

COMPARATIVE FEATURES TABLE

		Start-Up	Xpress	Partner	Evolution
		Single	1-3	1-20	1-250+
Base	Number of Users	Single	Unlimited	Unlimited	Unlimited
	Number of Companies	Single	Unlimited	Unlimited	Unlimited
	User-Defined Fields	No	No	Yes	Yes
	General Ledger	Yes	Yes	Yes	Yes
	Cash Books	6	6	30	Unlimited
	Customers	Yes	Yes	Yes	Yes
	Quotations	Yes	Yes	Yes	Yes
	Invoices	Yes	Yes	Yes	Yes
	Suppliers	Yes	Yes	Yes	Yes
	Purchase Orders	Yes	Yes	Yes	Yes
	Inventory	Yes	Yes	Yes*	Yes
	Import Cost Allocations	No	No	Yes	Yes
	Project Tracking	No	No	No	Yes
	Report Writer	No	No	Yes	Yes
	Stationery Customisation	Yes	Yes	Yes	Yes
	Resolve Basic	No	No	No	Yes
Add-On Modules*	Multi-Currency	No	No	Yes*	Yes*
	Business Intelligence Centre	No	No	Yes*	Yes*
	Receipting (Cash & Bank Manager)	No	No	Yes*	No
	Time & Billing	No	No	Yes*	No
	Point-of-Sale	No	No	Yes*	Yes*
	Pastel Retail	No	No	Yes*	Yes*
	Serial Number Tracking	No	No	Yes*	Yes*
	Multi-Store	No	No	Yes*	Yes*
	Job Costing	No	No	No	Yes*
	Bill of Materials	No	No	Yes*	Yes*
	Manufacturing	No	No	No	Yes*
	Fixed Assets	Yes*	Yes*	Yes*	Yes*
	Resolve (Premium)	No	No	Yes*	Yes*
	Mobile (PDA)	No	No	No	Yes*
	Pricing Matrix	No	No	No	Yes*
	Customer Acc. Consolidations	No	No	No	Yes*
	Customer Credit Risk Mngnt.	No	No	No	Yes*
	Annuity Billing	No	No	No	Yes*
	Lot Tracking	No	No	No	Yes*



PASTEL ACCOUNTING IS ACCREDITED BY THE INSTITUTE OF CHARTERED ACCOUNTANTS IN ENGLAND AND WALES.

Purchasers should ensure that the Licensed Programmed Materials ("the Materials") meet their own specific requirements. Notwithstanding any accreditation of the Materials, The Institute of Chartered Accountants in England and Wales shall not be liable for any loss or damage incurred by any person, occasioned by the use of the Materials or any related products or services, howsoever caused.



For more information contact your local Sage Pastel Business Partner

www.pastel.co.uk • info@pastel.co.uk

© Softline (Pty) Ltd, 2006. Designed and produced by blast



Accounting



The Powerful and Integrated Business Solution



sage PASTEL

EVOLUTION

ACCOUNTING

Core and Add-on Modules

Sage Pastel Evolution delivers an entirely new dimension in business management software, taking your business way beyond the traditional realms of accounting software. With business activity management functionality interwoven into the core of the accounting application, Sage Pastel Evolution brings all aspects of your operations together, providing you with an integrated, holistic view of your business. The comprehensive range of features and functionality, complemented with a number of add-on modules, provides a scalable, flexible, and robust management tool for your growing business.



Developed within the Sage Pastel Evolution Framework - Sage Pastel's latest technology standard - all components and modules in the Evolution range are fully integrated. They share a common interface, providing a consistent user experience. Microsoft's SQL Server Database ensures data integrity and maintains all your data in one, central database.

Take control of your business as well as your finances

In the past, accounting systems stored a wealth of information related to customers, suppliers, inventory, and so on. However, this information was often limited to accounting data, i.e. the numbers. Sage Pastel Evolution takes accounting to the next level by allowing you to not only capture numbers, but also to perform what we refer to as business activities. Additional data is integrated and presented together with the numbers, providing a holistic view of your business instead of a numbers-only view. This gives you the ability to control your financial situation as well as relationships with customers, suppliers, and employees.

Sage Pastel Evolution delivers an entire business management tool. It's the new way to work.





The power to run your business

Features

- Accounts Receivable •
- Accounts Payable •
- Project Tracking •
- Segmented General Ledger •
- Cash Book •
- Sales & Purchase Order Entry •
- Report Writer & Stationery Customisation •
- Segmented Inventory Control •
- Invoicing •
- Import Cost Allocations •
- Resolve Basic (Contact Management) •

The above features and modules are referred to as the core Evolution system.

Add-on Modules

- Business Intelligence Centre
- Resolve Premium* (Contact Management & Sales-Force Automation)
- Mobile (PDA)
- Multi-Currency
- Annuity Billing
- Multi-Warehousing
- Serial Number Tracking
- Lot Tracking
- Pricing Matrix
- Bill of Materials
- Job Costing
- Manufacturing
- Point-of-Sale
- Pastel Retail (Advanced Point-of-Sale)
- Customer Credit Risk Management
- Customer Account Consolidations
- Fixed Assets*
- Business Gateway

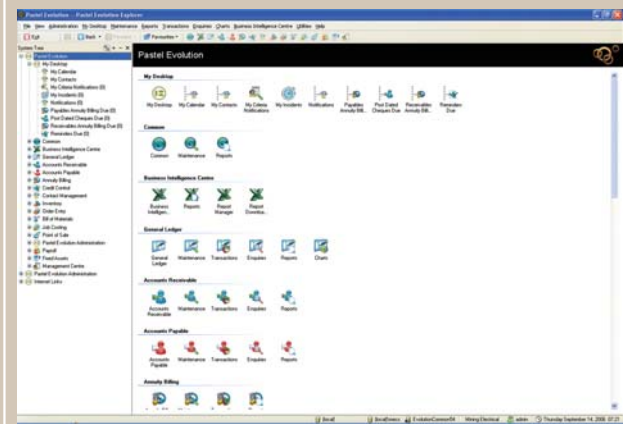
* These modules can be purchased as stand-alone applications.

