

# HANSAWORLD

ENTERPRISE

## Release Notes for Version 6.0

# Release Notes for Version 6.0

## HansaWorld launches version HansaWorld Enterprise 6.0

HansaWorld's continuous investment in research and development provides customers with the latest technology and most up-to-date software. This note provides an overview of the most important changes in version 6.0, out of the more than 100 new features

### TECHNICAL

#### Bitmap Free handling

A new way to organise the space inside the Hansa.hdb file so data is written, and to some extent read, in larger chunks. Because of how hard drives work mechanically, this provides higher database speeds. Reading records with many lines can be significantly faster, storing lengthy transactions benefit with up to 10 times (1000%) speed improvement.

The drawback is that the HDB file will be between 1.5 and 3 times its previous size, thus needing more space, and this also affects the size and speed of database copies.

#### Secondary Attach folder

We've created a new methodology for attachments to be stored behind the scenes, so the server can retrieve attachments quicker. This is done by restricting the files in the Attach folder to a number of months, e.g. 6 months - by automatically saving these older attachments to a different folder, Attach2. This methodology has the additional benefit that the Attach2 folder can be on a different server, thereby improving the use of server space.

#### HansaWorld Enterprise Apple Cocoa client version

Cocoa is Apple's name for the collection of frameworks, APIs, and accompanying runtimes that make up the development layer of Mac OS X. The Cocoa frameworks allow applications to be written in the same way that Mac OS X itself is written, with complete access to the full power of the operating system, including the signature Mac look and feel. Moving the code from Carbon to Cocoa was a major undertaking, with substantial changes to the client - hence why this release is version 6.0 rather than version 5.4. Note that Cocoa clients can only be run using Apple OS X.5 and above, and that almost all of the additional features we have added are not available in any other platform.

HansaWorld Enterprise Cocoa client has many similarities to Mac OSX Leopard operating system. Because of the powerful development tools, it is possible to use the following new features:

1. If you update the version of HansaWorld on the server, any client trying to log on to it will be automatically updated. This makes the upgrading process simpler and faster, and leaves fewer chances for human error.

2. Synchronising information to and from local Apple Address Book on your Mac

- supports import into HansaWorld Enterprise of all contacts from your local Address Book

- copy Contact details to local Address Book from the Operations menu of a specific Contact in HansaWorld Enterprise

3. Spellchecker in HansaWorld Enterprise Mail and Customer Letters

Any words typed into Mail and Customer Letters records are checked against the Apple OS dictionary, and possible misspellings are underlined in red - allowing you to see and fix your spelling mistakes as you type.

4. Quotations Browse window shows probabilities in colours

The probabilities for your Quotations are shown graphically rather than numerically, with "progress bars" to show how probable, and the colours of the progress bars changing from red (lower than 35% likely) to yellow (35-60%) to green (over 60%). Rejected Quotations show as grey. This makes it easier to review probabilities and pick out the most important Quotations to focus on.

5. Invoices Browse window shows receivable status in colours

The receivable status of your Invoices is shown graphically rather than numerically, with due invoices showing as red, not due as white, and paid invoices as green. This makes it easier to review credit control status and pick out the most important Invoices to focus on.

6. Key Performance Indicators on the Master Control window

For each user, you can define a few critical measures that should appear in their Master Control window, such as the total balance on the Sales and Purchase Ledgers, and the amounts on Account. HansaWorld also shows a simple coloured arrow beside the balance to show the trend of the current balance against the previous period

(up, down or unchanged). This helps managers focus on the critical KPIs for the business.

#### 7. Coverflow on Item Paste Special window

Coverflow was originally created by Apple to show the Artwork for an album in an iPod - you can find the album or track you want to play by scrolling through album covers and then making the desired selection. We have used this operating system feature to our advantage, allowing users to select Items by their pictures - probably most likely to be used in point of sales applications. If you switch on Coverflow, the Item Paste window divides into two sections: pictures of items at the top and browse information about the items at the bottom. As you scroll up and down in the Paste item window, the pictures for the items change. This helps users to see pictures of products while browsing the items. There is a setting that allows the choice of Paste Special window to be set per user, so some users can use Coverflow, others can use the grouped selection method (selecting using Item Classifications in multiple levels), and still others the simple Items browse (list of Items).

