



## **Business & Finance Management Solutions**

The power to transform your organisation

## Get even more from Exchequer

Look out for the Tag barcodes within this brochure and find more inspiring reasons to choose Exchequer.



### What are Tag barcodes?

If you have a smartphone and internet access you can scan the Tag barcodes included on some of the pages within this brochure to discover more about what Exchequer can offer your business.

Scanning this Tag barcode will take you directly to an introduction to Exchequer [www.advancedcomputersoftware.com/exchequer](http://www.advancedcomputersoftware.com/exchequer)

### How do I use them?

They're really easy to use – simply download the free Tag barcode reader from your app store or visit <http://gettag.mobi>, open the reader on your smartphone, then scan the Tag barcode with your screen and it will automatically redirect you to the relevant page on our Exchequer website for you to enjoy videos, demonstrations and presentations about Exchequer.

# Contents

Introducing Exchequer .....	4
Exchequer Management Reporting & Business Intelligence.....	6
Exchequer Financials & Accounting.....	12
Exchequer Commercials & Stock Control.....	16
Exchequer Sales & Purchase Order Processing.....	20
Exchequer Project, Job & Time Costing .....	22
System Integration.....	26
Exchequer CRM.....	27
Exchequer Payroll .....	28
Exchequer Document Management.....	28
Exchequer Hosted Solutions .....	30
Latest Developments.....	32
Support & Services .....	33
Other offerings from Advanced Business Solutions .....	34

# Exchequer – improving the way you manage and operate your business

## System-wide benefits

- Real-time access to key information
- Interactive business intelligence
- Powerful management reporting
- Web-enabled
- Ease of navigation
- Time-saving features throughout
- Fully supports mobile working
- Strong and flexible integration

## Exchequer's many time-saving features include...

- Automation of routine business processes
- Productivity-enhancing tools and shortcuts
- Reminders and alerts so staff can focus on their key responsibilities
- Data entered once is used across the system, dramatically reducing re-keying and improving accuracy
- Unique Object-Drill enables users to drill downwards or sideways and view all information related to a transaction

## Powerful business intelligence and unrivalled analysis

Powerful management reporting and drill-down capabilities equip decision makers with the key information they need...

- Simple, logical navigation and a high-performance integral search engine make finding information truly effortless
- Managers can view 'the big picture' of current business conditions and then analyse the underlying transactions and root causes of any anomalies
- Gain unprecedented insight into your most – and least – profitable activities

## Award-winning software that aligns with real-world needs


Exchequer has scooped numerous prestigious industry awards, many based directly on the views of users, including winning 'Financial Software Provider of the Year' in the Real Finance/CBI FDs' Excellence Awards more times than any other provider.

Exchequer was named 'Best rated accounting product catering for businesses in the medium range' in an authoritative survey by the Institute of Chartered Accountants in England and Wales.

Exchequer is also a Microsoft Partner with gold competency in application development, in recognition of attaining the highest level of competence and expertise with Microsoft technologies.

Our proudest achievement is our customer retention rates – among the highest in the industry at over 95% year on year. We retain customers' loyalty by continuously investing in R&D and customer service and aligning the product roadmap closely with the requirements of UK businesses.





Award-winning accounting and financial software that equips small to medium-sized enterprises with everything they need to run a successful business, from core accounting to distribution, sales order processing to customer relationship management. With exceptional business intelligence and wide-scale automation, Exchequer will support and grow with your organisation.

# Exchequer Management Reporting & Business Intelligence

Equip decision-makers with solid, easy-to-understand information and detailed reporting for departmental or board-level management accounts

Exchequer does all the work of collating and distributing real-time information automatically and directly to your everyday business applications, providing a firm foundation for decision-making and freeing time for more strategic tasks.



Live Microsoft Excel Integration enables effortless management reporting

## Live Microsoft Excel Integration

Powerful, real-time reporting has never been so easy, with Microsoft Excel linking dynamically to the financial management data held within Exchequer

- Quick and simple reporting within the familiar Microsoft Excel operating environment, with instant, live financial management reports
- An essential tool for budgeting, forecasting, cash flow analysis, consolidations and financial modelling
- Unique drill-down from totals within a spreadsheet directly to the live source transaction in Exchequer
- Two way link with save back option

## Automated Proactive Alerts

Effortlessly stay in tune with all areas of your business and receive scheduled reports on all your key performance indicators (KPIs)

- Transform the data held within Exchequer into automated proactive business alerts
- Ensure key staff are up to speed on anything affecting your business
- Respond rapidly to customers' needs and prevent issues from escalating
- A choice of notification channels – to your desktop, tablet or smartphone
- Receive reports on all your KPIs at the intervals and times you specify



A photograph of three business professionals in a modern office setting. A woman in a white blazer is seated in the center, looking towards a man in a grey suit on the right. Another woman in a grey blazer is seated on the left, gesturing with her hands as if speaking. They are gathered around a glass table with various documents, including a colorful bar and pie chart, and a laptop. Large windows in the background provide bright, natural light.

"The board was particularly pleased as the project came in on budget and even went live one month earlier than planned. What's more, we already started seeing a return on investment after only being live two months!"

Guideposts Trust



## Analytics

An intelligent, interactive tool that will change the way you view, interpret and manage your business performance

- A browser based application that unleashes your business intelligence by monitoring key metrics and trends
- Make faster, more informed business decisions with unrivalled view, drill-down and interactive filtering capabilities
- Analysis at a detailed or top-level business view on core financials, stock, customers and suppliers



Scan me for more information on Exchequer Analytics or visit [www.exchequer.com/an](http://www.exchequer.com/an)



## eXchequer365

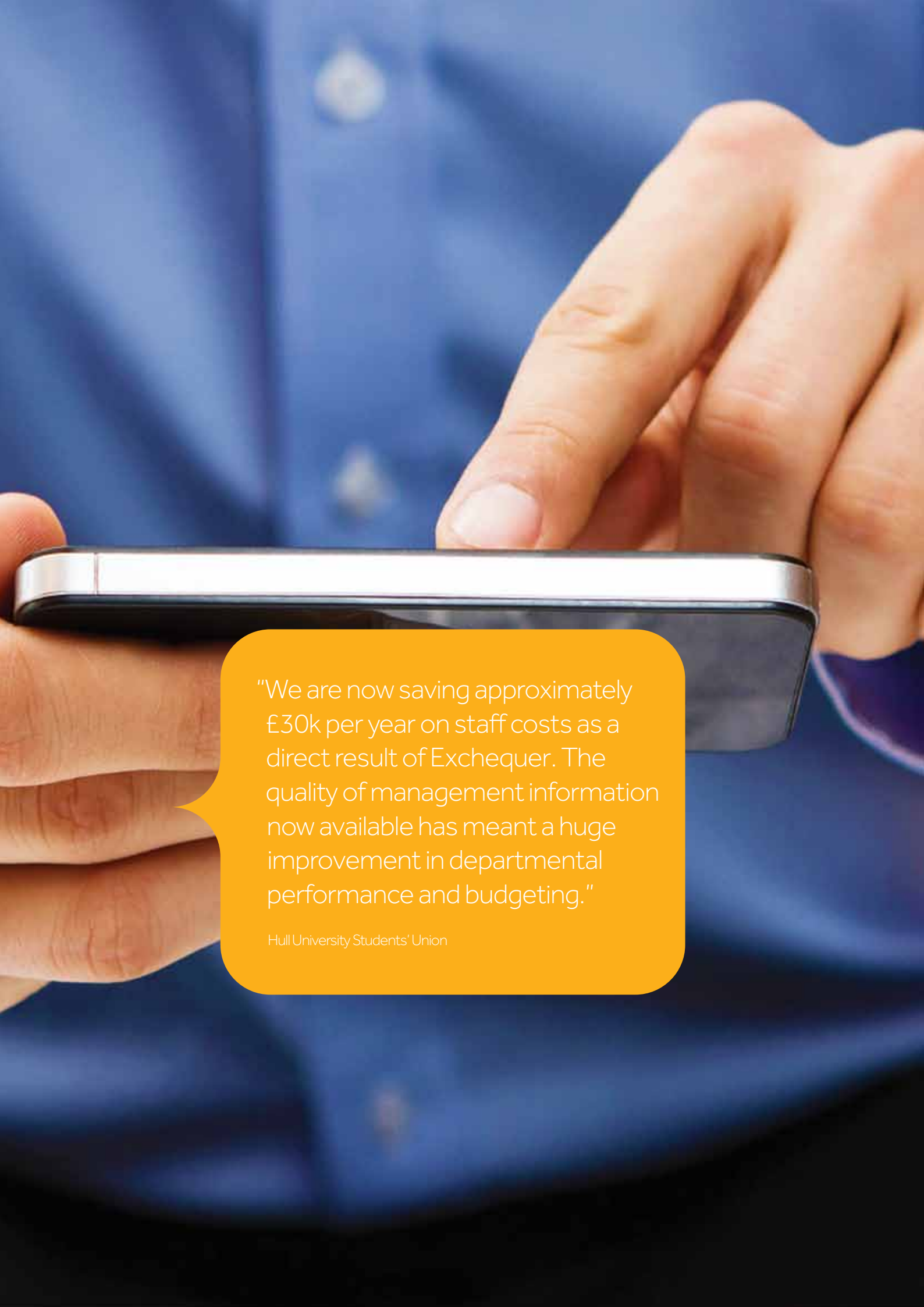
A mobile app that enables users to view account information, stock and ledger details, invoices, payments and orders all from a mobile device