Features of the Core Module

THE SYSTEM MANAGER

The System Manager is the control centre for the entire Evolution application. It is the system's user interface. Featuring a System Tree for navigation, it also controls the system environment and setup, on-line help, and multi-level password security. Evolution delivers enhanced efficiency, productivity and security to any business:

- A consistent user interface no matter which module you are using. Fixed Assets, Payroll, and Accounting all share the same common interface and all appear as options on a single System Tree.
- Standard navigation tools such as menus, the system tree, toolbars, and favourites.
- Powerful tools for maintaining, sorting, searching, and grouping your lists of data.
- The ability to customise the interface to suit each user's requirements.



Database System

Sage Pastel Evolution takes advantage of the latest database technologies, utilising MS-SQL Server or Microsoft's Sequel Desktop Engine (MSDE). MS-SQL provides Evolution with the ability to scale and to support an unlimited number of concurrent users. Additional data integrity is ensured through the use of SQL's transaction rollback feature. Sage Pastel Evolution includes MSDE for 1-10 user sites. Larger sites must purchase MS-SQL Server on a per user basis.

Store Data Indefinitely

The General Ledger stores five years of data and requires no month or year-end procedures. You can, however, block accounting periods. This prevents transaction processing into closed periods. The Subsidiary Ledgers (Inventory, Receivables, Payables, etc.) store information indefinitely.

Transaction Rollback

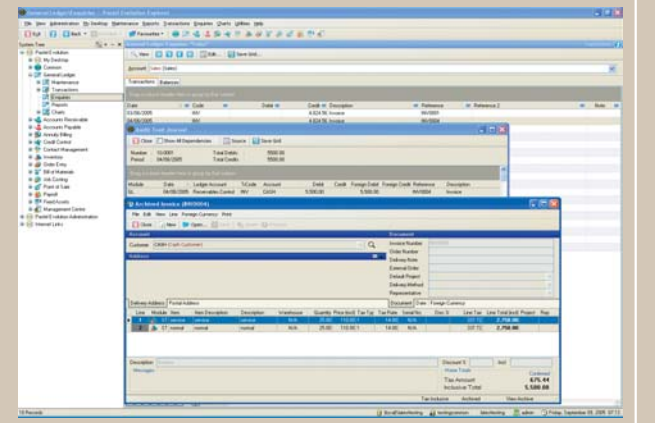
Data protection and integrity is significantly improved over older database systems. This feature optimises data integrity by ensuring that users will never have incomplete entries or corrupt files, even if they suffer a power failure while a transaction is in process.

Supports Multiple Companies

The system can maintain multiple sets of books, each with its own chart of accounts. Access to companies and their related functions are password protected. Data can also be copied from one company to another, simplifying the company setup procedure.

Transaction Drill Downs

Drill down functionality allows you to find exactly what you're looking for, quickly. From summarised information you can drill down to detailed transactions, and even right down to source documents - with just a click of the mouse!



ADVANCED SECURITY

Every business's data is confidential. You need to control access to this information. Pastel Evolution features multi-level, menu-driven password access control.

You can establish access control per user. In addition, you can establish user groups, and then assign users to a group. Each user who belongs to a group has the same access level restrictions and capabilities. This streamlines the control process and leaves less room for error.

INTEGRATED WITH MICROSOFT® OFFICE

Seamless integration with MS Office means that you can e-mail any report. You can use many standard formats such as HTML and PDF.

You can also export data into Word or Excel, where you can perform your own complex data manipulations. This feature complements Pastel's extensive range of management reports.

The Resolve module also integrates its e-mail management with Microsoft® Outlook.

GRAPHS

You have the ability to view graphs. For example, you can compare General Ledger account movements over a period of five financial years. You can compare sales and purchases in the Orders modules, and you can view Incident analysis in the Contact Management module.

EVOLUTION REPORT WRITER

The Report Writer module allows you to customise standard reports per user as well as stationery layouts per user. It integrates into every module in the Evolution range. You can change layouts, add and remove fields, and perform additional calculations or subtotals. You can even write your own SQL script for advanced reporting. The system includes a tutorial program that will guide you through the process of report writing.

RECEIVABLES AND PAYABLES

Pastel Evolution gives you instant access to customer and supplier balances, overdue totals, and sales/purchases history. Drill-down features and reports are available when you need a more detailed analysis of customer/ supplier transactions.

You can create multiple delivery addresses for each customer and supplier. You set processing defaults for delivery requirements and addresses, selling prices, discounts, and so on, which you can override for each transaction. You can create sales codes and assign a commission structure to each sales code.