#### 8. Improved drag and drop from Paste and Browse windows

HansaWorld has for some time supported the possibility to select multiple records, such as Items, and drag and drop them onto records such as Quotations, Orders, Invoices and Purchase Orders. This has up to now been limited to discrete blocks of records, where you highlight the beginning and end of a block of transactions, and then drag the entire block. The Cocoa client supports selection of random multiple records, which can then be dragged and dropped into the primary record.

#### 9. Picture taking and resizing from inbuilt camera

As discussed below, all platforms now support adding pictures to Items. In Cocoa, when selecting Add Picture, you will be offered the chance to take the picture there and then, rather than simply attaching an existing file. The picture is taken by the computer's inbuilt camera, and can be resized before putting on the Item. Use this not just to create the pictures for Items you are selling, but also to record the condition of specific Items you are repairing on behalf of customers.

#### 10. Gesture support

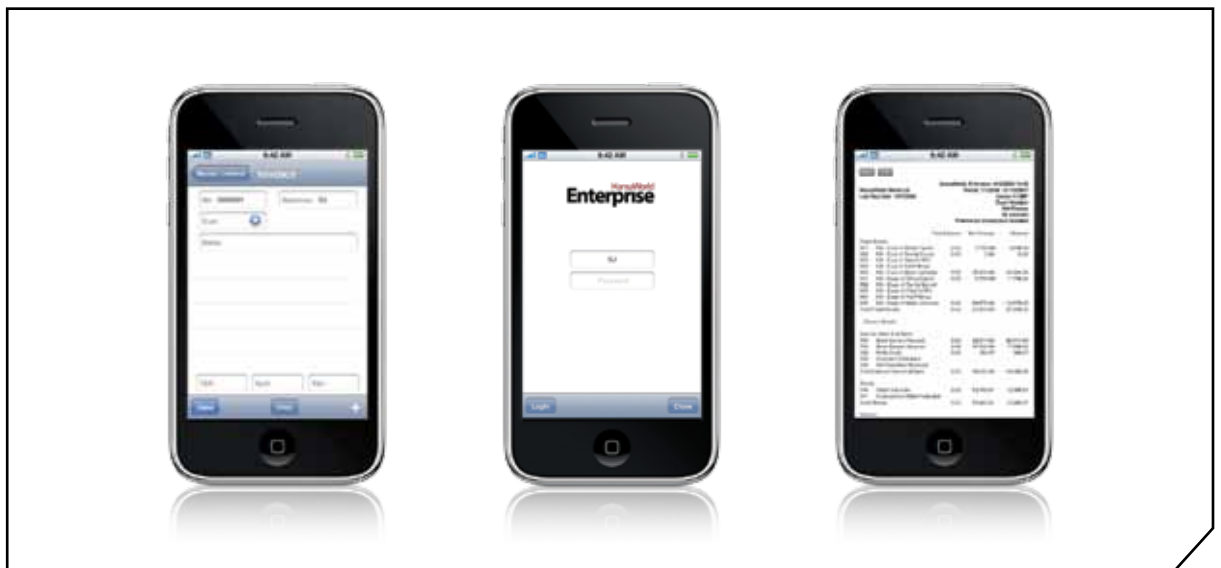
Standard MacBook features such as two-finger scrolling through Browse lists is now supported.

#### 11. Interface changes

- Browse windows allow drag and drop resorting of columns
- Browse windows have displayable "trays", where you can pick which fields you want displayed on the Browse

### HansaWorld Enterprise on iPhone

HansaWorld provides business software that works on iPhone and iPod Touch. Fast and easy to use, HansaWorld's iPhone and iPod Touch versions provide selected functionality of the ERP and CRM software, providing role-based access such as creating point of sale invoices and access to more than 400 standard reports. The technology is based on full native clients, avoiding cumbersome use of Web2. Full speed usage is possible even with the slowest of cellular connections, greatly improving the mobility of your business.



