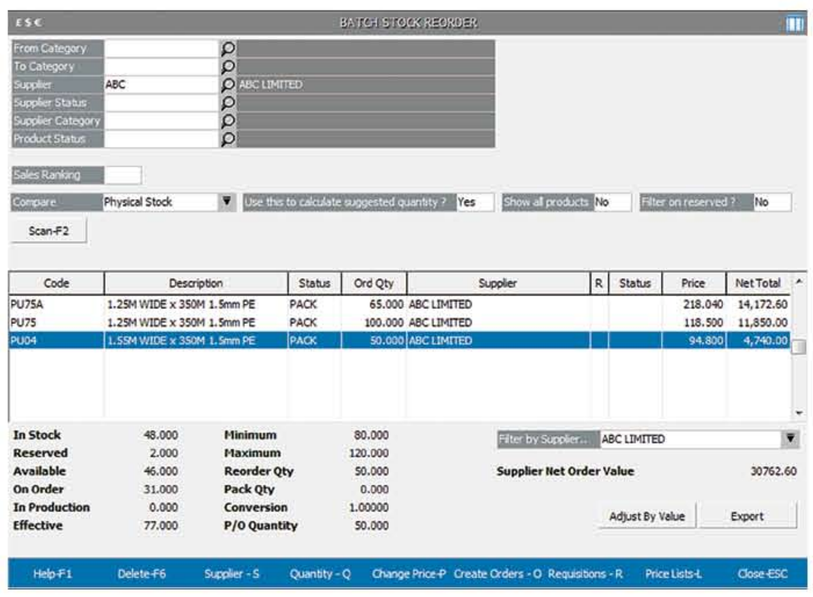
Features

* Immediate access to debtor call history
* Integrate with e-mail and fax
* Tailor your own debt letters
* Chronological cash collection information
* Immediate credit stop facility
* Promised payment reminders
* Assign tasks to work colleagues

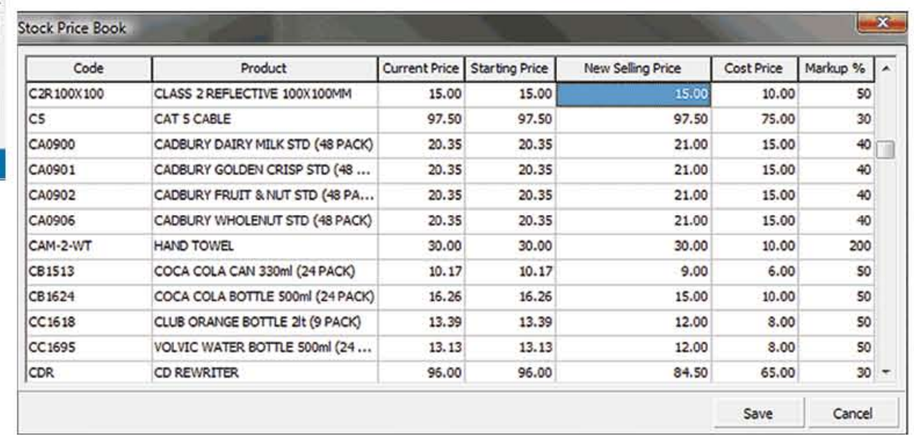
No more manual notes!

Efficient & Effective Stock

Intact boasts a wide range of useful stock management features that allow businesses to maintain accurate efficient stock levels and effective margin control. Applying any or all of these features will lead to less money tied up in your warehouse and a better margin on your stock.



"Make informed decisions regarding your stock with the right information"