- Drill-down from your mobile device to the original source document
- Distributes and delivers key management information, enabling users to see their own personal list of live reports
- Access tailored management reports on any data held within Exchequer
- Works with a range of smartphones and tablets



Scan me for more information on eXchequer365 or visit [www.exchequer.com/ex365](http://www.exchequer.com/ex365)



A close-up photograph of a person's hands holding a silver smartphone. The person is wearing a blue button-down shirt. A yellow speech bubble is overlaid on the image, containing a quote. The background is a blurred blue fabric.

"We are now saving approximately £30k per year on staff costs as a direct result of Exchequer. The quality of management information now available has meant a huge improvement in departmental performance and budgeting."

Hull University Students' Union

**Exchequer Demo**  
Aged Debtors Report  
Printed: 19/12/2012 - 05:09 PM  
User: DEMO, Page: 1

A/C	Company	Telephone	Contact Name
ABAP01	A B Applications Limited	0117 655 8799	Mr Thomas

Our Ref	Date	Date Due	Days	Amount	Current	1 Month	2 Months	3 Months+
SR008486	07/12/2012	06/01/2013	12.00	785.20	785.20			
					785.20	0.00	0.00	0.00

A/C	Company	Telephone	Contact Name
ACEE01	Ace Electrical Supplies	0802 626 3535	James West

Our Ref	Date	Date Due	Days	Amount	Current	1 Month	2 Months	3 Months+
SR008475	15/11/2012	15/12/2012	34.00	9.72		9.72		
SR008484	15/11/2012	15/12/2012	34.00	206.56		206.56		
					0.00	216.28	0.00	

A/C	Company	Telephone	Contact Name
ACEE02	Ace Electrical Importers	01206 262626	Gert Smith

Our Ref	Date	Date Due	Days	Amount	Current	1 Month	2 Months	3 Months+
PPY030025	03/03/2010	03/03/2010	1.00	2,167.69				
					0.00	0.00	0.00	

A/C	Company	Telephone	Contact Name
AFEL01	A F Electrical Limited	01753 455321	Mr J Brown

Our Ref	Date	Date Due	Days	Amount	Current	1 Month	2 Months	3 Months+
SR008484	15/11/2012	31/12/2012	34.00	112.50		112.50		
					0.00	112.50	0.00	

**Customer Record - ABAP01, A B Applications Limited**

Acc No: ABAP01 | A/B Search Ref: SR008486  
Company: A B Applications Limited

Contact: Mr Thomas  
Address and Post Code: Russell Industrial Estate, Russell Road, Bristol, Avon, GL3 5JH

Status: see notes  
Payment Terms: 30 days  
Credit Limit: 11,075.00  
This YTD: 146,151.00  
Last YTD: 32,042.78  
Balance: 22,236.48  
Cr. Limit: 30,000.00  
Committed: 0.00  
Credit available: 7,763.52

**Sales Invoice Record - SR008486**

A/B Applications Limited  
Russell Industrial Estate  
Russell Road  
Bristol

Date: 07/12/2012 | Year Ref: SR000001 | Our Ref: SR008486 | DEMO  
Due: 06/01/2013 | A/B Ref: | Ex. Rate: 1.000000 | Delivery:

Stock Code	Qty	Description	Line Total	VAT	STATUS: View Only
BAT-1 5AA-AJK	120.00	1.5 v AA Battery (4 pack)	360.00	5	
BAT-1 5AA-AJK	30.00	1.5 v AA Battery (4 pack)	163.20	5	
BAT-1 5AA-AJK	30.00	4 x Buy 5 (3) BAT-1 5AA-AJK Gel 1.5	0.00		
BAT-1 5D-AJK01	3.00	1.5 v D Battery (2 pack)	7.36	5	
BAT-1 5D-AJK01	3.00	1 x Buy 2 (3) BAT-1 5D-AJK01 Gel 1.5	0.00		
BAT-1 5D-AJK01	42.00	1.5 v D Battery (2 pack)	121.83	5	

GL Account: CC, Dept: Loan, £, A/B Total: 654.33, VAT Content: 130.67, Total: 785.20

Simple drag and drop report designer

## Visual Report Writer

Create meaningful, flexible and customisable management reports in seconds using drag and drop technology

- Easier creation of customised reports, compared with traditional third-party applications
- Create reports to support budgeting, forecasting, cash flow analysis, consolidations and financial modelling
- Built-in intelligent data mapping logic means users spend less time designing reports and more time analysing the data
- Understand information quickly with drill-down to source data
- Create up-to-the-minute financial reports in multiple formats through live dynamic links with Microsoft Excel
- Add new reports to user menus or schedule them to run in conjunction with the Automated Proactive Alerts module
- Drill-down directly from reports to original source records

## Remote Electronic Authorisation

Streamlines the authorisation process to enable transaction approval from any location

- Live instant approval and authorisation of transactions via email or web browser at the touch of a button
- Presents all the necessary information to support approving or rejecting the decision
- Maintains a complete audit trail
- Transactions can also be authorised remotely

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## Paperless Office

**Fast, secure and environmentally-friendly, this cost-saving module improves communications with trading partners and stakeholders**

- Reduces the costs involved in buying postage and in purchasing, using, storing and disposing of paper
- Saves time by sending documents, such as orders, invoices, statements and reports in a secure read-only format, by email, at the click of a button
- Lowers your carbon footprint
- Improves cash flow by easily sending payment reminders with supporting documentation
- Apply default settings for customers and suppliers to save time and money when sending routine statements and remittances

## Commitment Accounting

**An essential tool to help local government, education and other public sector organisations to manage their budgetary commitments**

- Closely manages all your budgetary commitments simply and securely, keeping budgets on track throughout the year
- Fully integrated with the Sales & Purchase Order Processing module
- Updates, tracks and controls committed costs within the General Ledger
- Provides over-budget checks at the order entry stage, to ensure that budgets cannot be accidentally exceeded

### Highlights

- ✓ Live real-time information at your fingertips
- ✓ Proactive business alerts
- ✓ Streamlines and automates the processes underpinning your business so you are able to concentrate on higher value activities
- ✓ Helps you to create a modern business that uses technology strategically to improve communications with trading partners and reduce costs
- ✓ Checks and balances keep your business on track financially throughout the year