## Pictures on Item records

HansaWorld's support for pictures has been considerably strengthened. We have added a picture field on Items, so you can see the picture immediately on opening an Item, rather than having to open an attached file. This is clearly beneficial in point of sale situations to assist the user in Item selection, but it also benefits salespeople who want to check Items before selling them.

Item pictures can also be printed on Forms. Most obviously you may want to print thumbnail pictures on Invoices, and/or Quotations, so your customers can see what they are about to buy or have bought.

## CRM

1. Register>>Contacts>>New Operations Option : Add Existing Contact

It is now possible for one contact person to belong to more than one company. For example, Fred Smith is a financial manager in company ABC and company DEF. Now it is possible to add Mr Smith as a contact in both companies, without needing to create a duplicate Contact record.

2. New Report>>Task Manager>>Operations>>To Do List

Print your tasks, as selected in the Task Manager window, in a report, with overview or detailed information. The report can be filtered on task type (desk work, calls, meetings), for a specific customer or for a specific project.

The report can be saved into a file and sent by sms to your phone in case you want to view your tasks offline, or can be dragged and dropped as a file to an email and sent off to a colleague to action.

3. Report>>Customers without/with Activities>>New Radio Buttons : Has not got, Has got

4. Report>>Customers without/with Activities>>New Checkbox : Exclude Period Selection

Allows you to report for any given period on which customers received or did not receive certain actions from your company. Use this report to find all customers who have received support calls this month, or who have not had a sales visit.

5. Maintenance>>Add Classification to Customers>>New field>>Activity Type

6. Maintenance>>Add Classification to Customers>>New radio button>>Activities

This routine works in a similar way to the Report>>Customers without/with Activities. Instead of running a report, this finds the customers that meet your selection criteria, and labels them with a new Activity of your choosing (using the Contact Classification field). Using the examples in 3 and 4 above, you can label customers as Supported Customers or Unvisited Customers, and then run mailshots or emailshots in the CRM module based on this Classification. Equally you can use these Classifications to create follow-up Activities.

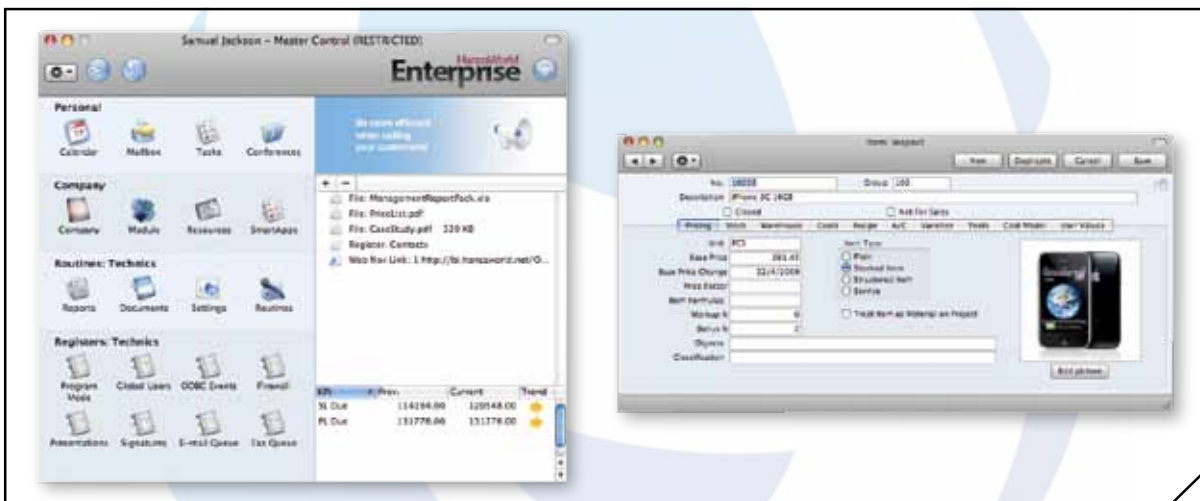
## E-MAIL & ELECTRONIC CONFERENCES

1. Searching in E-mail and Electronic Conferences is now more powerful. Previously you could search text or numbers only from all mails in your Mailbox. Now in addition you can filter searches by Read mails or UnRead mails.

