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Release 11 Feature Highlights

This document summarizes a **handful of top-level features** of each module and component.

Module / Component	Highlights
Common / Overall Feature Highlights	✓ Multi-user and multi-company ✓ Robust & Reliable - Microsoft SQL-Server database ✓ Multi-currency (unlimited number of currencies) ✓ International – configurable for Canada, USA, UK and other jurisdictions, including sales taxes and terminology ✓ Real-time system - provides up to the minute information ✓ Drill down interface – easy to access information ✓ API (application programming interface) facilitates seamless integration with 3rd party front end applications. ✓ User Defined Fields to add custom details and notes to Customers, Vendors, Sales and Purchases ✓ Most lists have individual user controlled columns, ordering and filtering ✓ Change logging of key fields noting before and after values as well as who and when changed ✓ Centralized Customer and Vendor notes that are available wherever Customers and Vendors are used ✓ Centralized Report Management, all the individual module reports are also available from a single reporting interface ✓ Most reports can place raw report data in MS Excel spreadsheet for further custom analysis with a single click ✓ Open database structure supports end user reporting with third party tools such as MS Excel and Crystal Reports based on security

General Ledger	✓ Financial Report Writer – unlimited financial statement formats
	    o User-defined vertical reports
	    o User-defined column sets
	    o Ability to consolidate multiple companies on a single report
	✓ Reversing and recurring entries
	✓ Executive Summary – snapshot of key financial information, including ratios
	✓ Unlimited profit centers / departments
	✓ Drill down to transaction detail

Accounts Receivable	✓ Collections screen - reduces collection period, eliminates paper and includes ability to email PDF invoice copies and statements ✓ Detailed or summary aging – current or retroactive ✓ Payment history report – shows how payments previously received were applied to outstanding invoices ✓ Customer Groups – facilitates head office / branch scenarios where head office pays branch invoices ✓ Customer-specific language and pricing rules ✓ Support for Sending Statements using WinFax ✓ Credit checking and Credit hold functions

Module / Component	Highlights
Accounts Payable	✓ Detailed or summary aging – current or retroactive ✓ Vendor payment history – provides detailed history of payments made against invoices and discounts taken ✓ Alternate Vendor Payments – for credit cards, and for transferring liabilities from one vendor to another ✓ Recurring transactions ✓ Vendor prepayments and offsets ✓ Sales tax remittance screen for reconciling and paying sales taxes
Bank Management	✓ Unlimited bank accounts – all currencies ✓ Bank Reconciliation function ✓ Deposit processing – and prints deposit summary ✓ Quick payment functions – for miscellaneous items, vendor prepayments and customer refunds ✓ Transfer funds and track exchange differences
Payment processing	✓ Single location for almost all payment processing ✓ Multiple open payment runs ✓ Payment authorization/segregation of duties options ✓ Date and discount sensitive ‘items to pay’ lists ✓ Checks/Cheques compliant with CPA Standard 006 (Mandatory December 31, 2006)
Contact management	✓ Single point of entry for all names and address information ✓ Tracks prospects as well as customers and suppliers ✓ Separates Company from Individual data and allow flexible linking/association between the two ✓ Create quotes for prospects or customers ✓ Convert quotes to orders – one click ✓ Tracks multiple contact persons per company and multiple companies per individual
Lead Opportunity Management (CRM) (Optional Component)	✓ Comprehensive, user configurable lead opportunity tracking and referencing ✓ Workflow based to sequence the sales process ✓ Steps, Processes and descriptions are user defined ✓ List management and campaign monitoring and reporting ✓ Simple merge to user defined list of MS Word templates ✓ Supports multiple salespersons working with individual lists and management reporting ✓ Integrated into accounting system, accounting and sales have access to same contact information.
Inventory Management	✓ Multiple Warehouses ✓ Handles serialized inventory ✓ Multiple Units of Measure ✓ Discounts by percentage or amount ✓ Flexible multiple factor pricing models - product & customer driven ✓ Automated Reorder Management - multiple methods to determine order levels and quantities and auto creation of Purchase Orders ✓ ‘Available to Promise’ to display future quantity availability based on currently recorded open purchases and sales