Multiple Debtor & Creditor Control Accounts

If you wish to analyse debtors and/or creditors in the General Ledger, you can use more than one General Ledger control account for Receivables or Payables. This is over and above your normal reporting within the Receivables and Payables ledgers.

PROJECT TRACKING

This module allows you to allocate income or expense transactions to particular projects. You can then filter reports on a project basis and create an income statement per project.

GENERAL LEDGER

The General Ledger is the heart of the financial function of your company. All processing you do eventually reflects in the General Ledger. The system has no tedious month or year-ends. The system is date-driven, allowing you to post transactions to any period at any time. Note, however, that you can block periods that are complete, thereby preventing operators from accessing them in error. The system stores five years of financial information.

Segmented General Ledger

If you have a complex and multi-dimensional General Ledger, you can create General Ledger accounts using multiple segments. Each segment becomes a reporting dimension in its own right. If, for example, you segment the account structure into sub-levels such as accounts, branch, department and project, you can extend your financial reporting to include combinations of these levels. You can also report on only an isolated section of the General Ledger.

Cheque Printing and EFTs

You can print cheques from any bank account. The cheque layout is fully customisable to accommodate requirements from different banks. You use user access levels to control who can print cheques. Each bank account has its own series of cheque numbers. You can make payments to all the major banks via Electronic Funds Transfer.

SALES AND PURCHASE ORDER ENTRY

You can maintain and control outstanding orders, processed orders and back orders. This module integrates fully into Evolution's Inventory, Receivables and Payables modules.

- Print and process purchase and sales orders, and then fill these orders in part or in whole, keeping track of outstanding orders.
- Create financial lines, which let you post non-stock amounts directly to General Ledger accounts.
- Allocate sales and purchases to projects. You can do this on a document basis or even line by line on each document.
- Allocate sales representatives to each document or even to individual document lines.
- Reserve stock quantities for customers when they place an order.
- Print picking slips and delivery notes.
- Create purchase orders automatically using the re-order fields on the inventory records.
- Create quotes and convert into sales orders once confirmed.
- Powerful reports help you manage outstanding and overdue orders.

INVENTORY CONTROL

Evolution's powerful Inventory module gives you unlimited control over your stock. The system provides both summary management reports as well as detailed operational reports, all customisable per user.

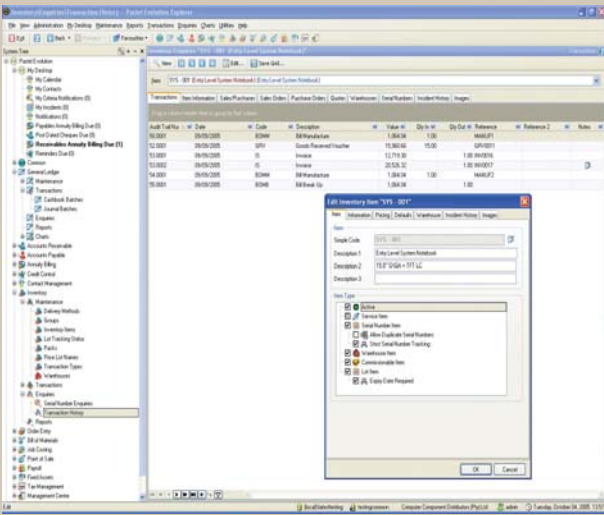
You can have service and physical items. Items can be flagged as non-commissionable. You can use inventory groups to sort and filter inventory items. The system has an unlimited number of standard selling prices per item. You link each customer to one of these prices, and you can specify a percentage discount per customer.

You can extend Evolution's power by combining the Inventory module with other related add-on modules:

- With Multi-Warehousing, you can create multiple warehouses or stores, and move items between these stores.
- Serial Number Tracking serialises individual inventory items and keeps track of them by their history. The system follows their purchase, internal movement in the company, sale, and possible return for repair or refund.
- Lot Tracking lets you track items by lot, where batches of items all have the same Lot Number. You can specify expiry dates and a status per Lot Number.
- Bill of Materials allows you to manufacture or assemble items from components. The system takes the component materials out of stock into Work In Progress, and then allows you to create finished items ready for resale.
- Pricing Matrix lets you have selling prices per inventory item or inventory group and per customer/supplier or customer/supplier group. These can be prices or percentage discounts on the customer's/supplier's standard price.
- All these add-on modules work together. For example, you can manufacture serialised items into warehouses and track Lot Numbers.

Goods Received Voucher

This feature gives you the ability to receive and immediately update your stock based on a delivery note from your supplier, without having to update the supplier account until you receive the actual supplier invoice.



Import Cost Allocations

When you import goods, there are frequently additional costs that do not originate from the supplier. For example, you may be liable for shipping costs and/or import duties. This feature allows you to process these additional costs at the same time as the goods received voucher. The system uses the additional costs to calculate the item costs correctly. Without this, you have to process these costs at another time and then adjust your item costs manually.



Add-on Modules

SAGE PASTEL EVOLUTION GROWS WITH YOUR BUSINESS

The utilisation of the MS-SQL database makes Sage Pastel Evolution scalable, supporting an unlimited number of concurrent users. In addition, the growth of your business may demand the ability to add new functionality to your accounting system. By using Pastel Evolution as the core engine, you can add specialised modules to cater for industry-specific requirements. Developed within the Evolution Framework™, these add-on modules offer complete integration with the core system, as well as a common interface and user experience. Furthermore, all components within the Evolution Framework™ utilise a MS-SQL database ensuring that all your business data resides in one central database.