2. Email Queue>>New Field>>Register

3. Email Queue>>New Operations menu option>>Delete this and Related Queue Records

This removes related queue records. Useful when a mailshot to customers went wrong and queue needs to be cleaned up. The e-mail sending should be stopped manually when a wrong mailshot is detected. This function can then be used to clean up the queue.



## e-Learning

HansaWorld Enterprise now has the option for interactive e-learning, which allows you to learn about the software functionality through online demonstrations. If a window has been activated for e-learning, you will see a HansaWorld University icon at the top right corner of the record (a student's hat). Clicking on this icon will take you to the corresponding movie in the Internet website. Currently the following windows have movies about them:

Master Control - does not lead you to a particular movie but to the website where all movies are published

Item Record  
Contacts Record  
Fixed Assets Record  
Purchase Invoice Record  
Invoice Record  
Quotations Record  
Receipts Record  
Transactions Record  
Timed Operations Setting  
Sales Orders  
Deliveries

More movies will be added shortly.

## HOTEL

It is now possible to manage the following:

- Multiple Resorts
- Pricing for Children and other discounts per person
- Downpayment terms per customer with installments
- Reservation status changes
- Extra Beds
- Allotments
- Changes to Bar Tabs
- Telephone integration

## NOMINAL LEDGER

1. Register>>Account Reconciliation>>  
New Field: Amount

Users can type the amount they want to reconcile in this field, and HansaWorld will then display only those transactions that have the specified amount. This allows you quickly to work through all amounts on the statement with just a few keystrokes.

2. Settings>>Report Settings

A complete rethink and remake of the following user definable reports:

- Balance Sheet
- Profit & Loss
- Key Financial Ratios
- VAT Report

The changes to the above user definable reports include:

- Having an endless number of definitions of any of these reports
- You can duplicate any report definition as a base for the next report
- Added several features to Key Financial Ratio report, including:
  - Added Fiscal Year as period, working with both offset (to allow prior month and three months ago style selections) and length (e.g. 3 months)
  - Added Fiscal Year to date, working with offset
  - New type of column to display Purchase Orders not yet received
  - New type of column to display Purchase Orders received but not yet invoiced

Use this methodology to create multi-columnar management reports, such as Profit & Loss reports which compare Object results, monthly and quarterly actuals against budget and prior periods all on the same report, or Balance Sheets with committed costs alongside actual figures. Reports with many columns are best run straight to Excel for simpler viewing and immediate charting.

## POINT OF SALE

1. Register>>POS Invoices>>Inspect>>

New Operations menu>>POS Session Report

- Some customers have the need to print a report to put in the cash drawer when a session is closed. This report contains less information than the cash-up report. Specifically, these customers do not want their employees to know how much cash should be in the drawer (to prevent theft of surplus money). Report displays session open number, close number, signature, date and time

- Report is available in POS Invoice window, Supermarket invoice window and Sales Ledger Touch Screen invoice window.

- Report shows Session open number, session close number, signature, date and time.

2. Register>>POS Invoices>>Touch Screen interface>>New Button>>Finish

- when pressing Finish button after processing a Pos Invoice, HansaWorld prints the Receipt, OK's and saves the POS Invoice and opens a new Pos Invoice

- available also on Sales invoice with Touch Screen interface

3. When using sales invoices with the touch screen interface, it is possible to define the default field where the cursor should go first when creating a new Invoice: default (as per system), Item field or Serial Number field. For example, if a company sells computers with serial number tracking, on creating a new Invoice the cursor can be set to start in the serial number field.