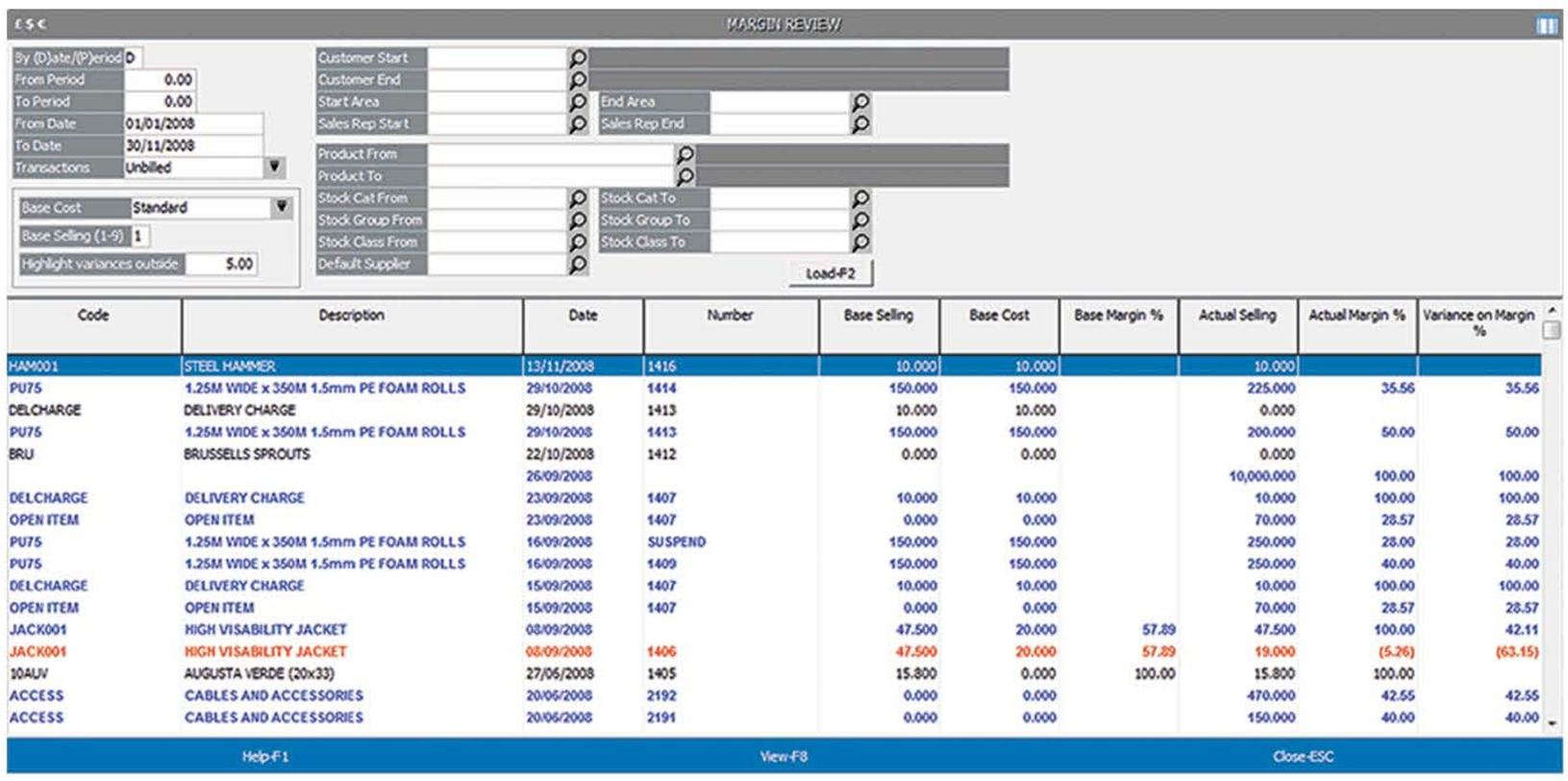
Features

* Batch stock re-ordering
* Aged stock analysis
* Slow moving stock reports
* Order point re-calculation
* Minimum order value
* Monthly analysis graphs
* Stock price book

Cash is king! Minimise cash tied up in stock & debtors.