BUSINESS INTELLIGENCE CENTRE

What do you get when you combine Sage Pastel's worldwide accounting software with Microsoft® Excel? A reporting tool that revolutionises the way you make decisions in your business!

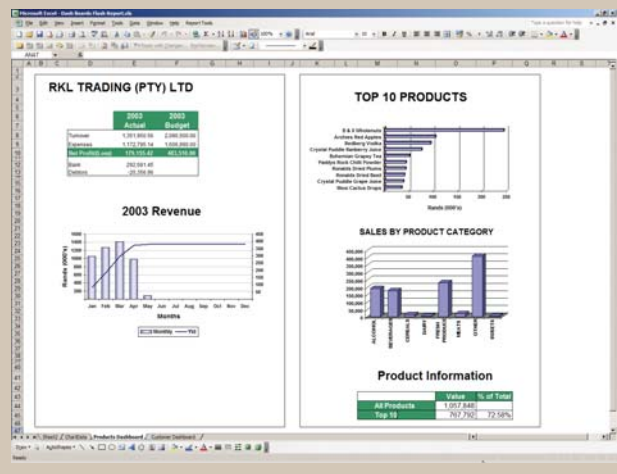
If you are comfortable using Microsoft® Excel to share, present, and analyse information, then you've been waiting for the Pastel Business Intelligence Centre (BIC). BIC is an add-on module that dynamically links to your Pastel accounting data, taking your business beyond standard reporting functionality. You generate spreadsheets by simply extracting Pastel Accounting data and converting it into an easy-to-read, graphic format.

Pastel's BIC retains report formats and makes them available for future use. You also have instant access to 'live' information and that last minute journal no longer impacts your Excel reporting. Monthly financials account for a large percentage of manual Excel labour. Pastel's BIC offers a customisable pack which provides drill-down functionality.

You can customise the standard set of reports and templates, and create new ones. You can be flexible in the combinations of financial data you choose to report on. BIC ships with Management Packs (Balance Sheet, Income Statement), Sales Master (Sales Reports), Inventory, Purchasing options, and more!

Access to information has never been this easy.

GET YOUR 90 DAYS FREE ACCESS NOW.

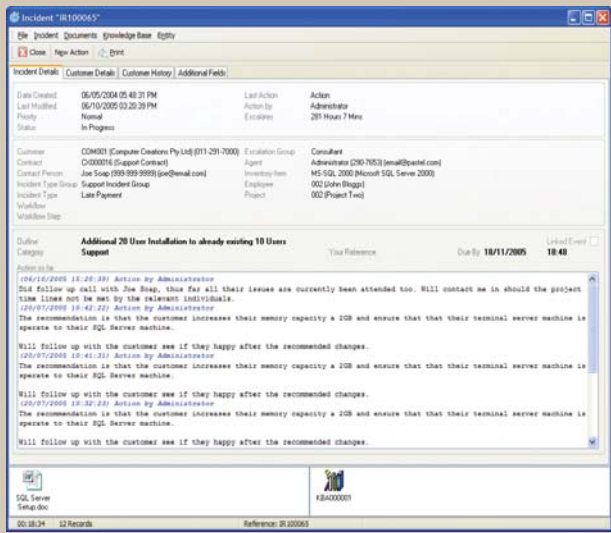


EVOLUTION RESOLVE (CONTACT MANAGEMENT)

Traditionally termed CRM or Contact Management, this unique module is a core feature of Pastel Evolution. Evolution has taken the concept of traditional Contact Management much further by weaving it into the very fabric of the Evolution Accounting System.

Evolution Resolve is a tool that lets you manage the interaction between your business and your customers, potential customers, suppliers and even your fellow company members.

Any issue that takes place in a business, and is important enough to be tracked, is recorded as an Incident. Evolution Resolve will track these Incidents to their conclusion. Evolution still stores Incidents even after they have been closed, allowing you to track a history of events as they occurred, as far back as you wish. You can track all contact with your customers and suppliers. Using this information, you can track all sales and support activities associated with a customer, and the agent or agent group who dealt with the customer.



There are two versions of Evolution Resolve:

- Evolution Resolve Basic**, available in the core software, contains basic Incident tracking as outlined above.
- The full version, **Evolution Resolve Premium**, available as an add on module, contains more advanced features as outlined on the opposite page.

EVOLUTION RESOLVE (CONTACT MANAGEMENT) Cont.

Sales Force Automation

Evolution Sales Force Automation allows you to track sales opportunities for existing and prospective customers. Sales personnel can update the status of opportunities through customisable sales cycle workflow steps. They can continually update the estimated possibility of making a successful sale. Information can also be captured about competitors, so that you can recognise and track patterns about sales lost to competitors. You can use this information to give sales personnel and managers an overview of the current sales pipeline, and to produce sales forecast reports. These reports show actual values weighted by the probability of closing the sale.

Business Gateway (Web Resolve)

The Business Gateway extends Evolution Resolve onto the Internet and allows customers to log into the system. Customers create, view, update Incidents, and so on. Customers do not need to contact a call centre and wait in queues for an agent. The Business Gateway requires Microsoft™ IIS and Windows 2000 Server or later. (Separate module)

Calendar

The calendar organises your company time management. Incidents can be prioritised by date. The calendar also allows you to integrate Incident priorities with employees' availability.