4. Reports >> Cash Up >> New Radiobutton >> Item Groups

5. Reports >> Cash Up >> New Radiobutton >> Items

- Cash up reports show the sales statistics for the day, or for any other period selected. The user can choose to see statistics per Item Group or per Item.

6. Reports >> Cash Up >> New Selection box >> Receipts

- Receipts can now be included on the Cash Up Report in the Sales Ledger and Restaurant Modules (they will be excluded from the Item Group Statistics)

- when the report is run all Receipts are grouped together (similar to Cash Notes and Bar Tabs). Drilldown on the Receipts will list all Receipts.

- this is very useful for shops that sell both to walk-in customers and account customers. When account customers come to the shop, and pay POS invoices, we need to raise a Receipt. The Receipt will be included in the Cash Up Report.

## PURCHASE LEDGER

1. New Report >> Sales & Purchase Ledger

For customers who are also your suppliers, this report gives a net view of the whole account, by showing balances and transactions from both the Sales and Purchase Ledgers together

## PURCHASE ORDERS

1. New Report >> Deficiency Stock

This Report gives assistance in quantities of Items to purchase, by showing on a per location basis the shortfall of current stock against minimum stock levels. The Report can be filtered by Item, by Location and by Supplier.

See also Deficiency List per Location in Stock section of this brochure.

2. New Report >> Goods Receipt/Purchase Invoice Comparison

Auditors in some countries are very strict with stock valuation and to ensure that values are correct they need to see that purchase invoices match with values on goods receipts. This report compares Purchase Invoice values to those on Goods Receipts.

3. New Report >> Purchase Order Quotations Journal

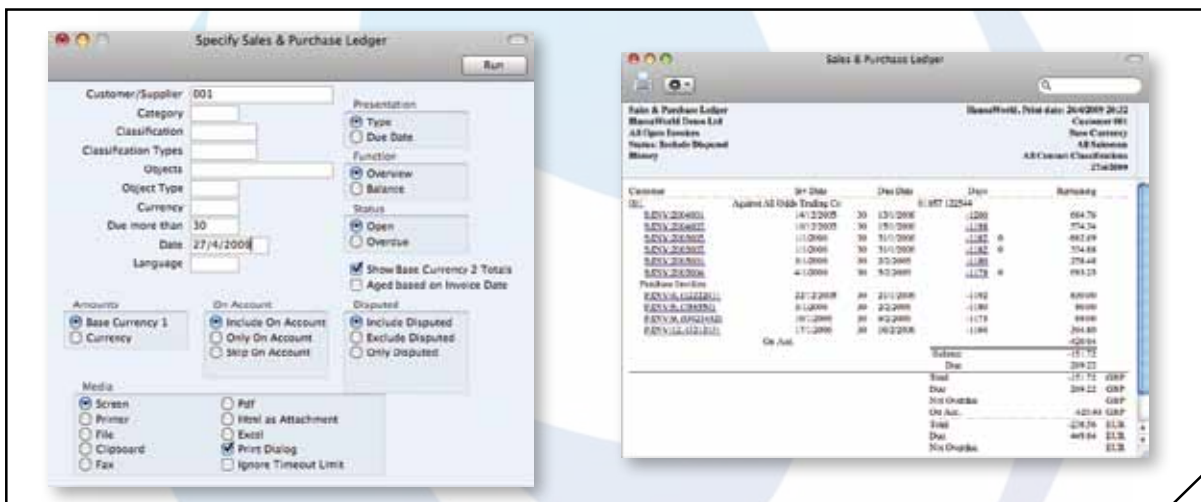
- allows reporting on Purchase Order Quotations created during specific period, filtered by Purchase Order class, Supplier, Supplier Classification, Classification Type, and Location.

- helps to give information for purchase decisions

- gives an overview of what the company is planning to buy.

4. New Maintenance >> Create Purchase Orders from Deficiency Stock

Creates Purchase Orders to Suppliers based on the Deficiency Stock report.