**Scan me** for more information on Exchequer Management Reporting & Business Intelligence or visit [www.exchequer.com/mrbi](http://www.exchequer.com/mrbi)



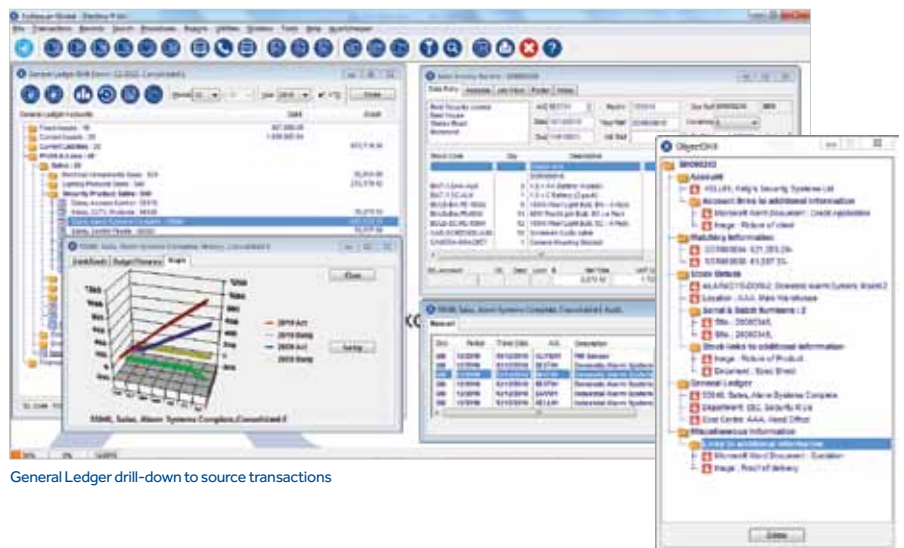
# Exchequer Financials & Accounting

Combine tight financial control with unprecedented, business-wide insight

Exchequer Financials puts you firmly in control of your business, customers and suppliers. It goes beyond core budgeting and accounting to automate routine processes and enable in-depth reporting and analysis.

"The training has been first class and we were provided with a detailed breakdown of how the system works for us internally."

Echoes of Service



General Ledger drill-down to source transactions

## General Ledger


Powerful financial management and analysis, with the ability to drill-down and access data in the formats you need

- Access information by multiple parameters: by GL code, cost centre or department
- Unique Object-Drill enables users to drill downwards or sideways to explore any anomalies and view all information related to a transaction
- Powerful budget control
- Effortless navigation - find what you are looking for in seconds
- No destructive period or year-end routines
- Instant and unprecedented management insight into your least and most profitable activities

## General Ledger Views

Secure access to tailored information in users' preferred formats to provide a true picture of your business

- Configure up to 999 different views
- Deliver actual figures, future balances, committed costs, and more
- Switch between different screens with ease
- View potential impacts of changes before applying them
- Unrivalled security settings, protecting your data and only allowing access to authorised users, which also securely extends when drilling-down to Excel

A close-up photograph of a business meeting. In the foreground, a person's hand holds a black pen over a document. The document features various financial charts, including a blue bar chart, a pink pie chart, and a line graph. Another person's hand is visible on the right, holding a smartphone. The background is slightly blurred, showing more of the meeting environment.

"The use of Exchequer saves the company at least £5,000 annually. The investment in Exchequer was the best IT decision Claremont & May has ever made. The ease of use combined with automated picking lists has enabled productivity and accuracy to improve by 50%."

Claremont & May



eBanking and currency management

## Multi-Currency

Supporting your business wherever you take it, with scalable and flexible dual or multi-currency options

- Move from dual to multi-currency with ease
- View balances in different currencies, as well as their originally entered currency
- Ability to budget in relevant currency
- Information can be consolidated into your base or home currency
- Quickly 'translate' the General Ledger into any other currency
- Flexibility to select separate VAT currency
- Full exchange rate history

## Cashbook

A simple yet essential financial tool, providing detailed records of cash receipts and expenditures

- Fully integrated, simple to use cashbook
- Quickly enter transactions, easily correct misallocations
- Supports printing cheques and sending payments electronically via BACS or your bank's software when used with the eBanking module
- Easily reconcile accounts with no limits
- Electronic bank reconciliation



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## Sales and Purchase Ledgers

Manages all transactional activity, from simple petty cash journals to multi-currency reconciliations

- Save time entering data – enter transactions as a batch rather than individually via a simple-to-use daybook
- Unique scanning list feature enables users to search for orders, payments and scanned invoices
- Interactive notepad feature stores an unlimited number of notes against key records and transactions
- Reminders can be set and managed in the central workflow diary
- Each account has a ledger card which instantly updates as transactions are entered
- The ledger retains all historical transactions, with the ability to filter outstanding transactions or view the transactions in a specific period
- Raise quotations, invoices, credit notes, payments and refunds for customers and suppliers in seconds
- View balances, sales and margins by unlimited periods/years
- Drill-down to the original transaction entry and view margins per item/product
- Perform easy daybook entry and high-speed batch entry for high volume payment runs
- Simple error correction and reverse transaction facility

## eBanking

Save money and increase efficiency through online payments and easier bank statement reconciliation

- Send payments via your bank's software
- Download statement data and perform automatic bank reconciliations

### Highlights

- ✓ Powerful budget control
- ✓ Easy navigation and search facilities
- ✓ Dual or multi-currency
- ✓ Produce statutory accounts easily and efficiently



**Scan me** for more information on  
Exchequer Financials & Accounting  
Suite or visit **[www.exchequer.com/fin](http://www.exchequer.com/fin)**

# Exchequer Commercials & Stock Control

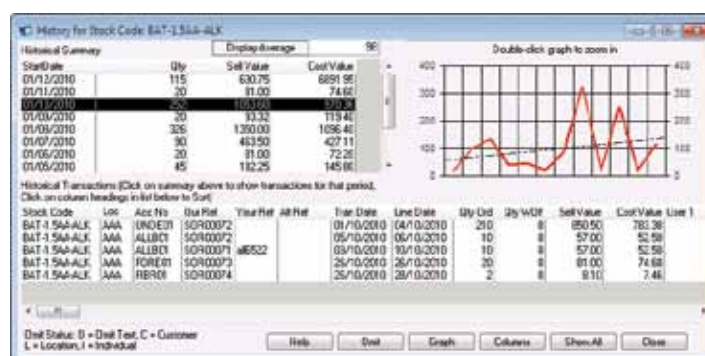
An integrated suite of modules that delivers efficiency and reduces costs across your organisation

Whether it is forecasting your stock requirements or streamlining your order processing, the Exchequer suite of commercial modules takes care of complex and time-consuming tasks, freeing your staff to address business-critical issues and deliver enhanced customer service.

