

Enterprise

by HansaWorld

Release Notes for Enterprise by HansaWorld 6.2



SOFTWARE
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AWARDS 2008



The World's Best Integrated Business Platform

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Enterprise by HansaWorld version 6.2 is released. HansaWorld's continuous investment in research and development provides customers with the latest technology and most up-to-date software. This document provides an overview of the most important changes in the new version.

Point of Sales

Point of Sales Interface

There is a new point of sale touchscreen register, supporting a new design and engine for Point of Sale. Users can define their own buttons for most entry types, from frequently used Items to payment methods, voiding rows, splitting items and the like. Users also have control of the position to place the buttons. Different button layouts can be defined per POS device.

Live Sync

We have programmed a completely new method for synchronising local point of sale devices (or indeed any remote client) with the central Enterprise server, known as Live Sync. The most important differences from the previous POS Offline methodology are:

- no user interaction is required to swap between offline and online, as the system is constantly checking for the presence of a server and can handle the implications if the server is not found
- the engine can potentially handle many types of transactions, not just those related to point of sale.

Currently it is a one-way sync, meaning that each register can only send transactions from client to server, or from server to client. In a retail environment, this tends to be details of

customers, items and prices going from server to client, and details of actual sales made going from client to server.

Loyalty Cards

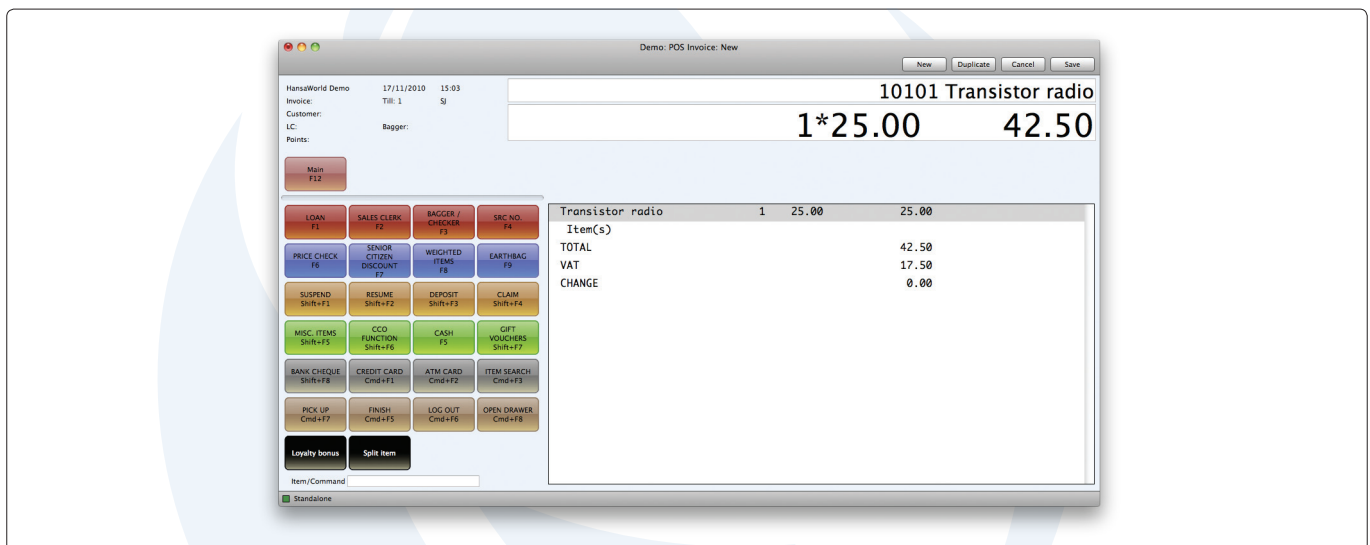
Enterprise has added the concept of loyalty cards. You can create different loyalty card types, such as Premium Members or Gold Cards. Each loyalty card type can be assigned a different points tariff per amount spent. You can associate Discount Matrixes and/or Price Lists with each loyalty card type, and even with different points levels within a card type. Points can be redeemed as a means of payment for goods.

Volumetric Barcodes

These are used when a barcode contains more information than just an Item Code or Serial Number - for example in a grocery store, where a single barcode includes the Item Code and weight details. You can determine which characters of the barcode have which meaning, from Item Code and weight details to the department, price, and even a check digit (required in some countries).