## SALES LEDGER

### 1. New Setting>>Receipts Settings

In certain cases a customer can pay a lump sum without indicating any invoice numbers. In this circumstance, you can specify on the Receipt the customer number, received value and then select Sales Ledger>>Register>>Receipts>>Operations>>Distribute Receipt.

HansaWorld will spread the amount over one or more invoices as appropriate, starting with the open invoice with the lowest invoice number. Now you can choose how invoices should be pasted on Receipt, between the lowest invoice number and the earliest invoice date. This is important if a customer is using several number series for Sales Invoices.

### 2. Register>>Invoice>>Serial number

When you paste (or scan) serial numbers on Invoices, if the serial number is unique amongst your stocked Items then HansaWorld pastes into the Invoice the related Item and all its supporting data including its current stock location. This saves a lot of time and reduces errors.

This methodology works not only on Invoices, but also on Sales Orders, Deliveries, Stock Movements and Stock Depreciations.

### 3. New Report>>Sales & Purchase Ledger

For suppliers who are also your customers, this report gives a net view of the whole account, by showing balances and transactions from both the Sales and Purchase Ledgers together.

### 4. New Maintenance>>Create Open Invoice Customer Statement E-mail

You can now do your statement runs by email.

- creates Open Invoice Customer Statements and sends the statements as .pdf attachments via email to customers

- can be sent to customers belonging to specific Customer Category or Classification

- Open Invoice Customer Statement document layout is user-definable in System>>Register>>Forms

### 5. Improvements to Instalments functionality

HansaWorld has for some time supported the possibility of creating a Payment Term that predicts payments in multiple instalments - use Sales Ledger>>Settings>>Instalments to create the pattern. This functionality has been significantly strengthened, by assigning unique numbers to each Instalment on creation of the original Invoice. When you record a Receipt against an Instalment Invoice, HansaWorld will prompt that this is an Instalment Invoice, and that you need to book which Instalment is being received - with a field and a paste special to assist with the data entry.

## SERVICE ORDERS

### 1. Setting>>Account Usage Serv. Order>>

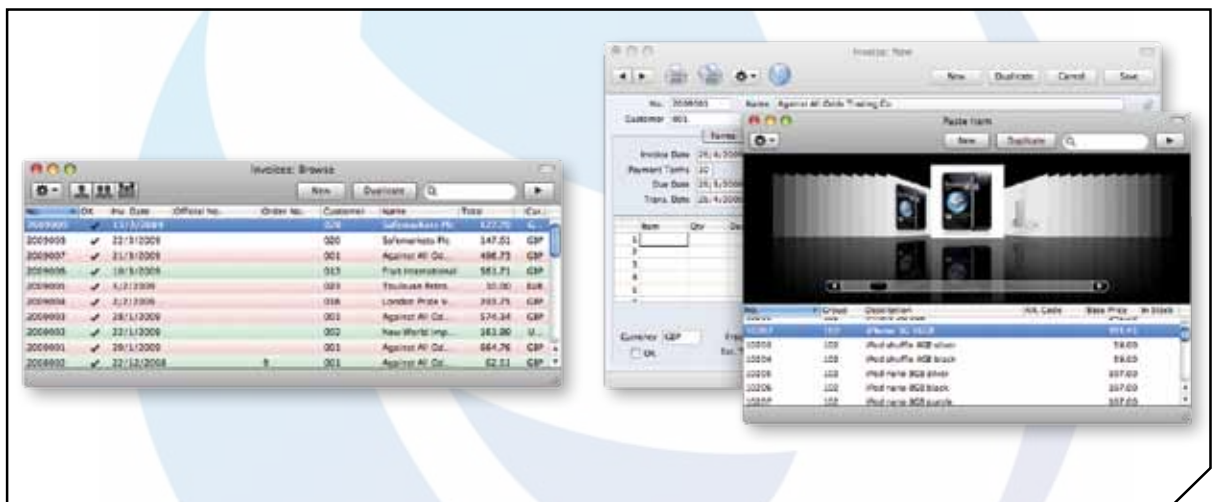
New Checkbox>>Work Sheet Update Stock

With this checkbox you have the choice whether to update or not to update stock levels of items used in repairs

- If it's ON HansaWorld will update stock of the items used on the Worksheet automatically (as it does in version 5.4 and earlier)

- If it's OFF HansaWorld will not update stock

Since version 5.4 Service Orders are integrated with Internal Stock, so you can track customer items in your different locations.