## Stock Control

Proactively manages your stock and provides insightful analysis

- Fulfil customer expectations without incurring high inventory overheads
- Interactive stock drill-down function provides unique views of unlimited numbers of stock groups, sub-groups and stock items
- Gain unprecedented control in managing and tracking stock, wherever it is located, with detailed analysis of sales and margin trends at group and product level by customer/period/year/currency
- 'Look back and learn' facility, with easy access to historical data in order to predict future demand



## Stock Forecasting

Accurately and efficiently forecasts stock requirements and increases your productivity, without using complicated spreadsheets

- Helps you to carry the right level of stock to meet customer demand promptly, without restricting valuable cash flow
- Seamlessly integrates with other modules to share stock, bill of materials and sales history information
- Automatically creates purchase orders and works orders based on demand
- Accurately forecasts stock requirements, based on historical averages or trends, customer schedules, annual company growth and monthly factoring
- Powerful facility to handle forecasts and demands for stock items never previously sold or built
- Plan future purchases to cover sales and usage based on minimum/maximum periodic cover system or minimum/maximum quantities
- Balance stock effectively and with ease

## Bill of Materials

Simple and logical to set up for tight control of all in-house assembly and light manufacturing costs

- Comprehensive management of your product assemblies and kitting requirements
- Unlimited numbers of nested levels of sub-assemblies
- Sell, purchase and produce items as either finished items or as kits
- Maintains real-time stock values, cost of sales and gross profit margins within the General Ledger
- Powerful back-to-back order facilities when used with the Sales & Purchase Order Processing module – automatically allows users to generate purchase orders for the individual components required to manufacture a finished item
- Low value components within an item can be marked as free issue to save time
- Production time can be recorded against each bill of material when used with the Works Order Processing module

## Works Order Processing

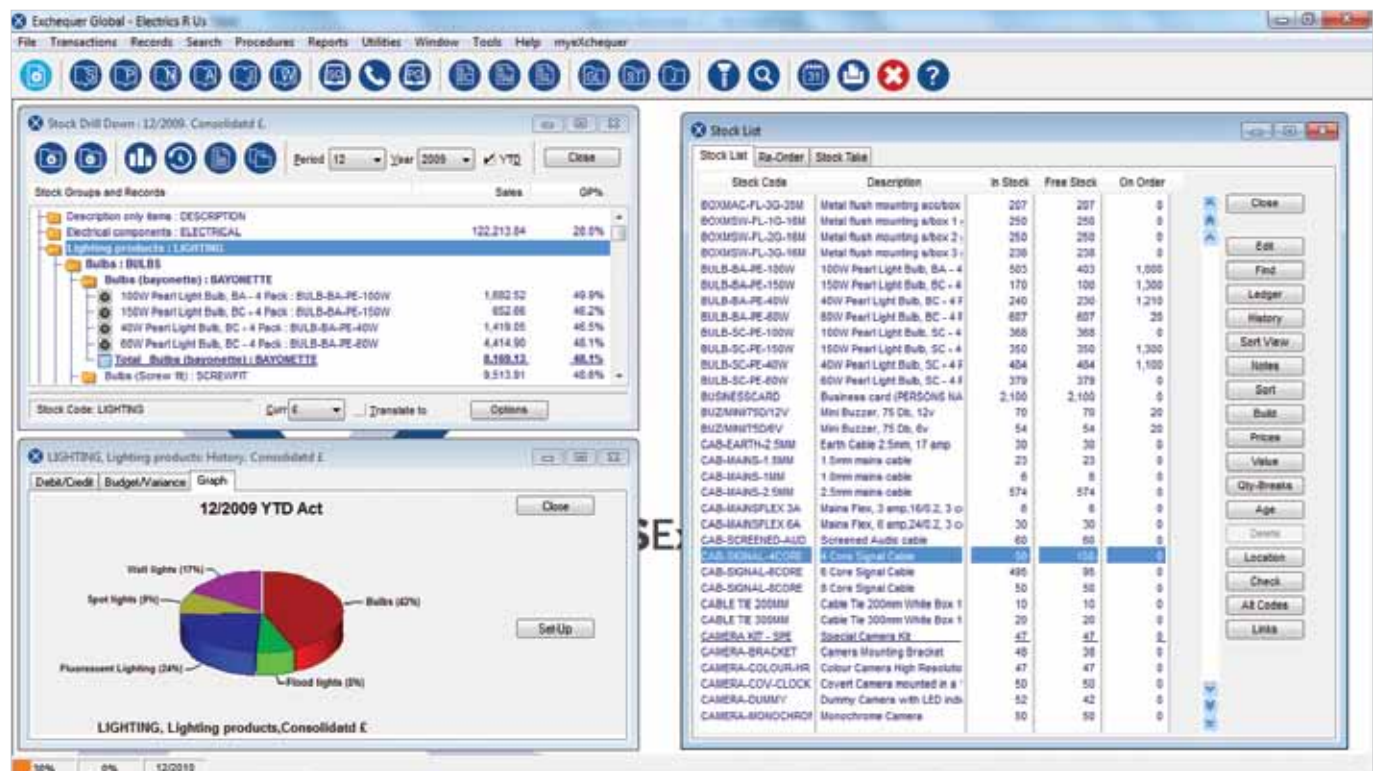
Increase productivity, fulfil orders on time and improve customer satisfaction by tightly controlling the production of your finished goods

- Closely manages production whether configuring products to order or managing the assembly of complex products
- Wizards make multiple order creation quick and simple
- Flexibility to swap component parts with alternatives and easily manage over/under usage
- **When used with the Sales & Purchase Order Processing module:**
  - Creates a works order directly from a sales order
  - Powerful back-to-back feature – creates purchases for any components that are short on a works order and then issues the stock once the goods are received

"We've been with Exchequer since 1999 and my first feeling was love at first sight. It did what it said, it made our life easier, the service was excellent-very responsive, friendly and you were made to feel important."

Clayman Supplies





Stock information via a simple tree with graphical analysis or quicklists

## Returns


Deliver customer satisfaction while protecting your profitability by tracking, tracing and managing returns efficiently and monitoring emerging return trends to identify potential issues

- Efficiently handles all aspects of the product return process – repair or replacement – with time-saving features such as automatically managing credit notes
- Deals with the widest range of goods return scenarios, simplifying and managing the entire process
- Complete traceability with full visibility of the exact status of the return, including support for the handling of expected returned stock against actual

## Warehouse Solutions

Control the whole stock lifecycle, from initial delivery to final despatch and combine with the Stock Forecasting and Returns modules for watertight management of your stock processes

- Save time and money and reduce waste by using barcodes to scan goods in, goods out, stock transfers and stock-takes
- Synchronise data between touch screen handheld devices on the warehouse floor and your live stock inventory – improves tracking to ensure nothing is lost or mislaid
- Multiple warehouse processes are supported, including: straight to bin; quarantine and process; transfer damaged or incorrect goods to a quarantine stock location for return to supplier
- Integral workflow manager supports order fulfilment



"We have been using Exchequer for the past seven years and as a business have seen lots of benefits of using the system. Exchequer has enabled our business to generate some serious cost savings."

Imagine Publishing

## Telesales

**Build your business in a busy telesales environment by improving customer service, maximising sales opportunities and developing your understanding of telesales activity**

- Increase sales from your regular customer base by capitalising on your contacts with customers and knowledge of their buying preferences
- Support for staff taking and making calls includes:
  - Integrated workflow diary for call scheduling – staff draw on data displayed, such as the customer's purchasing history and buying patterns, to schedule calls at the optimum time
  - While on the call, staff can view suggested sales order screens based on historical trends and are prompted to promote relevant special offers

## Highlights

- ✓ Supports different sales environments: retail environments, trade counters and telesales
- ✓ Hold the optimum stock levels to profitably meet customer requirements
- ✓ Handles the complete process from taking the customer's order to efficient fulfilment
- ✓ Supports courier software integration



**Scan me** for more information on  
Exchequer Commercial & Stock  
Control or visit [www.exchequer.com/csc](http://www.exchequer.com/csc)

# Exchequer Sales & Purchase Order Processing

Fulfil customer requirements quickly and efficiently, with unparalleled traceability

Exchequer Sales & Purchase Order Processing integrates fully with your online and eBusiness systems to process all incoming orders, whether scheduled or rushed.