Knowledge Base

The Knowledge Base lets employees create topics. In these topics, they can share information about support, sales, or any other issues. In addition, employees can link documents from the document list into Knowledge Base articles.

The articles can also be linked to Incidents and, if you e-mail Incidents, you can optionally include the Knowledge Base articles in the e-mail, either in the text or as an attachment.

Workflow Processing

Workflow processing allows you to process Incidents on an authorisation basis. You create a hierarchy of actions that a process has to go through in order to complete.

For example, if you are installing a product at a customer, you may require site inspection, installation, testing, and approval stages. You create these workflow steps and then specify which agents or agent groups can approve each step. If necessary, the responsible person can send the process back to an earlier stage. If an inspection fails, for example, the responsible person can send the process back to the installation action.

This type of processing ensures the highest level of quality. Besides the ongoing approval, the process has to go through each definite step in order to complete.

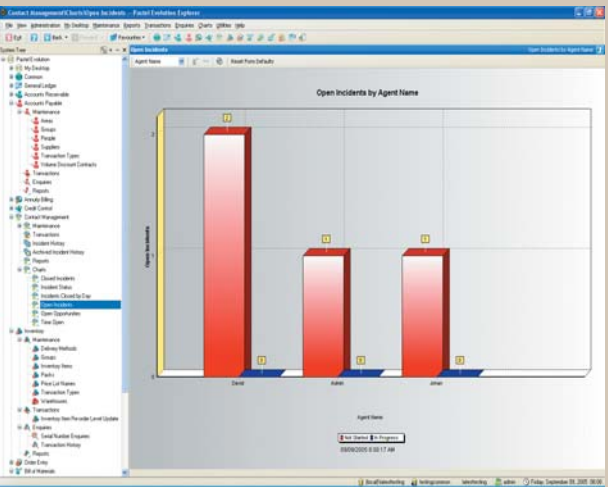
Reports

Reports in Evolution Resolve can be customised using the Report Writer functionality, enabling you to change layouts, add and remove fields, and

perform additional calculations or sub-totals. You can even write your own SQL script for advanced reporting.

Incident Graphs

View Incidents graphically (bar charts) per user, per Incident type, per Incident status, and so on. Graphical representations of Incidents give a birds-eye view of your business activities - perfect for management. You can even drill down by clicking on a particular area of the chart to see the underlying detail making up the chart.



Escalations

One of the most compelling reasons to use Evolution Resolve is its ability to ensure that Incidents are dealt with in acceptable time frames. Taking too long to respond to a customer complaint (or Incident) is damaging to your company. Escalations allow you to design a flow of responsibility for each Incident type. If an Incident is not dealt with within a specified time, the system escalates it to a higher level such as a supervisor. From there, unless the supervisor takes action, the system escalates the Incident to a manager, and so on.

Contract Invoicing

This feature allows you to set up contracts for customers, based on time or number of Incidents. If a customer's contract expires, agents cannot process Incidents for the customer. This allows you to ensure that customers who are up-to-date always get service, and customers who have no contract do not get service.

If you also use the Annuity Billing module, which we look at later, you can produce automatic renewal invoices for contracts that are about to expire.

Resolve Premium can be purchased as a stand-alone product.

EVOLUTION MOBILE (PDA)

The Evolution Mobile add-on module allows your salespeople to securely interact with Pastel Evolution using mobile technology. Using a PDA or a mobile phone, salespeople can perform customer and inventory enquiries, and process sales orders, from any location. The system accesses live Pastel Evolution data, guaranteeing salespeople instant access to the latest available information. Salespeople can review customer orders and account details, check inventory levels, and reserve inventory by placing orders, all from the customer's premises, without a traditional landline connection.

The Evolution Mobile add-on module requires the following:

- On the mobile user side, a 3G or GPRS cell phone or PDA that supports HTML web browsing.
- On the Pastel Evolution server:
 - The Resolve add-on module (the full contact manager module).
 - Microsoft IIS (Internet Information Server) V5 or higher.

EVOLUTION MULTI-CURRENCY

The Multi-Currency module allows you to process customer and supplier transactions in their currency. Pastel Evolution tracks foreign currency, customer and supplier values in both the foreign and the home currency. You can view balances and transactions in either currency at any time.

You can maintain separate buy and sell rates for each currency. Pastel Evolution maintains a history of exchange rates so that you can process transactions at earlier dates using the most accurate exchange rate. When you process customer receipts or supplier payments, Pastel Evolution uses the current exchange rate to calculate any foreign exchange profit or loss, which it posts automatically.

Pastel Evolution allows you to:

- Process and print customer and supplier sales and purchase documents in foreign currency or home currency.
- Print customer and supplier statements, age analysis and transaction reports using foreign currency or home currency.
- Process foreign currency cashbook transactions.

EVOLUTION ANNUITY BILLING

Integrating to both Receivables and Inventory, this module provides for repetitive or recurring invoices on a daily, weekly, monthly or quarterly basis. Specify contract periods, design recurring invoice templates or simply set up base amounts to be charged to customers periodically. Annuity Billing is another flexible module that provides you with the ability to customise the application to fit the specific requirements of your business.

EVOLUTION MULTI-WAREHOUSING

The Multi-Warehousing add-on module allows you to keep inventory items in discrete areas, or warehouses. You can use warehouses for many types of situations:

- Physical warehouses in different geographic areas.
- Keep raw materials and/or internal parts separate from items you sell.
- Keep track of consignment stock/samples in a separate warehouse.
- Separate obsolete items into a separate warehouse.
- Track demo stock allocated to sales representatives.