## STOCK

1. Setting>>Cost Accounting>>Cost Model>>New checkbox>>Original Cost on Disassemble Production

- when disassembling a Production, Items are put back into stock at their original costs.

2. New Setting>>Location Accounts

-possibility to define purchase accruals, cost of sales and sales accounts per location

3. New Report>>Deficiency List per Location

This report shows per location for each Item the stock balance, the quantity ordered, the quantity on Purchase Orders, and a proposed purchase quantity. The proposed purchase quantity takes into account the current stock level, the unfulfilled order quantity, the minimum stock level of the Item and the minimum order quantity from the Item's default Purchase Item. You can put the items from the report into Deficiency Stock for re-ordering. See also Deficiency Stock report and Create Purchase Orders from Deficiency Stock in Purchase Orders section

## SYSTEM

1. Setting>>Round Off

This setting has been extensively reprogrammed. The previous Round Off setting did not treat all the different options consistently, and most were asymmetrical (treating negative and positive numbers differently). The new setting has 4 values to define for each Round Off mode: decimals, step, mode and direction.

## GENERAL

1. Document management

You can now drag and drop one or more external files onto the paperclip of a record to initiate uploading of those files. This is a significant time-saver.

On a Mac, you can drag the file logo from an open window as well as simply dragging file icons from the Finder.

2. SmartView module

HansaWorld is now shipping the SmartView module. This is a pre-programmed business intelligence package, which has very strong graphical reporting. It provides a full Dashboard with graphical representations of your key financial and management indicators and trends. We see this as a particularly important extension of the HansaWorld feature set, and we will be communicating with you separately regarding this functionality.

## COUNTRY SPECIFIC CHANGES

### Latin America

### CHEQUES

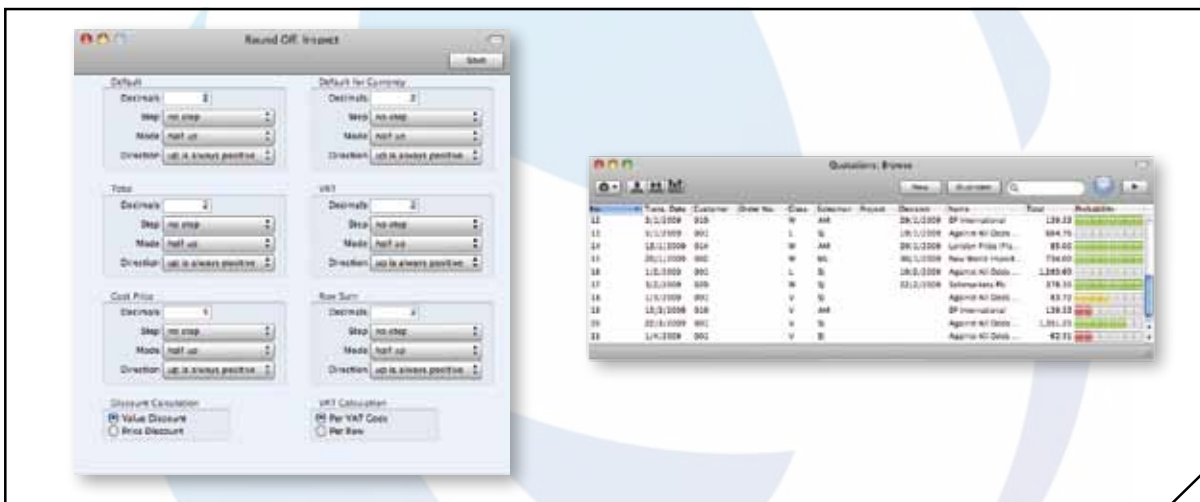
1. Register>>All Own Cheques>>Record Inspect :  
Language field added

Possible to print different forms for cheques, depending on language.