Baggers and Supervisors

For fraud prevention and other auditing measures, you can record the person who bagged up a sale as well as the cashier and supervisor. There are settings to enable these to be entered as defaults rather than manually for each transaction.



Multi Buys

Enterprise now handles both Buy One Get One Free (BOGOFs) and Multi Buys, within the same function - Multi Buy Discounts. Each Multi Buy Discount record allows you to stipulate the rules of which Item or Items you must buy, in order to qualify for which free or discounted items. As a result this covers situations as diverse as:

- buy two of the same item and get the third at 30% off
- buy three different items and get the fourth at a fixed price
- buy any three items from a specified group and get them all at 10% off
- buy any four items from a specified group and get the cheapest (or most expensive) free

These rules can be applied for a given date range, and limited to a specific Price List and/or Location.

Customer Present Credit Card Transactions

Enterprise now includes a Cloud Service that allows credit card transactions to be processed directly through Authorize.net for customers who are present - other credit card processing cloud services so far have only been for "customer not present" transactions (such as web orders).

Gift Receipts

New registers and associated settings have been added to enable users to print Gift Receipts, which display items purchased but not pricing details.

Manager's Discounts

Enterprise can now be set up with discount levels that Managers are allowed to offer over and above fixed pricing and discounting that cashiers use.

Invalidating Invoices

The invoice can be readily voided from a button designed for the purpose.

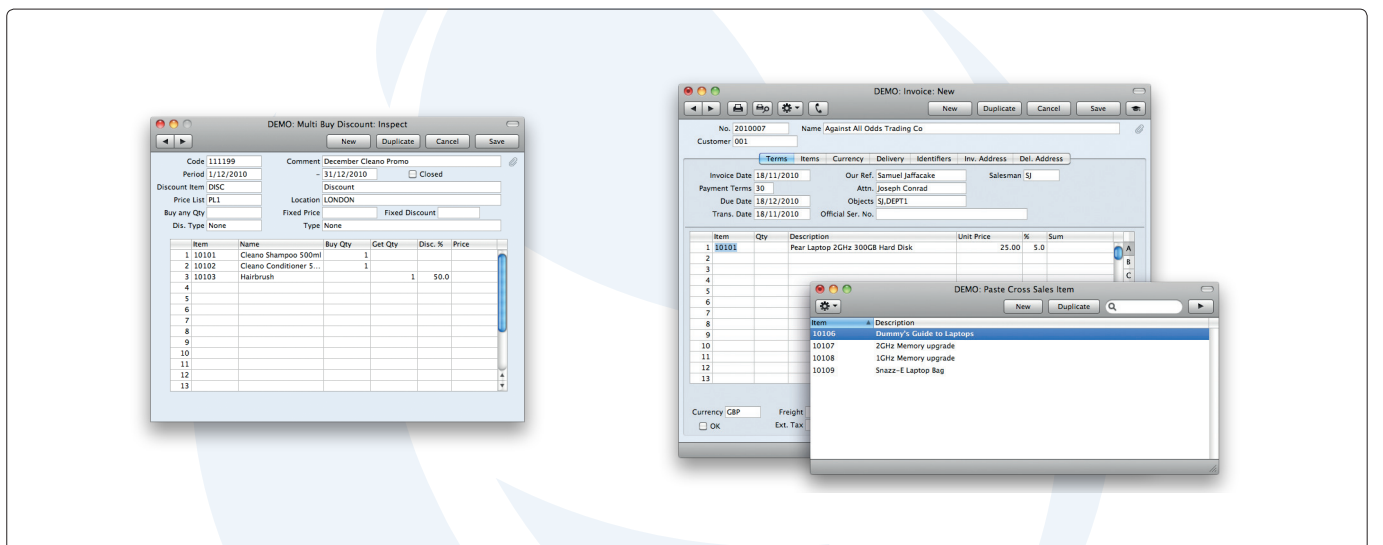
Split Items

You can now configure Enterprise to know how to split up an Item that is a box of other Items into its constituent parts. For example, you may stock wine by the case. If it is possible also to sell wine by the bottle, you can scan the case code, split the case into bottles and scan the bottle code. Enterprise will automate the necessary stock entries to decrement inventory of cases and increment inventory of bottles.

Sales

Cross Sales and Alternative Items

You can associate with each Item any number of Cross Sales Items (Items you may want to sell together with an original Item) and Alternative Items (Items that may substitute for the original Item, usually as a result of stock shortage). When you are pasting Items into any sales-facing record, you can select operations menu commands to display either Cross Sales or Alternative Items. From the display, you can make selections (including by drag and drop), which then enter the final Item into your original record. Talk to your local HansaWorld consultant about how you might use this feature to create a complete Product Configurator!