EVOLUTION SERIAL NUMBER TRACKING

Sometimes you may need to track items individually. For example, if you sell items that have warranties, you need to know when you sold the item, and to whom you sold the item, so that you know whether it is under warranty. For these types of items, you use Serial Number Tracking.

Integrating with Evolution's inventory module, Serial Number Tracking keeps detailed information on specific inventory items. From purchase to sale, to returns, each item is tracked uniquely, providing absolute control over individual inventory items.

A Serial Number Listing report shows the current location of serial numbered items. For each Serial Number, the report shows the item code and description, the date of its last movement, the current general location in stock, the customer it was sold to, and so on.

A Serial Number Transactions report shows all transactions for a Serial Number. Reflecting one transaction per line, each line shows the Serial Number, item code and description, transaction date and reference, the customer/supplier account code and its originating module.

EVOLUTION LOT TRACKING

Lot Tracking allows you to track several units of a stock item using the same lot or batch number. Expiry dates and user-defined status allow you to further control stock items. Users can determine what can be purchased or sold by Lot Status. You cannot sell stock items that have expired. You can track items simultaneously by Lot Number and by Serial Number.

EVOLUTION PRICING MATRIX

This module adds great flexibility to Evolution's standard pricing feature. You can establish volume-based or time-based price breaks and much more. You can specify discounts by customer or group of customers. Design unlimited discount variations, such as multiple discounts per customer per stock item, discounts per stock group, and the ability to override discounts on processing invoices.

EVOLUTION BILL OF MATERIALS

Designed for the manufacturing and assembly environment, this module allows you to create assembly sheets (or Bills as they are commonly known) detailing each component making up the completed item. Completed items can be manufactured before they are sold or you can simply invoice the completed item and Pastel Evolution will manufacture the item on-the-fly, whereupon the sub-components will be drawn from stock.

You can manufacture items in a single operation, or, for more complex manufacturing and for processes that occur over a significant time period, you can work on an open manufacturing process over time.

Alternative units of measure

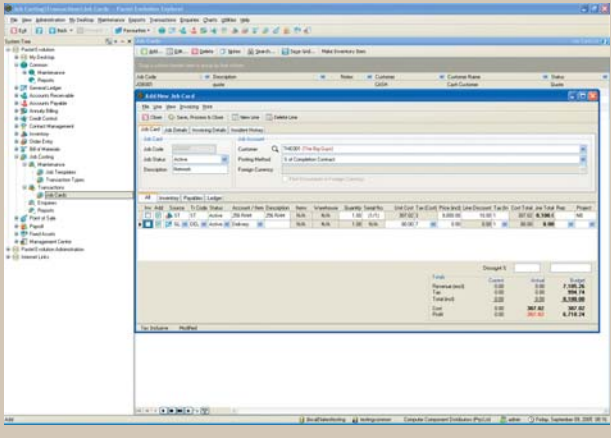
This feature is particularly useful when dealing in different units of measure. For example, when you receive goods, you can automatically break down items in case lots to smaller units. This feature works in conjunction with the Bill of Materials module.

EVOLUTION JOB COSTING

The Job Costing add-on module lets you invoice jobs to customers. A job card is more powerful than an invoice, because you can link more types of items besides inventory items in a job. For example, you can purchase an item directly for use in a job, and you can allocate employee hours from the Payroll module into a job. You can also invoice a job on a partial basis.

You can allocate costs and measure the profitability of short to medium-term jobs. Create an unlimited number of job cards, with the ability to archive these for future estimates. Track labour costs from payroll time sheets in Pastel Evolution Payroll and calculate transactions on a rate, lump sum, or percentage basis.

You can allocate jobs to projects on a job card basis or a job line basis.



EVOLUTION MANUFACTURING

Evolution facilitates manufacturing through two modules:

Bill of Materials / Manufacturing

The Bill of Materials module is suitable for simple manufacturing processes where items are assembled to produce finished goods. A "recipe" is drawn up that specifies the component items that make up the finished item. Whenever the finished item is invoiced, Evolution uses the recipe to draw the component items from stock. The manufacturing process is then reported at the time of sale.

The Manufacturing module is a further extension to the Bill of Materials module. It separates the manufacturing process into time periods where items being manufactured are transferred into Work In Progress and then into Finished Goods. This is different to Bill of Materials where finished items are immediately created from their component items.

The Manufacturing Module allows the following:

- You can see a full audit trail of each manufacturing process ie. as items are drawn from stores into the manufacturing process and then at what point the final items were manufactured.
- You can draw stock at the beginning of the manufacturing process, and reverse any unused stock once the process is complete.
- Master Bill of Material templates are set up from which specific Bills (recipes) are defined for each manufacturing process.
- You can replace one or more components in an existing process if you need to, and then continue manufacturing with the new components.
- You can create by-products in addition to your main, manufactured, item.

Additional features include forward planning with the material requirements feature

EVOLUTION POINT-OF-SALE

This module integrates with Inventory as well as Receivables, perfectly addressing the practical issues within the retail Point-of-Sale environment. Functionality includes security parameters, tender types (cash, voucher, credit card or cheque), flexible pricing, and discounting. This module supports peripheral devices such as pole display units, cash drawers, slip printers and a bar code scanner. Evolution Point-of-Sale is user-friendly and offers flexibility by allowing for per-till configuration. The module has powerful reporting features.