Sales Order entry with live stock information

## Sales & Purchase Order Processing

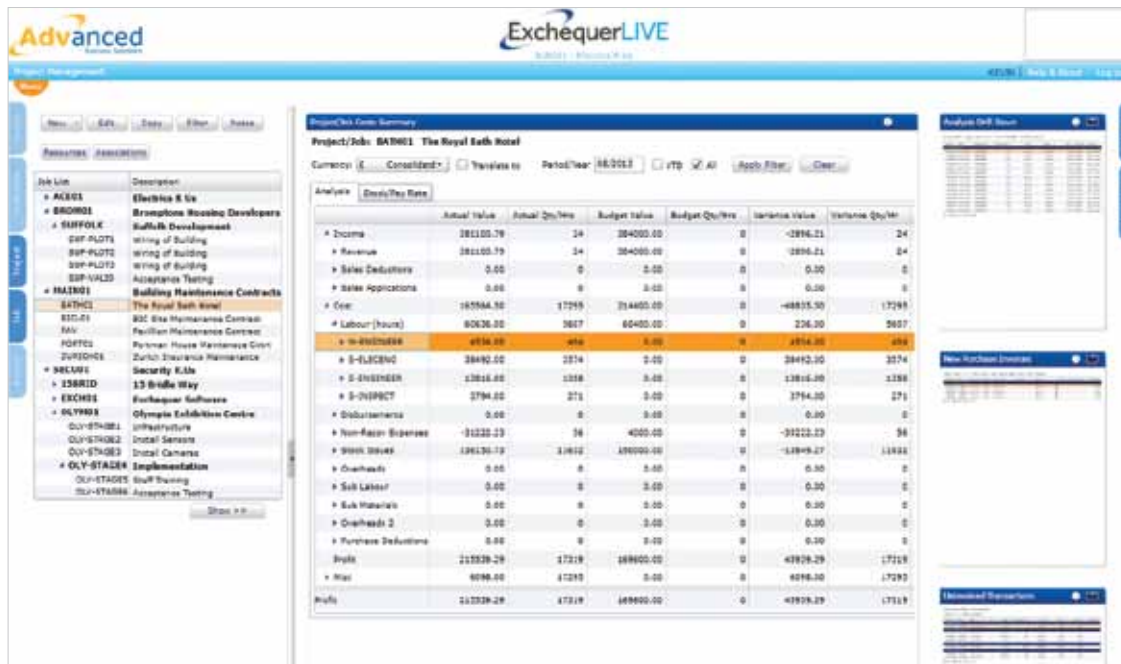
Provide your sales and customer service teams with every support to increase their productivity and meet rising customer expectations

- Interactive re-order screens accelerate order entry
- Staff can view relevant stock items and complementary product suggestions on-screen while dealing with customers
- Can be tailored to reflect trading partners' preferences, including:
  - Application of sophisticated customer and supplier discounts
  - Different delivery options
  - Invoice consolidation
  - Preferred depot for despatch
  - Design and content of documentation
- Routing, packaging, labelling, serial number allocations and back-to-back ordering – all managed within the software



**Scan me** for more information on Exchequer Sales & Purchase Order Processing or visit **[www.exchequer.com/spop](http://www.exchequer.com/spop)**





## LIVE eProcurement

Balance centralised visibility and control of purchasing decisions with fast access to critical business information for branch offices and remote workers

- Covers the whole procurement cycle:
  - Initial requisition
  - Approval/authorisation, with automated email notifications of approval requests
  - Goods receipt
  - Final invoicing
- Flexible, easy stock look-ups
- Simplified receipt of goods, including serial and batch items
- Supports inventory management, with a snapshot inventory viewer showing free, in stock, on order details by location
- Ability to initiate stock replenishment by stock location (depot)

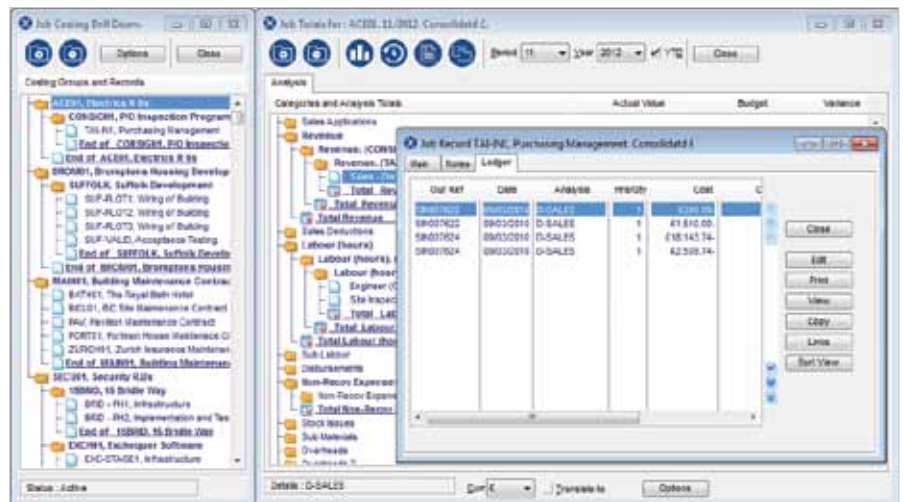
## Highlights

- ✔ Fast order entry
- ✔ Help your teams to sell, cross-sell and up-sell effectively
- ✔ Supports compliance with trading partners' preferences
- ✔ Remote access through the LIVE eProcurement module
- ✔ Web-based for easy remote access

# Exchequer Project, Job & Time Costing

Helps organisations to gain comprehensive control and visibility of time and costs and optimise resource utilisation

The ultimate tools in cost control, these modules provide every support to monitor and track costs closely and free your team by performing the many routine tasks involved in costing and accounting for projects and jobs.