Human Resources Management

Personnel

At the core of the Human Resources functionality in Enterprise, there is a register for each employee. This enables you to retain all the key data for each employee, including:

- home address details
- associated contact information, from email to mobile numbers
- statutory and other registration numbers, from social security and visa numbers to dietary requirements, health and disability issues, and marital status
- details of schooling and degrees
- previous employer and job title
- bank details for payroll and expense payments

Enterprise also provides a range of user-definable fields, which can be output to stationery and reporting. Also there is a unique Classification system, where users can define an almost unlimited additional series of analysis codes for reporting purposes.

Contract Management

Enterprise allows you to record details of each employment contract, and then track the history of all changes. Each Employment Contract record stores details of the start and end date at that position and salary, with all the relevant supporting details:

- salary type (weekly, monthly etc)
- gross salary and currency
- department
- job title

- trial period details
- reason codes for termination
- user-definable classification code for reporting

Recruitment

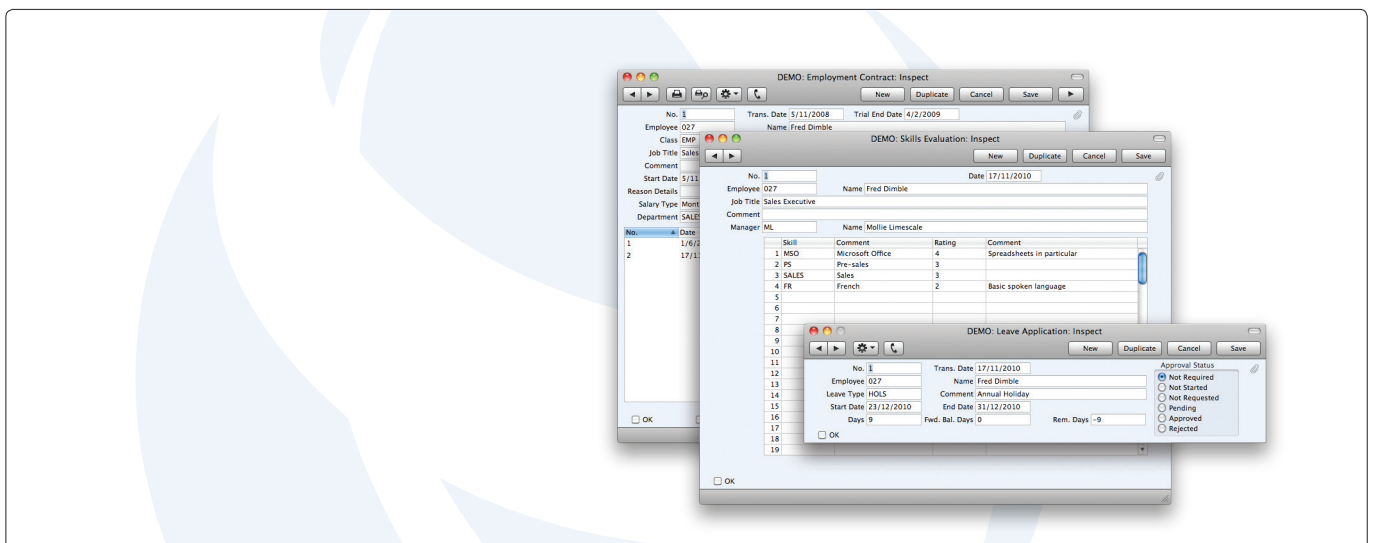
Enter details into the Job Positions register for any vacant positions in the company. You can even make these show on the web, using Enterprise's integrated webshop (for more details of the webshop, see Enterprise and eCommerce). As candidates apply for the position, you can associate them with the Job Position. Use Enterprise's attachment feature to store the candidate's CV against the candidate, for easy review by any user with appropriate access, wherever they are in the world.

Leave Management

You can enter Leave Applications in the Human Resource Management module. Enterprise allows you to track the approval status of any Leave Application, and to send them for approval. Enterprise also tracks the ongoing balance of each employee's holiday entitlement. Once the leave is approved, you can automate the creation of Activities into the Resource Planner and Calendar modules from the Leave Applications.