Module / Component	Highlights
Order Entry / Invoicing	✓ Powerful order entry includes backorder processing ✓ Flexible product lookups by class, description and other attributes ✓ Ability to reverse posted invoices and reinstate as sales orders – with complete audit trail ✓ Credit check and credit hold rules ✓ Recurring Sales Orders ✓ Supports purchase for order with optional drop ship functionality ✓ Automated Purchasing for items on backorder – hard link between sales order and purchase order ✓ Multiple shipments/invoices per order, backorder management ✓ Control of the display order of line items on the sales order and associated documents ✓ Crystal Reports option for invoice allowing full end-user customization of Printed Invoice with multiple language support ✓ Sales Analysis – flexible sales reporting ✓ Track job costing at the detail level
Sales Order Workflow / Review	✓ Single list access to all open Sales Orders ✓ Individual user controls what is displayed, the order it is displayed in and what subsets of data to display ✓ Create multiple, task driven 'views' of the Order list that can be available to all users or just the individual ✓ Support Workflow and segregation of duties by having each user focus on subset of orders they are responsible for based on custom selection criteria and formatting ✓ Perform tasks based on selected orders such as print documents, update statuses or post
Purchase Orders	✓ Default pricing from vendor records or last purchase (optional) ✓ Track job costing at then detail level on Purchase Orders ✓ Print, fax or email purchase orders ✓ Handles backorders, over or under receive ✓ Receive purchase orders with or without supplier's invoice ✓ Linked backordered Sales Orders are automatically updated by received POs.
Lot Tracking / Costing (Optional Component)	✓ Cradle to grave Lot Tracking (from purchase through inventory to sales history) ✓ Tracks internal and external lot numbers ✓ Auto or manual lot number assignment ✓ Optionally use lot (specific) costing ✓ Tracks additional information such as expiry and best before dates ✓ "Where used" reports facilitate product recalls and health alerts
Transformation Purchase Orders (Optional Component)	✓ Enables the transformation of one existing inventory item, through the use of a third party Vendor, into one or more different items. ✓ Transformed items have the cost of both the original root product as well as the incremental processing cost of the 3rd party Vendor ✓ In multi-step transformations using multiple Vendors, new purchase orders and drop ship information can be automatically created ✓ Payables for the incremental costs are created automatically ✓ Transformation PO can be used to tear apart assembled inventory

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Module / Component	**Highlights**
Purchase Order Returns	✓ Records/reserves items to be returned and removes them from available inventory ✓ Track Vendor RMA numbers ✓ Print Picking and Packing documents ✓ Record restocking charges ✓ On shipping, reduce inventory and record accounting transactions ✓ Create Accounts Payable credits
Color/Size Matrix (Optional Component)	✓ Originally for apparel industry, useful for any industry that has a base product that varies in one or two elements ✓ Simplified creation of Inventory items for the related group ✓ Table-view quantity selection for matrix products on Purchasing and Quotes/Sales ✓ Product availability views as a group ✓ Products also available though non-matrix/standard purchasing and sales
Job / Project Costing	✓ Integrates with sales orders, purchase orders, accounts receivable and payable, etc. ✓ Create estimates and track changes via change orders ✓ Compare estimates with actual to date, report variances ✓ Job profit and loss, and detailed cost reports available ✓ Time card entry tracks employee costs directly to jobs and optionally integrates with Payroll solution ✓ Allocate Inventory (and related costs) directly to a job as used
Bill of Materials / Production Control	✓ Production control supports assembly and build to specification production ✓ Track “soft costs” such as labor and overhead ✓ 3 step assembly process, which can optionally be run as a single step for “after the fact” recording ✓ Print work order document for production department ✓ Tracks and posts Work in Process
Returned Merchandise Authorization	✓ Track expected product returns from customers ✓ Issue RMA number to receive against ✓ Handles serialized and Lot tracked items ✓ Return to stock, or scrap ✓ Handles re-stocking charges
Commission Processing Engine (Base Feature - Commission split and basic reporting), (Optional Component - Advanced Commission processing)	✓ 4-Way Commission Splits per order ✓ Commission Schedules allow granular definition of percentage paid - depending on both salesperson and products sold ✓ Commission Payment Processing Screen calculates commissions to be paid, generates Accounts Payable transactions automatically ✓ Holdbacks can be retained, and paid out at a later date. ✓ Supports ad-hoc adjustments and ability to delay or accelerate commission payments ✓ Support for “effective dates” for commission percentage elements. ✓ Split timing between Invoiced and Paid