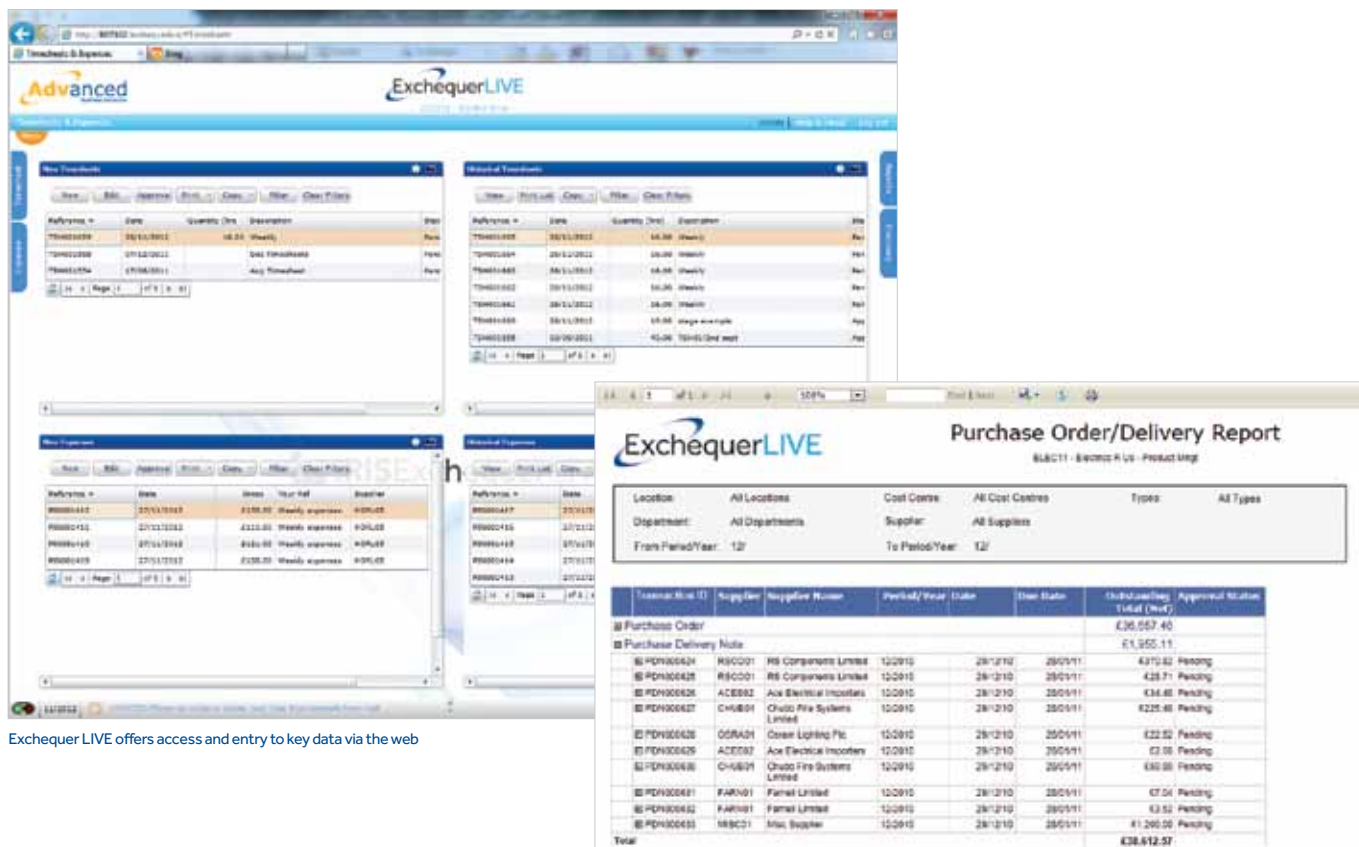


The Job Tree Analysis drill-down

## Project Costing

View committed costs, analyse how staff spend their time, invoice accurately, and ensure projects stay within budget

- Gain an instant view of the most/least profitable areas of your work to understand where to invest your resources for best return
- Caters for all types of project or job, internal or external
- Projects can be grouped into contracts to provide analysis at a group level, as well as by individual project/job – manage multiple projects, phases or contracts per customer and track multiple categories within each job
- Time-saving features when performing activities such as:
  - Setting up/closing down contracts and projects
  - Allocating overhead and labour costs
  - Assigning staff, materials, sub-contractors, equipment, miscellaneous items and overheads to projects
  - Ideal for charities, agencies, consultants or any organisation that carries out 'projects' on behalf of clients.



Exchequer LIVE offers access and entry to key data via the web

## LIVE Timesheets

The web solution for recording, collating and processing employees' time

- A comprehensive and multi-tiered approval and authorisation system with its own dedicated interface and approval-based reporting options
- Save time by basing new timesheets on historical timesheets and/or on role-selectable templates
- Remote employees can record hours on a per day basis and initiate an expense claim directly from a timesheet

## LIVE Expenses

Help your cash flow by capturing and billing all employee expenses as they occur

- Employees on the move or working on site can log their expenses promptly for billing to a client or cross-charging to another department
- A new expense claim can be based on a previous claim and a timesheet initiated while in the process of completing an expense claim
- Improved management control with configurable expense threshold limits by expense category

# Project, Job & Time Costing

## LIVE Project Manager

LIVE Project Manager empowers project centric teams by providing remote visibility of projects and complete control of actual and committed costs and budgets

## Project/Job List


Closely monitor both projects and jobs, wherever, whenever and gain easy access to project and job records.

- Instant view of projects/job progress
- Wider range of filters – e.g. easy to find jobs specific to customers
- Review notes for a project or job
- Create project or job records remotely
- New groups (income, cost, etc.) show key actuals such as total costs of job
- Immediate access to transactions via analysis drill-down panel, means reconciling a total is quick and easy
- View budget data and analyse at summary levels



**Scan me** for more information  
on Exchequer LIVE modules or  
visit **[www.exchequer.com/live](http://www.exchequer.com/live)**





"Exchequer delivers an excellent platform for the company to improve cost control, cash flow and forecasting accuracy by tracking budgeted actual and committed jobs throughout a project."

Stan Randell & Co Ltd

## Construction specific functionality

Automatically calculate complex postings required to track sub-contractor payments, manage tax deductions and improve project profitability

- Can be added into the Project, Job & Time Costing suite to enable you to account accurately for projects and jobs
- Designed to operate at different levels against each job
- Process direct applications and certifications by following a logical workflow, right through to long-term contracts against which multiple applications can be created
- Main Contractors Discount (MCD), Construction Industry Training Board (CITB), deductions and staged retentions can all be created as part of any contract, providing a comprehensive reporting background
- Valuation section can calculate income due at any time, based against expenditure to date against budget or as a percentage of contract price
- Fully CIS/RCT compliant

## Highlights

- ✓ Employees on-the-move or working remotely can log time and expenses and interact with your business systems
- ✓ Streamlined, efficient management of business procurement
- ✓ Time-saving features increase efficiency and reduce time spent on administration
- ✓ Automates the vital tasks that have a critical impact on your cash flow and profitability
- ✓ Provides visibility of your costs and resource utilisation
- ✓ Removes the need for complex manual calculations and processes, such as invoice generation
- ✓ Supports profitable project delivery



Scan me for more information on  
Exchequer Project, Job & Time Costing  
or visit [www.exchequer.com/pjtc](http://www.exchequer.com/pjtc)

## Flexible integration that delivers efficiency

Modern software solutions can no longer be islands of information each holding data independently.

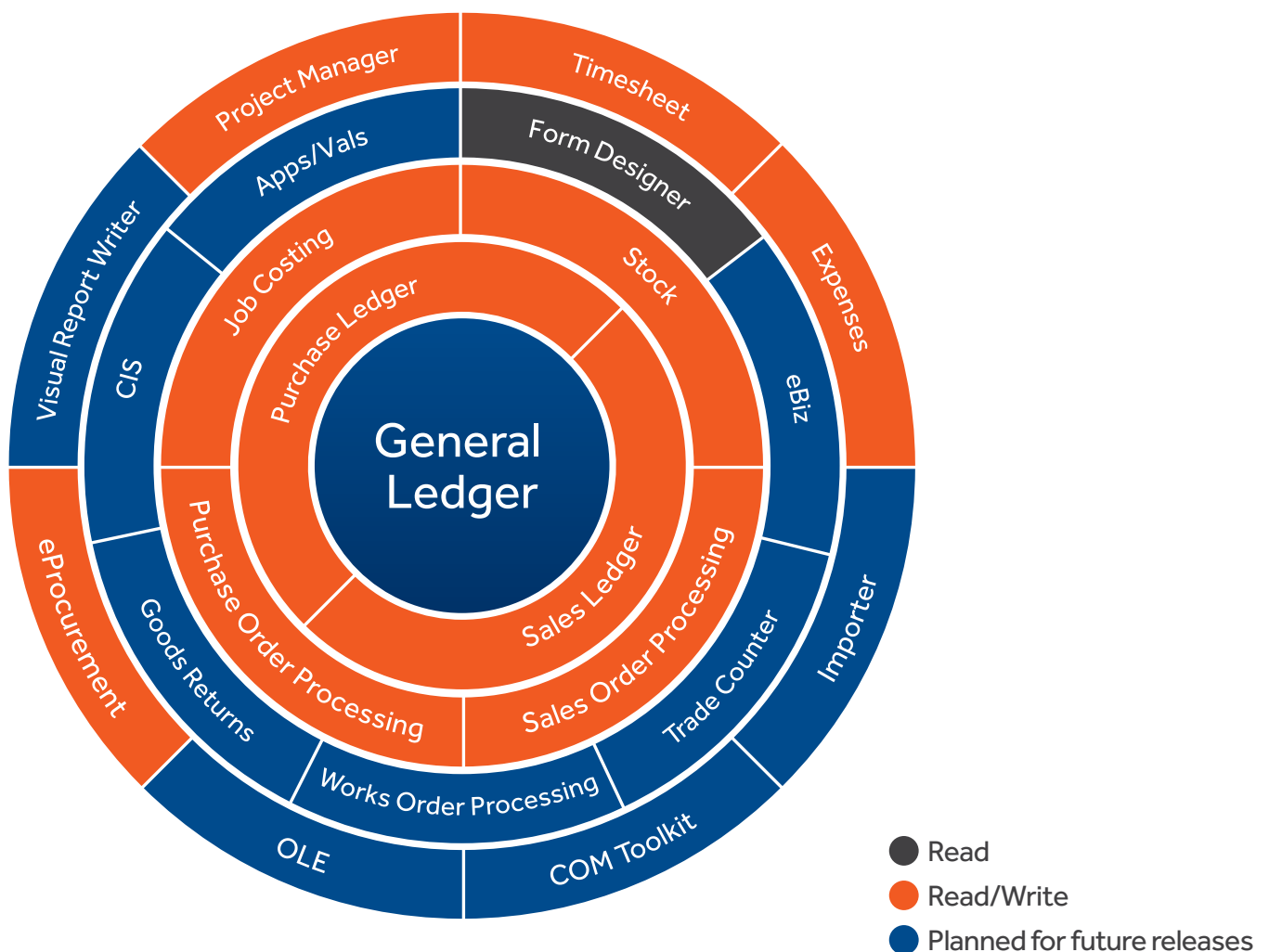
Crucial to the success of organisations today are systems that deliver strong integration enabling them to achieve greater efficiency from this increased automation.