Resource Allocation

Enterprise provides features to support you in selecting the right staff members for particular tasks. Set up the Skills for which you want to evaluate staff, such as language ability, skills with specific software programmes, and any other abilities relevant to your business. Each employee can then be rated for each skill they possess. Use Enterprise reports to find employees with skills at a sufficient level to be allocated to the task in hand.



Performance Appraisals

Record basic details for all performance appraisals, including who was the interviewer, the employee, and the factors that were assessed.

Hotel

Group Reservations

Enterprise now has strong functionality for handling reservations by groups. There are flexible ways to create sub-reservations within the Group, and to move them.

Key Card

Key cards can be produced from a button on the Reservation.

Price Rules

Major changes to pricing of hotel reservations include the ability to price based on the number of adults, children or total guests in a room, with mathematical operands to allow pricing when more than, fewer than, between or not equal to a specific number or numbers. Pricing can obviously be as simple as a fixed price per room, independent of the number of occupants, or as complex as one rate per adult, a second rate per child over age 12, and children under 12 stay for free.

Yield Management

Enterprise allows a Rack Rate Price List to be stored. The rack rate is used for the income posting, and the difference between actual prices charged and the rack rates are posted to a discount account in the Nominal Ledger.

Restaurant

POS

Several of the features in the POS section equally apply to the Bar Tabs, in particular the Loyalty Schemes.

Restaurant Layout

There is a setting to allow you to map the approximate location of each restaurant or bar table. This is then displayed on a window with buttons for each table, in their relative positions. Clicking on the button opens the Bar Tab for that table.

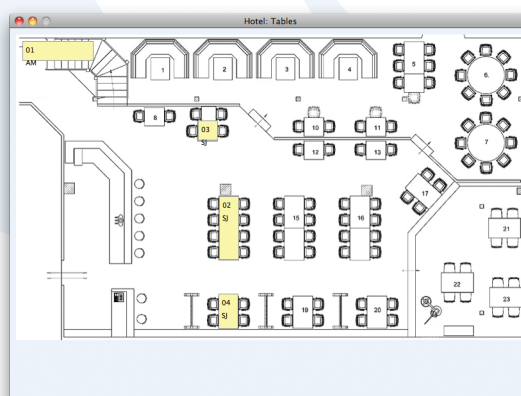
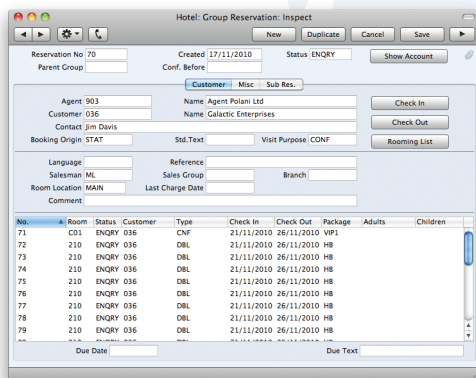
CRM

Minor Changes

- new selection criteria on Birthday List Report
- Alarms and Priorities added to Activity Consequences
- support for different weekends per company (different days of week, depending on country, highlighted in the Calendar)
- bank holidays show red in the Calendar

Resource planning

Each column, representing a single day in the Day View, can be set to display a width of 2, 3 or 4 characters.



Ledgers

Tax Handling

Enterprise's handling of sales and purchase taxes has been considerably strengthened, so now multiple taxes can be pre-defined for each transaction. Each tax can be based on the net invoice amount or on the after tax amount (having reflected other taxes). Also there have been various changes to VAT Corrections and VAT reporting generally.

Stock and Warehouse Management

Multiple Positions in Multiple Locations

Previous versions of Enterprise supported a hub and spoke environment, where a single warehouse was supplying multiple remote locations, and that warehouse could be subdivided into Positions - if you needed to track items into multiple bins in that warehouse. Enterprise has now been extended to be truly "multi-bin per multi-location", so you can have multiple warehouses each with their own, different Position layouts.

Location Groups

The Stock module now supports grouping multiple Locations together, and running reports by Location Group. For complex conditional reporting per Location use Location Classifications - for example to get the report to show information about production locations, except all those in the southern region of the country.

Delivery Routes

There is a new Route field on the Contact and Delivery Address registers, so you can assign each delivery location to a route. This code follows all the records where stock moves, from Sales Orders and Deliveries through returns and Stock

Movements - including Returned Goods to Suppliers. Batch routines for creating deliveries are filterable by the route code, and there is a Trip Sheet Report in the Stock module for all deliveries (of whatever transaction type) for a given day and route combination.