PASTEL RETAIL

Pastel Retail delivers a robust system designed for the high-volume Point-of-Sale (POS) environment.

Point-of-Sale (POS) systems that have the requirement of being permanently connected to a server have two main weaknesses:

- The permanent connection can, and easily does, fail, leaving the POS terminal unusable. This is clearly unacceptable in high volume environments.
- The permanent connection is very expensive to maintain.

With Pastel Retail, POS terminals synchronise with the main server at head office regularly, and then disconnect from the server. Since the synchronisation process only requires a temporary connection, you achieve significant savings over a dedicated, high-speed data connection.

Since the POS terminals function in a totally independent manner, there is no slowdown when data lines are slow, and of course no effect on the terminal's ability to function when data lines or the server are down.

Besides the connection advantages, Pastel Retail's software is also geared to the high-volume environment. Intelligent design has made the use of POS terminals as simple and as fast as possible, with a keyboard-only interface, the use of single keys to implement any feature, and on-screen prompts of these keys and features at all times.

Advanced features of the POS terminal include the ability to handle voucher and loyalty card processing, barcode scanning, and suspend and resume facilities.

The back-end module of Pastel Retail automatically handles the seamless integration into Pastel Evolution's accounting modules.

For a comparison of the differences between Pastel Evolution's Point-of-Sale Modules, please refer to the table below:

PASTEL EVOLUTION POINT-OF-SALE	PASTEL RETAIL
Low Volume Retail Outlets	High Volume Retail Outlets
Suitable for single branch locations	Suitable for multiple branch locations
Requires a permanent data connection infrastructure across multiple branches	No requirement for a permanent (on-line) data connection
Real-time data access from Evolution Accounting	Batch Integration into Evolution Accounting
	Inter-Branch Transfers
	Suspend and Resume Sales
	Marketing Survey
	Scan Scale Generate Barcodes
	Voucher and Loyalty Card Payments

For more details about this module, please consult the separate Pastel Retail brochure.

EVOLUTION FIXED ASSETS

With features like: an unlimited number of assets and multiple forms of depreciation, Evolution Fixed Assets helps you control your fixed assets easily, affordably, and reliably. The different methods of depreciation include straight line, reducing balance, immediate write-off, units of usage, plant & machinery, and equal allowance.

Grouping Assets
Keeping physical track of assets is a tedious process. Some assets are identical (chairs, desks and so on). Others are unique (vehicles), and still others look similar but are different inside (computers).

Computers are an example of assets that are complex to manage. They change constantly - you add memory, replace a hard drive, and so on. Keeping track of these changes manually or on a spreadsheet is tedious at best, impossible at worst.

Evolution Fixed Assets lets you group and link assets in logical ways so that your asset records, mirror your physical assets as closely as possible. You have the following capabilities:

Feature: Multiple Units
Benefits: You can group identical assets into one record - for example, 20 chairs. This simplifies the asset register considerably. You can sell or dispose of one or more units, and have the ability to split the asset into one or more separate assets at any time.

Feature: Master and Sub Assets
Benefits: Sub assets allow you to group assets together. For example, adding an additional disk drive to a computer. If you create a separate asset for the disk drive, it becomes difficult to manage which disk drive is in which computer. Instead, you can create the disk drive as a sub asset of the computer asset.

Feature: Asset Type
Benefits: You link each asset to an asset type. The asset type contains the book and tax depreciation methods for the asset, as well as General Ledger integration information. You define once how a particular type of asset such as desks, cars, or computers work. When you add a new asset, you link it to an asset type, and the system knows how to depreciate it!

Feature: Cost Centre, Department, Location
Benefits: These are three optional analysis codes used to track where assets are - physically - in your company, and who is responsible for them.

Evolution Fixed Assets Processing
Tracking and Changing Depreciation
The primary function of Evolution Fixed Assets is to calculate book and tax depreciation. If you make a retroactive adjustment, the system calculates an adjustment per period. You can process adjustments in their respective periods or in the current period.

Changing the Value of an Asset

You can revalue an asset at any time. This could be an upward or downward revaluation. In line with legislative requirements, the system uses the new value to calculate book depreciation. For tax depreciation, the system always uses the original value.

Overriding Assets
Sometimes an asset's life changes dramatically from the original lifespan you intended. For example, it may suffer damage or it may have been over-used. You use the Override Assets feature to specify how many periods of useful life remain for the asset. The system will then depreciate the remaining value equally over these periods.

Selling/Disposing of Assets
Assets do not keep forever. They wear out and cease to be of use, or are sold. Evolution Fixed Assets handles all the calculations and postings required when you cease to use an asset.

Transferring Assets
You can analyse depreciation costs by asset type or cost centre. If you transfer an asset from one cost centre to another, the system leaves the accumulated depreciation in the old cost centre, and assigns future depreciation to the new cost centre. You can transfer individual assets, or you can perform group transfers of assets.

Blocking Assets
It can happen that you wish to suspend depreciation of an asset for a time. For example, you may have an expensive piece of machinery that you currently do not use. You have the ability to freeze the asset for a specified amount of time. During this period, the system does not calculate depreciation for the asset.