Margin Check & Review

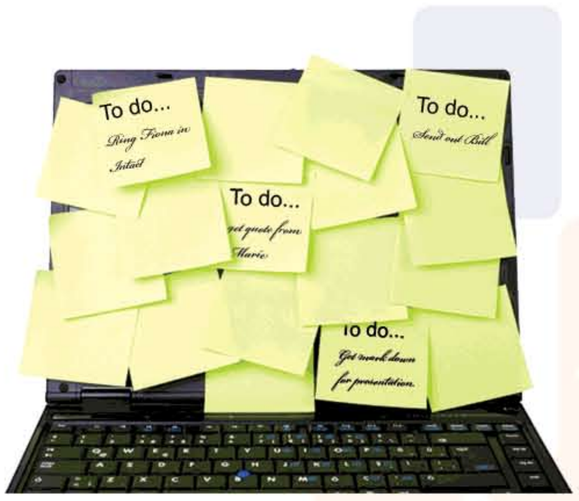
This innovative new feature allows you to check and review invoice line item detail before committing the transactions to their various ledgers. The screen provided will highlight any sales which do not meet margin expectations. They will be highlighted in a concise fashion using a clever colour coded system speedily indicating 'problem' invoices.



Task Manager & Messages

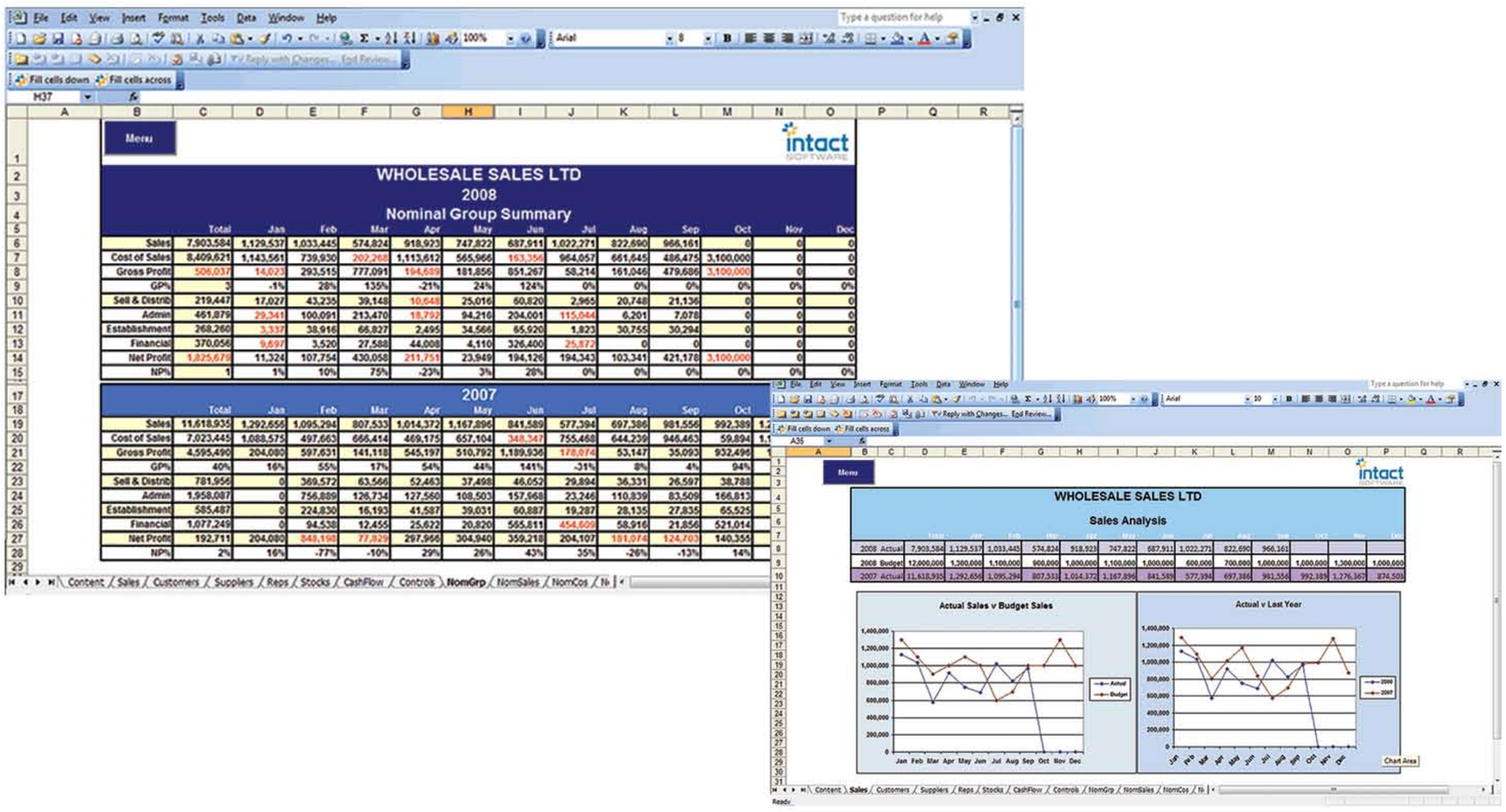
Although this has been available in the software for the past number of years, many companies have yet to embrace this simple but effective addition.