Stocktaking Snapshots

You can now store the "in stock" quantity per the system into the Stocktaking record. This assists with the proper management of cut off, as otherwise stock quantities may change in the system while the count is in progress and you could only have picked up the real-time system quantity. Reporting and adjustment features can be based on the snapshot quantities.

MRP

Sales Forecasts can now be split into different Forecast Classes, which act as filters for reports and the batch planning routines in the MRP module.

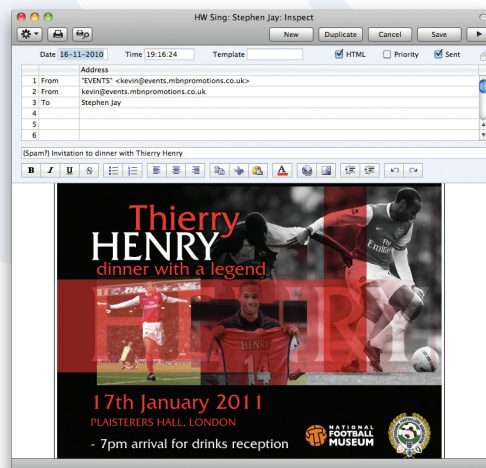
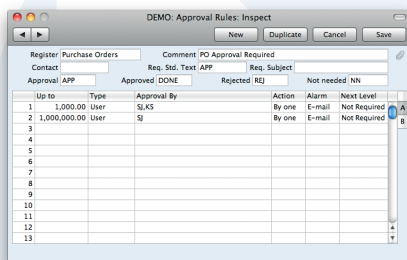
Email

Enterprise now supports HTML in emails. Most obviously, this now allows you to view HTML emails in their intended format, and to format emails with HTML tags. There is a new HTML Templates Register in the Email module, where you can create multiple email templates - for example with different logos on them - which can then be selected from the emails themselves.

Cash Book

Forex

The Cash Book module now supports the trading of currencies.



Business Alerts

Multi-level Approvals

Enterprise has a new multi-level approval engine built into the Business Alerts module. You can set different Approval Rules for each register, for Expenses, Internal Orders, Purchase Orders, Goods Receipts, Purchase Invoices, Payments, Quotations, Sales Orders, Project Budgets, Sales Invoices, and Stock Depreciations. Each Approval Rule allows you to set different authorisations at different values. You can require one or a group of authorisers, and set up chains of authorisations for the same record. You set how the authorisers are notified, choosing between email, pop-up message or SMS. Authorisers also receive an Activity for authorising, to which is attached the record that needs authorising. Entering the Approved type of Result into an Activity completes the approval, and marks the source record as OK (where appropriate with the Signer field completed). The source records all have radio buttons on them indicating the progress of the approval process.

Service Orders

We have created a new cloud service, which links the Service Order module with Apple Computer's GSX warranty system. From a given serialised Item, you can automatically acquire Apple's warranty and parts information. There are a raft of new fields on the Known Serial Numbers register to hold the data acquired from Apple.

SmartView Finance Manager Dashboard

SmartView now includes a Finance Manager Dashboard, to add to the existing Sales Manager Dashboard.