Module / Component	Highlights
Advanced Landed Cost Accruals (Optional Component)	✓ Define expected landed costs on purchase orders, and factor these into inventory costs – for accurate product costing ✓ Ability to specify default landed cost factors by product ✓ Ability to apply each landed cost factor to each line on a purchase order using one of several pro-rated methods - or enter individually ✓ Ability to reassign landed cost components to different vendors after receipt of purchase orders ✓ Complete sub-ledger system – reconciles with General Ledger control accounts, with variance reporting
Sales Order Accruals (Optional Component)	✓ Define anticipated selling costs with defaults ✓ Attach selling costs (estimates / actual) to sales order ✓ Costs may be factored into profitability and commission calculations ✓ Ability to reassign sales accruals to different vendors after invoicing ✓ Complete sub-ledger system – reconciles with General Ledger control accounts, with variance reporting
Inter-Warehouse & Inter-Company Inventory Transfer (Optional Components)	✓ Automates transfers between locations within the same company ✓ If the inter-company feature has been enabled, then this screen will also allow for transfers between companies. ✓ Transfers of serialized and Lot tracked items between locations. ✓ Tracks items in transit between locations. ✓ Prints picking / packing slips for transfer.
Warehouse Fill (Optional Component)	✓ This component allows a warehouse employee to select an order to ship, enter shipment details, print the documents required to accompany the order, and mark the order as shipped. ✓ Based on rules defined in the system, the act of "shipping" the order may also result in an invoice being printed (that could accompany the shipment), and even posted. ✓ Use this screen to: o Enter ship quantities o Record serial numbers o Print Picking Slips, Packing Slips and Invoices (based on security) o Mark the order as "shipped"
Backorder Fill (Optional Component)	✓ Comprehensive component for filling backorders, based on rules that can be user-configured. ✓ Preview allocations based on your defined rules - user can edit before updating the actual orders ✓ Backorders may be filled based on requested ship date ✓ Optionally exclude (or include) orders on credit hold ✓ Additional factors that may be specified include: o "Ready" orders o Fill priority o Ship Complete ✓ Automatically print picking / packing slips for orders filled (optional).

Module / Component	Highlights
Sales Budgets/Estimates (Optional Component)	✓ Create sales budgets/estimates by Customer/Product/Salesperson ✓ Record separate budgets by fiscal or calendar year, broken down into periods within the year ✓ Maintain multiple years of estimates concurrently ✓ Track current and prior historical estimates for each period ✓ Compare actual to current or prior estimates for the period(s) ✓ Organize data by Customer, Product, Categories or Classes
Service Manager (Optional Component)	✓ Tracks Service Orders – ideal for in-shop service and repairs ✓ Track multiple service requests per order ✓ Assign service requests against specific equipment items ✓ Track parts and labor against service requests
Asset Register (Optional Component)	✓ Track Fixed Assets individually, from purchase to disposal ✓ Calculates and records depreciation on straight or declining balance from date of 'in service' or enhancement ✓ User defined rates and periods ✓ Allows for salvage values, change in useful life, capitalized repairs and maintenance ✓ Tracks and posts profit/loss on disposal of assets ✓ Detailed and summary reports ✓ Full history by asset
Web.Venture (Optional Component)	✓ Web-based business-to-business eCommerce component ✓ On-line product and price lookups (uses customer-specific pricing) ✓ Customers can place order on-line ✓ On-line order status tracking ✓ Salespeople can logon to place orders, etc. for their customers ✓ Multiple language support ✓ User-definable text, screen colors, images buttons and labels ✓ Language specific product images and descriptions ✓ Configured from within the user interface, no HTML required
Expense Tracker (Optional Component)	✓ Component for recording and processing expense claims ✓ Users may enter claims and submit for approval ✓ Manager review approval routine ✓ Automated transfer to accounting for payment and general ledger postings ✓ Specify allowable expense types and limits per employee
Point of Sale (Optional Component)	✓ Pont of Sale component that integrates with the Blue Link Elite accounting data ✓ Access to Inventory, Customers and Pricing. ✓ Supports payments in multiple currencies including split currency payments. ✓ Supports split payments between types of payment (Cash, credit cards and others) ✓ Supports Payment on Account ✓ Operates standard cash drawers, bar code scanners ✓ Print to full page invoices or narrow column receipt printers ✓ Configurable manager override options