In its simplest format this will allow you to schedule tasks for yourself and your colleagues. These tasks can also be linked directly to specific items e.g. purchase orders, receipts, customer data etc, thus saving you time looking for the item under review.



inVision

Intact V09 has embraced the powerful functionality of Microsoft Excel by providing real time data updates from the Intact tables. Through the smart use of tags you can now access ledger information directly from Excel. Effective tailoring of inVision will result in saving hours and hours of time spent preparing management information.



Features

* Prepare standard monthly management reports
* Reports automatically updated by changing month number
* In depth management information
* Integrated Intact function set
* Customer and product ranking analysis
* Smart tags with ledger access
* Totally customisable to suit your needs

The smarter way to do business!

Relationship Manager - CRM/SRM

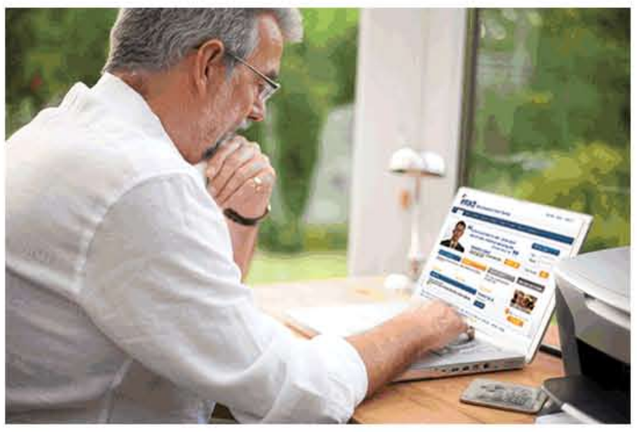
Manage your relationship with your customers and suppliers through this totally integrated CRM / SRM module in Intact. Tighten up your business by centrally logging all communications with your customers and suppliers by putting in company wide controls.

Features

* Track sales opportunities
* Monitor sales rep activity
* Manage tasks
* Set reminders
* Link letters, faxes and e-mails
* Log incoming and outgoing telephone calls
* Tailor it to your business
* Unlimited reporting capabilities

E-commerce

Unlock the potential in your business by giving your customers 24/7 access to their live information. Get your customers in to the habit of visiting your website to view their account information and use this opportunity to up-sell or promote new products.



Customers can ...

* View account information
* Look up individual invoice information
* Track their sales orders status
* Check product availability
* Place orders online
* See pictures of products

Embrace the power of the internet.

Mobile Warehouse

The Intact Mobile Warehouse solution allows you to embrace the advances in modern hand held technology to automate previous labour intensive warehouse chores.

The annual stock take of any business is time consuming. Intact now offers two options for companies who are interested in mobile stock takes.

The first option is a cradled solution (non-live) and the second option is to use WiFi Technology with a live connection to Intact.

Whichever option is used, warehouse staff and management will notice huge time savings and more efficient processes.

Features

* Stock take (full/partial)
* Purchase order generation
* Sales order generation
* Order picking
* Goods received
* Barcode checking

Wireless and cradled solutions available

Minimise your time with mobile stock taking!

Telesales

INTACT Software has developed a Telesales Module for company's who wish to increase the efficiency of their telesales department. In particular, it improves the efficiency of operators dealing with repetitive business accounts and order taking.

This module allows the manager to co-ordinate the work of a telesales team. Each operator is set up and attached to individual customers. Call frequency, preferred call day and time, orders, customer contact details are all displayed in a user friendly manner.

The telesales module is a simple intuitive solution designed with a single goal in mind; to make your operators more effective at converting prospects to customers.