2. Register>>All Own Cheques>>Browse :  
Bank Column added

The browse window of the All Own Cheques register now displays a column for Bank Codes in order to make it easier for the user to know just by looking in the browse window which cheques belong to which bank.

It is very common in countries like Argentina and Bolivia to receive Cheques from Customers with an older date on the cheque than the date when the cheque was received. Now it is possible to register a Cheque with an Effect Date that is older than the Registration Date. For example, customer issues the cheque on 27/3, effect date is 28/3, but registration date (when we receive the cheque in the office is 29/3). This allows better control on dates.



3. Register>>All Cheques>>Operations>>Open  
Endorsed Payment>>Additional functionality added

- This Operation function now works on Cheques that were Endorsed on Payments, where Payment was OKed. It won't work if Cheques are only Registered. The function Opens the payment from the Cheque.

## CRM

1. Settings>>Contact Settings>>New Field>>  
Default Region

- In some countries, particularly throughout the Americas, Region on Contact card is very important for tax purposes. Now you can choose a default region for all customers, when creating a new contact.

- This prevent users making mistakes

## Slovenia

### NOMINAL LEDGER

#### Exports

1. New export>>Transactions (Slovenia)

- This exports all transactions in a specified period in a format required by the Slovenian Tax Authorities.

2. New Export>>VAT Periodic (Slovenia)

- This exports the periodic VAT in an XML format, which is required by all companies in Slovenia starting 1.1.2009.

### PURCHASE LEDGER

1. New Export>>Invoices Export (Slovenia)

## PURCHASE LEDGER

1. New Report>>VAT Report Purchases (Honduras)

2. New Export>>VAT Purchases (Mexico, DIOT)

3. New Export>>Invoices Export (Mexico, DIOT)



## Company profile

HansaWorld is a major international software company specialising in business applications. The group employs around 300 people in a strong network of daughter companies and distribution partners in Europe, South America, North America, Africa, Asia, Australia and the Middle East.

The group was founded in Sweden in 1988, by Managing Director Karl Bohlin. While the group is now headquartered offshore, the largest offices and much of the development effort takes place in Scandinavia and around the Baltic Sea.

Experienced local product managers adapt the products according to local laws and business practices. The products are available in 27 languages and work with almost all computers and operating systems. The vast majority of the 70,000 HansaWorld installations are for small and medium sized businesses, but also many subsidiaries of large international companies.

## Product Strategy

HansaWorld's advanced and successful user interface was first developed for Apple Macintosh in 1988. In 1994, when the program was ported to Windows, it had already been proved by thousands of users. HansaWorld's experience with international sales and modern technology puts it in the perfect position to meet the challenges of the next decade. HansaWorld provides a wide range of technologies for e-business including internal and external email, several webshop solutions and PDA support. In addition, HansaWorld can help to build a corporate portal. HansaWorld is developed using C++ as its programming language, and proprietary technology for database design and for network communication. This allows HansaWorld to have the same products available for several different operating systems, each version optimised for maximum performance. Currently HansaWorld is available for Windows 2000-XP, including Windows CE, Mac OS X and Unix, including Linux, Sun, and Symbian S60, Series80. HansaWorld is IBM eServer proven, running on xSeries, pSeries, iSeries and zSeries.

Certified HansaWorld Business Partner



HansaWorld UK Ltd. Abbey Business Centres, 111 Buckingham Palace Road, London SW1W 0SR, United Kingdom, E-mail: [uk@hansaworld.com](mailto:uk@hansaworld.com) [www.hansaworld.com](http://www.hansaworld.com)

Windows 2000, Windows 2003, Windows CE, Windows XP are registered trademarks of Microsoft Corporation. Apple Macintosh and MAC OS are registered trademarks of Apple Computer Inc. xSeries, pSeries, iSeries and zSeries are registered trademarks of IBM Corporation. Copyright HansaWorld Ltd.