To ensure our customers achieve the highest levels of integration, the Exchequer Software Developers' Toolkit supports a range of technologies from the latest use of Web Services to more traditional automated ASCII file import.

### Exchequer integration options

- Web Services SDK
- COM/DLL SDK
- eBiz-xml
- ASCII/CSV File import

**The Web Services SDK coverage of Exchequer's modules is very comprehensive.**  
The following diagram provides a visual guide of the coverage.



## Exchequer CRM

Easy access to sophisticated intelligence on your prospects and customers to fulfil their needs and build profitable, long-term relationships

**Your business must respond quickly and intelligently to the needs of prospects and customers. Exchequer Customer Relationship Management (CRM) provides a comprehensive suite of tools that collate, integrate and utilise all of your organisational knowledge, information and expertise.**

- View return on investment by analysing the success of particular products, territories, sales personnel, processes, marketing campaigns and more
- Capture information about customer organisations from single sites to multiple branches, divisions and locations, with multiple contacts at each branch
- Customer records hold all the information your teams will need, from notes and contact details to quotes and opportunities – essential when handling a customer query or complaint
- All staff, wherever located, share a unified pool of valuable information from data recorded at every interaction with your contacts and from your Exchequer solution
- Instant access to all documents ever exchanged with customers
- Constantly refreshed with data entered by remote workers
- A modular solution that expands and aligns with your requirements
- Customisable to reflect industry-specific terms and multiple languages
- User-definable fields let you personalise stored information
- Direct, instant access to critical information on product stock levels, prices and discounts, including product discount matrices where applicable
- Proposals can be simply converted into sales orders and processed through Exchequer Sales Order Processing
- Actions can be scheduled and automatically emailed to users who will be taken straight to the customer record, with the full history, to address any outstanding issues or opportunities

### Highlights

- ✓ A wealth of information, with unparalleled interrogation and analysis
- ✓ Make your marketing budget work harder – analyse which campaigns achieve greatest success with your audience on a cost-per-lead basis for improved targeting
- ✓ A single, 360° view of your customers, suppliers, sales, services and leads
- ✓ Manage your sales cycle from start to finish – track pipeline and sales opportunities and identify and eliminate obstacles to successfully closing sales
- ✓ Deliver seamless service – staff can anticipate customers' needs and provide reliable, responsive service

### Exchequer Payroll

Easy-to-use payroll software that takes care of all statutory calculations and allows payments and deductions to be defined according to business needs

Whether you are running a payroll with over a hundred employees, or running multiple company payrolls, with Exchequer Payroll you can be sure all employees are paid accurately and on time.

- Handles all payroll calculations such as Tax, National Insurance, Student Loan Deductions, Statutory Sick Pay, Statutory Maternity/Paternity and Adoption Pay
- HMRC accredited and complies with current legislation
- Saves time by enabling online filing at year-end
- RTI compliant
- Easily produce bespoke reports
- Historical payslips available on demand
- Optional HR module available
- Auto-Enrolment

#### Highlights

- ✓ Reduces the administrative burden of running a payroll
- ✓ Use on its own or in conjunction with HR Manager
- ✓ Quick, easy access to management information

### Exchequer Document Management

Streamline business processes, improve business efficiency and cut the costs associated with buying and storing paper

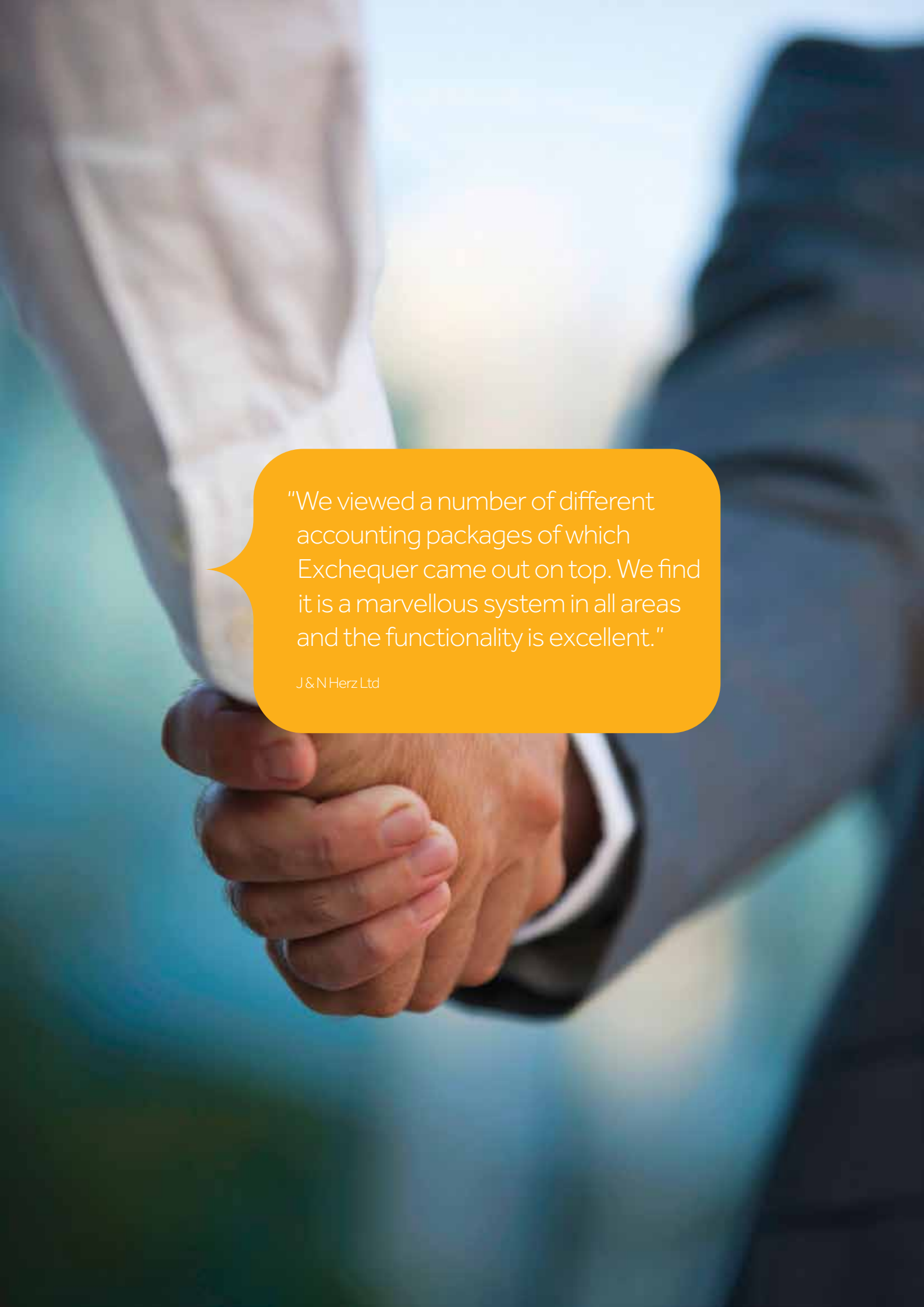
Exchequer Document Management helps businesses digitise and streamline their existing document processes. It's a vital step towards transforming your business into a paperless environment.