Loyalty Points

The loyalty card system allows account or cash customers to earn and redeem loyalty points. The points are earned when invoices are created in the POS or cash point. The points can then be redeemed against future invoices.

Features

* Loyalty card statements
* Extra points can be added to selected customers
* Loyalty points reporting section

Did you know?.....

If you have been using Intact software in your business for a number of years you may not be aware of a number of standard features readily available to you. With some commissioning and training, these features could revolutionise many parts of your business.

It's all there in your software...

* Electronic Fund Transfer (EFT)
* Data Drill Analysis Tool
* Electronic Data Interchange (EDI)
* Labelling
* Barcoding
* Job Costing
* Time Recording
* Sub Contractors
* Fax and Emailing Statements and Invoices
* Payment Runs
* User Access Control
* Management Accounts
* Advanced Reporting Techniques

Get some advanced functionality up and running in your business by unlocking the potential in your software. Contact one of our experienced consultants today.

CodeBase

CodeBase is an award winning database engine and tools suite, developed by Sequitter Inc., which can be configured to handle Intact transactions and queries on Windows based networks.

Being in a client/server environment with CodeBase means less information needs to travel around the network. As communication is reduced, network stability is greatly increased which can also have a positive effect on overall network performance for all applications.

Running the CodeBase Server on a high-performance computer improves performance by letting client applications take advantage of the server computer's higher processing speed. This is very advantageous if you are using a high powered windows server.

Advantages of CodeBase

* Reduces network traffic
* Increases network stability
* Greatly increases data integrity
* Prevents users deleting data files

Other Options

The following options are also available directly from your Intact provider or through our partner network;

* GFi faxmaker
* POS scanners & cash drawers
* Label & receipt printers
* Touchscreens

Margin, Margin, Margin!

I met a guy in 1999 that ran his own builders merchants and he said that there were 3 important things in his business – "Margin, margin and margin." That statement has remained with me over the years and has provided a corner stone for much of the product development that has been carried out on the Intact product. Most builders merchants are well capable of growing their business from a revenue perspective but most would admit to sacrificing margin at a time of growth.

The system this guy was replacing had many constraints on the way he wished to conduct his business and he openly, and favourably admits, that changing to Intact changed his business.

Customer Pricing - His old system offered a choice between 'Price Bands', 'Discount Structures' and 'Customer Price Lists'. The Intact system offered him the choice of setting up 'Price Groups' and 'Pricing Factors'. This essentially meant that he could offer his customers very competitive terms on price sensitive items but maintained a high margin on other products.

Margin Analysis - The system being replaced calculated the margin based on the last purchase order cost. In an environment where currency fluctuated and different suppliers were used for the same product, the last cost was proving to be inaccurate. Intact offered a variety of costing methods with the weighted average being the option of choice for efficient businesses. Calculated off the 'Landed or Last Cost', this provided more accurate margin analysis.

Sales Counter – Probably the most appealing feature of the Intact product was the ability to access accurate cost information at the point of sale. The addition of a "haggle" facility added just the ingredient needed for the less computer literate counter staff. This allowed staff to change the 'Margin', 'Markup', 'Cost' or 'Amount' and recalculate the appropriate fields. Combined with unrivalled 'Product' and 'Customer Search' facilities, training times for new sales staff was minimal.

Implementing Price Increases – Our friend put off passing price increases from his suppliers on to his price lists as it was a cumbersome and time consuming exercise. Intact offered him a selection of options including a 'Stock Price Book' where price increases could be entered and timed to kick in on a certain date, 'Batch Price' increases where categories and/or supplier based increases could be easily and quickly be applied and excel integration for the more technical amongst us.

Reporting – The introduction of the Intact system gave this guy reporting options that he did not believe were possible. He was accustomed to printing out reams and reams of reports on a weekly basis and scouring them for discrepancies. Utilising the 'Intact Data Drill', this business can now identify under performing products, customers and sales staff through simple data analysis. There was no longer a need to print out reports as data can be analysed retrospectively.

All in all, I owe a debt of gratitude to this individual who managed to sum his requirements in three words – well – one word multiplied by three– "Margin".

Thank you Mr. Merchant!

Mark McArdle - Sales Director, Intact Software

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