Web Engine

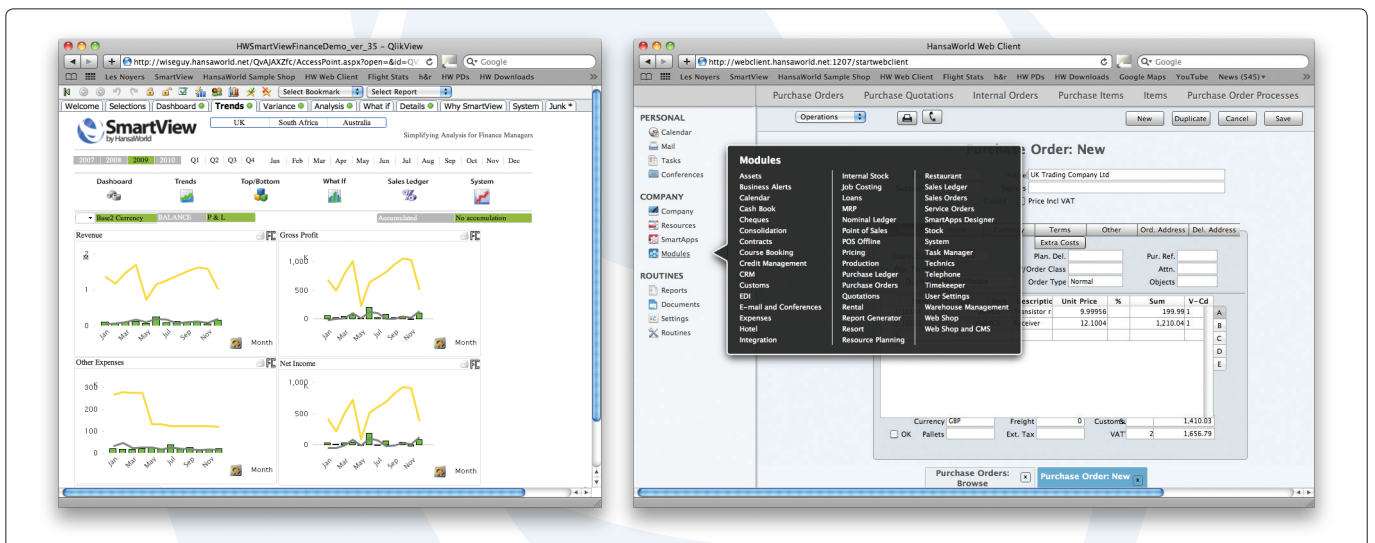
Enterprise now offers the possibility to run any existing screen, whether in standard code or in HAL, direct to a web browser client.

Webshop

Now supports Variety Items.

iPod touch client

HansaWorld has created a specific version for iPod Touch, designed to be used with hardware that includes a barcode scanner and credit card swipe. This enables a single device very simply to make mobile sales (whether or not in store), and to make stock counts.



Modules

- Business Alerts
- Cash Book
- Cheques
- Conferences
- Consolidation
- Contracts
- Course Booking
- Credit Management
- CRM
- Customs
- EDI
- Email
- Expenses
- Fax
- Fixed Assets
- Group Calendar
- Hotel
- Internal Stock
- Jewellery
- Job Costing
- MRP
- Nominal Ledger
- Point of Sales
- POS Offline
- Pricing
- Production
- Purchase Ledger
- Purchase Orders
- Quotations
- Rental
- Report Generator
- Resort
- Resource Planning
- Restaurant
- Sales Ledger
- Sales Orders
- Service Orders
- Share Trading
- SmartView
(Business Intelligence)
- Stock
- Task Manager
- Telephone Log
- Warehouse Management
- Webshop and CMS

Technologies

- Business Communicator (Asterisk, Skype and TAPI)
- Forms Designer
- HAL Customisation language
- Intelligent Routing
- Interfacing Toolkit
- Massive Cacheing
- ODBC
- SmartApps Designer
- Wide-area Networking

Internet Services

- Address Lookup
- Credit Card Payment
- Credit History
- E-invoicing
- Electronic Bank Services
- Electronic VAT Return
- Exchange Rate Lookup
- Postcode Lookup

Company profile

HansaWorld is a major international software company specialising in business optimisation solutions. The group employs around 300 staff in a strong network of daughter companies and distribution partners worldwide. There are offices in 19 countries spanning all the major continents, allowing HansaWorld to offer international implementations with a single point of contact across many countries.

The group was founded in Sweden in 1988, by Managing Director Karl Bohlin, and is currently headquartered in Ireland. The products are available in 27 languages and work with almost all computers and operating systems. There have been more than 74,000 HansaWorld installations at a wide range of organisations, from small and medium-sized businesses to entrepreneurial divisions of larger companies.

HansaWorld is one of the leading drivers to bring a new perspective to corporate software business needs. Traditional software companies continue to push a silo approach involving developing an Enterprise Resource Planning application that is difficult to integrate with other components such as Customer Relationship Management, Email, Document Management, Workflow and vertical market solutions. HansaWorld has pioneered the approach of developing solutions that cover almost all the company's main business needs in a single, integrated solution, and by underpinning these with constant technological innovation. As a result, this Integrated Business Platform unifies processes across all departments, through advanced software-based best practices which thereby improve the flow and value of business transactions to deliver time and cost savings at every level without compromise.

HansaWorld provides local product management for each market where it actively sells Enterprise. This process covers not just translations (if required), but also localisation for statutory and commercial practices, and ongoing quality control.

Product Strategy

Enterprise'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. Enterprise 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 Enterprise is available for Windows 2000-XP, including Windows CE, Mac OSX, Linux and AIX, Symbian S60 and iPhone

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