- Integrates fully with Exchequer to centralise document management into a single, protected, centrally controlled environment
- Dramatically accelerates users' access to information and strengthens document security
- Complies with HMRC regulations
- A streamlined process for managing and backing-up documents
- Releases expensive storage space
- Processes all inbound and outbound documents electronically, supporting business workflows such as authorisations of orders and invoices

#### Highlights

- ✓ A central, secure store for company documents
- ✓ Instant and on-demand access to information
- ✓ Protects valuable knowledge assets





"We viewed a number of different accounting packages of which Exchequer came out on top. We find it is a marvellous system in all areas and the functionality is excellent."

J&N Herz Ltd

# Exchequer Hosted Solutions

IT services that deliver exceptional reliability, resilience and security, with local, remote and mobile access 24/7

**Creating and maintaining a high performing, secure and compliant IT infrastructure and protecting sensitive corporate data can be a drain on your resources. Exchequer Hosted is an affordable and effective alternative, or complement, to managing your IT in-house.**


- Hosts core software applications on dedicated, powerful servers in a highly secure and scalable data centre
- Your own IT team can focus on supporting your business strategy
- Includes benefits such as maintenance of the environment to world-class service levels, software upgrades and disaster recovery
- Easier remote and mobile working – provide authorised stakeholders with secure, remote access to your core systems from any location, via a secure internet connection or a mobile device
- Automatic synchronisation of tools such as email and diaries for remote and mobile users
- Can also cover third-party software such as Microsoft Outlook
- A predictable monthly per-user fee removes any need for upfront expenditure
- Simplified licensing
- Easily scalable – add additional users whenever required
- Bespoke implementation and migration smooths the transition to a hosted environment
- High levels of security – all connections fully secure and encrypted
- Regular off-site data backups and disaster recovery plans for further peace of mind

## Highlights

- ✓ Move to a stable, highly available, up-to-date environment with no capital outlay
- ✓ A fully managed service that frees your organisation from cost, complexity and risk
- ✓ Improve the productivity of remote workers
- ✓ Benefit from using the latest software releases
- ✓ Clearer budgeting and control of your IT spend – free your working capital to invest in your business



**Scan me** for more information on Exchequer Hosted Solutions or visit [www.exchequer.com/hosted](http://www.exchequer.com/hosted)



"It's enabled us to reduce IT costs, free up the IT team for more strategic work and also access our financial management information wherever we are working, in the UK or abroad. It's a win-win situation and my accounting team are extremely pleased with both the transition and the service we receive from the Exchequer team."

YO!Sushi

## All of the following can be covered:

- Exchequer and other solutions
- Applications, including customer relationship management technologies
- Microsoft applications, such as Microsoft Office, SharePoint, Exchange Server and Windows Mobile
- Security software and services, including anti-virus/spam/phishing
- Third-party applications
- Hosted telephony – hosted service and handset rental
- Other utility software
- Traditional web hosting
- Email archiving

# Continuing to lead the way in delivering new technology

Advanced Business Solutions has grown by meeting customers' immediate and future needs.

## Highlights of our innovative approach

- Comprehensive development programme and policy of continuous improvement
- Innovation focuses on bringing measurable benefit to our customers, increasing their competitive edge and improving business control
- Our reputation as a market-leader means we are regularly invited to participate in joint development initiatives with other major vendors
- Chosen by Microsoft to be one of only six global partners to use its latest touch technology, an application framework for writing and running rich internet applications





# Exchequer Support & Services

Here to support you and your business every step of the way

**Providing excellent, long-term support for your business throughout the solution lifecycle is a cornerstone of the way we work. Our dedicated teams are always on hand to help.**

- Your own project manager to provide advice and guidance during the implementation process, with in-depth discussion of your requirements and help in scoping any required customisation
- Regularly scheduled courses and bespoke on-site training – professional training and refresher courses to ensure your system delivers rapid return on investment
- Highly skilled support technicians, with the training, qualifications and accreditations to deliver exceptional standards of support
- Independently conducted surveys and continuous informal feedback ensure product development continues to address real business concerns
- A dedicated Client Development Manager
- Online support 365/24/7 through myExchequer – a dedicated web portal that includes:
  - A searchable knowledge base
  - FAQs
  - Development news
  - Product videos, web demonstrations and information
  - Help with getting upgraded
  - Free training
  - Regular newsletters and interactive newswires



## Highlights

- ✓ Expert support for a smooth, successful implementation
- ✓ Continuing help readily available from our team of support technicians
- ✓ Assistance to maximise the potential of your software
- ✓ Instant online access to the latest information and resources through the myExchequer dedicated website

# What more could Advanced Business Solutions offer your business?

Exchequer is part of a comprehensive portfolio of award-winning products from Advanced Business Solutions...

## **Advanced NFP – the UK's number one provider of software for charities and services to the not-for-profit sector.**

CRM, charity fundraising, education and membership software designed specifically for the not-for-profit sector.

## **Field Service management software – effectively and efficiently manage operations, service engineers and maintenance technicians.**

From mobile data, call management and planned preventative maintenance, to scheduling, contract management and KPI reporting, our solutions provide instant access to real time information to optimise efficiencies and reduce time to invoice.

## **Warehouse Management - Manage complex warehouse activities, boost productivity and increase customer satisfaction.**

Our warehouse management solutions shorten order fulfilment times, reduce errors, increase the speed of delivery and lower costs.



## **Sector Specialists**


Functionality designed to meet the needs of your sector

Exchequer is also available in specialist sector editions, catering for the individual requirements and meeting the necessary legislation of your industry.

- Charities
- Construction
- Wholesale & Distribution
- Manufacturing
- Arts & Entertainment
- Education



**Scan me** to see what more Advanced Business Solutions could offer you business or visit **[www.exchequer.com/sectors](http://www.exchequer.com/sectors)**



"We are a long term user of Exchequer and have always found their support services to be of the highest quality. The Exchequer system suits our requirements and provides the essential information our senior management team requires to monitor our projected growth."

Action for Kids

## Your next step...

**Talk to us today to find out how Exchequer could transform the way you work and drive your business into the future.**

We'll ensure your Exchequer solution works the way you do and support your business processes, while enabling you to benefit from best practice.

As Advanced Business Solutions continues to expand, Exchequer customers have access to an ever-growing range of complementary products, all from a single source and backed by the same high standards of product quality and service.

**Visit [www.advancedcomputersoftware.com/abs](http://www.advancedcomputersoftware.com/abs) for a complete overview of how Advanced Business Solutions can support your organisation.**

## Exchequer is an award-winning finance and accounting software solution.

Over 17,000 users rely on Exchequer every day to manage their finances. On average, Exchequer improves our customers' productivity by 47%.

Award successes include winning 'Financial Software Provider of the Year' in the Real Finance/CBI FDs' Excellence Awards, more times than any other software provider.

Exchequer has also been named the 'Best rated accounting product catering for businesses in the medium range' in an authoritative survey by the ICAEW (Institute of Chartered Accountants in England and Wales).

Furthermore, for 3 years running, Charity Finance announced that "100% of charities would recommend Exchequer accounting software to another charity".

Exchequer is brought to you by Advanced Business Solutions – a provider of leading integrated business applications that enable public, private and third sector organisations to retain control, improve visibility and gain efficiencies whilst continually improving corporate performance.

### Advanced Business Solutions

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