Management Features
Evolution Fixed Assets contains optional elements you can use to assist you in managing your fixed assets:

Feature: Capital Expenditure Budgets
Benefits: You can create capex budgets and process capex orders prior to creating an asset. The advantage is that you can report at any stage on “over” and “under” budget areas.

Feature: Suppliers
Benefits: You can create supplier records. You use these for record keeping purposes if you purchase assets regularly from the same supplier.

Feature: People
Benefits: You can create and use a person database. You use this to track people within your company who are responsible for fixed asset duties. You can also use it for contacts at your suppliers.

EVOLUTION CREDIT RISK MANAGEMENT

Integrating with Receivables, Customer Credit Risk Management helps you manage your customer credit risk through a step-by-step process. A credit application is completed to assess a potential customer's credit-worthiness before the granting of credit. This module generates credit applications and runs the data through a scoring system. A passing score will see a new account opened. A failing score will request guarantees or security against granting credit.

The module will also generate standard legal documentation based on the type of business you are running.

The following documentation, amongst others, is included:

- Terms and conditions of sale.
- Credit application forms.
- Both 'soft' and 'final' demand letters.
- Power of attorney forms.

EVOLUTION ACCOUNT CONSOLIDATIONS

Integrating with Receivables, this module allows for the separate invoicing of branches, but with the added functionality of printing one customer statement at a consolidated head office level. This is particularly useful when you wish to keep track of a group customer with a head office, where you need to capture sales made to the individual branches, but then present a consolidated statement to your customer's head office.

Sage Pastel peace of mind

The Sage Pastel range of products - Pastel Xpress Start-Up, Pastel Xpress, Pastel Partner and Pastel Evolution - ensures that, from start-up to medium-size enterprises, through to large organisations, your business software will sustain and support continued growth. You can be confident in the knowledge that your business growth will never be hampered by your accounting system. Powerful and flexible, Sage Pastel's feature-rich applications are suitable for a broad range of industries. Furthermore, Sage Pastel is committed to ensuring that you get the very best out of your software. That's why we continuously invest in improving our comprehensive service and support infrastructure.

Sage Pastel's years of experience in 52 countries across the globe, in-depth knowledge of the accounting software industry, and commitment to ongoing investment in Research and Development, delivers complete peace of mind.

Annual Renewal

Sage Pastel Evolution Accounting and all modules within the Evolution range are subject to an annual renewal fee. This business model provides customers with a number of important benefits including: updates and upgrades, first line telephonic and e-mail support. The compulsory annual renewal is payable on the anniversary date of registration of the application and Pastel Evolution will automatically provide you with advanced notification.

The accounting system forms the financial heart of your business and, accordingly, becomes a central repository of key information that you rely on to run your business on a day-to-day basis. The mission critical role of these systems requires a comprehensive service and support infrastructure, and ongoing investment in research and development. The concept of a compulsory annual renewal fee is similar to insurance. It gives you peace of mind that you always have the back-up service, support and expertise you need.

This concept appeals to mature businesses that consider Pastel Evolution a crucial element to the efficient and competitive running of their business.

SYSTEM REQUIREMENTS

	SINGLE USER	WORKSTATION	SERVER (less than 10 users)	SERVER (11-20+ users)*
HARDWARE Minimum Recommended	Pentium III 500MHz Pentium IV 2GHz or higher or equivalent	Pentium III 350MHz Pentium III 500MHz or Higher or equivalent	Pentium III 350MHz Pentium IV 2GHz or higher	Pentium IV 1GHz Xeon or Dual Processors
OPERATING SYSTEM Minimum Recommended	Windows XP Pro, 2000 Pro Windows XP Pro, 2000 Pro	Windows XP Pro, 2000 Pro Windows XP Pro, 2000 Pro	Windows 2000/XP Pro Windows 2000/2003 Server	Server 2000 / NT Server 2003
RAM Minimum Recommended	256MB 512MB or higher	128MB 256MB or higher	512MB 1GB or higher	1GB More than 1GB
SCREEN RESOLUTION Minimum Recommended	800 x 600 1024 x 768	800 x 600 1024 x 768	800 x 600 1024 x 768	800 x 600 1024 x 768

	SERVER (21-30 users)*	SERVER (30-50 users)*	SERVER (51-70 users)*	SERVER (71-100 users)*
HARDWARE Minimum Recommended	Pentium IV 2GHz Pentium IV 2.4GHz or Xeon or Dual Processors	Pentium IV 2GHz Pentium IV 2.7GHz or Xeon or Dual Processors	Pentium IV 2.7GHz Pentium IV 3.0GHz or Xeon or Dual Processors	Pentium IV 2.8GHz Pentium IV 3.2GHz or Xeon or Dual Processors
OPERATING SYSTEM Minimum Recommended	Server 2000 / NT Server 2003	Server 2000 / NT Server 2003	Server 2000 / NT Server 2003	Server 2000 / NT Server 2003
RAM Minimum Recommended	2GB 2GB or higher	2GB 3GB or higher	3GB 3GB or higher	4GB 4GB or higher
SCREEN RESOLUTION Minimum Recommended	800 x 600 1024 x 768	800 x 600 1024 x 768	800 x 600 1024 x 768	800 x 600 1024 x 768

REQUIREMENTS FOR ALL USERS: CD-Rom • 256 Colour VGA or SVGA video

* Kindly note if you have 11 users or more we recommend you speak to our Evolution Business

Partner or a Pastel consultant on what system requirements are recommended.

