

Fact Sheet

# MYOB Advanced Business

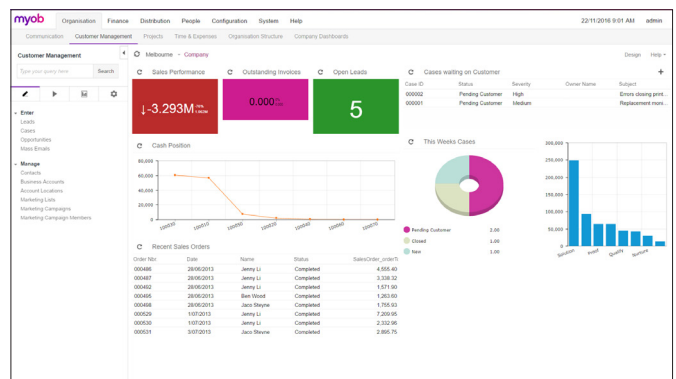
## Plus edition

Feature rich and fully customisable to give you company-wide insight and control.



MYOB Advanced is a cloud business management system built for medium and larger Australian and New Zealand businesses. With its powerful and easy to use accounting, finance, budgeting, cash-flow forecasting and multi-currency management systems, MYOB Advanced will help your business be more efficient and more mobile than ever before.

To ensure you have the right system for your business there are three editions available. This means there's no need to pay for the implementation of features that you don't yet use, but can easily scale up as you grow.



### Advanced benefits

- + Benefit from the support and expert knowledge of the certified MYOB Advanced Partners.
- + Straightforward monthly pricing plans deliver better value.
- + Customise to suit your needs, with the flexibility to grow as you do.
- + No hardware to maintain reduces costs.
- + Get access on the go, anywhere, any time.

### MYOB Advanced Business Plus edition benefits

- + Powerful and easy to use accounting, finance, budgeting, cash flow forecasting and multi-currency management.
- + Superior CRM makes it simple to manage, monitor and measure your sales processes.
- + Enhanced inventory control with serial and batch tracking, warehouse bin and picking management and automated replenishments.
- + Easily track sales orders, deliveries, back orders, customer returns and promotions.
- + Accurately manage your margins with landed cost tracking and forecast-based purchasing.
- + Track your projects from budget to completion with detailed reporting, task break down and analysis.
- + Provide customers with their own portal to view copies of invoices and statements.
- + Customisable dashboards and workflows to suit your business processes.

### MYOB Advanced Business – Plus edition

Is perfect for larger businesses with more complex needs, who require company wide insights to make the quick educated business decisions. It's a flexible cloud based business management system that lets you run your business anywhere, anytime.

## MYOB Advanced Business Fact Sheet

### Management made easy with powerful accounting

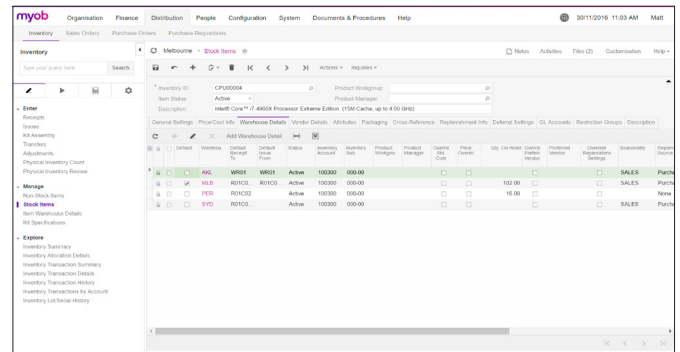
The general ledger in MYOB Advanced Business automatically collects and reports on all accounting transactions, leaving you free to manage your business.

- + Flexibility to let you define the length, segmentation and users of GL accounts and sub-accounts.
- + Streamline your business processes with smart workflow and approval engine.
- + Track fixed assets and automatically calculate and post related accounting entries.
- + Quickly prepare BAS and GST reports for submission to the ATO or IRD.
- + Branch accounting features support complex company structures with inter-branch accounting and consolidated reporting.
- + Monitor your business in real-time with detailed reports, including profit and loss, balance sheet and cash flow reporting.
- + Easily export data to Microsoft Excel to send to your accountant for further analysis and review.
- + Accurately manage profit margins with easy tracking of supplier price lists, purchase orders and landed costs.

### Powerful inventory management

Improve your distribution efficiency with better inventory control and cost tracking across multiple locations.

- + Track inventory quantities, costs and commitments by location
- + Record the supplier details of each inventory item.
- + View and manage inventory mark-ups and margins at both item and group level.
- + Flexibility to value your stock using standard, moving average, FIFO and item-specific inventory methods. Keep track of production, kit assembly and disassembly operations.
- + Get deeper insights and more control with warehouse location (bin) management.
- + Reduce the likelihood of errors by defining the types of transactions that individual users can access.
- + Smart purchase order generation based on inventory stock levels, replenishment rules and historical sales data analysis.
- + Simple inventory tracking by batch or serial number.
- + Choice of automatic or manual assignment of batch or serial numbers when you receive, ship or assemble inventory items.



### Superior customer relationship management

The CRM suite automates your sales and marketing processes so you can respond faster to customers and prospects.

- + Easily manage your sales pipeline and create email campaigns targeted to prospects, customers and contacts.
- + Improve efficiency in the sales process with automated lead assignment and workflow notifications.
- + Track and record all your tasks, activities and email conversations with customers and prospects.
- + Convert sales opportunities to orders without re-entering pricing and discount information.
- + Improve customer service thanks to integration with financial modules that let staff see invoice history, order shipping and delivery status.
- + Reduce admin workload via the secure Advanced customer portal access to account details, invoices and statements.

### Take control of quotes, sales orders and purchasing

Increase the speed between sales order and delivery with powerful tools that make it easy to manage the complexities of the quoting and order process.

- + Manage sales orders including quotes, orders and customer returns.
- + Easily maintain complex discount and promotional pricing policies.
- + Efficiently manage dispatch and back orders from multiple warehouses, or from drop shipments direct from your suppliers.
- + Capture the true cost of purchasing by calculating accurate landed costs to better forecast profits.
- + Provide better on-the-spot customer service with real-time stock availability information.
- + Automatic email alerts with replenishment recommendations sent when stock reaches minimum quantities.

## MYOB Advanced Business Fact Sheet

### Intelligent project accounting

Manage complex projects easily and get a complete view of your project-related costs. Perfect for professional services organisations such as engineering firms, marketing companies, law firms and not-for-profits.

- + Create project budgets that include inventory items, services, labour, expenses and more.
- + Assign project managers, employees, equipment and other resources to individual projects and track the progress of each one.
- + Quickly allocate overheads and shared expenses to individual projects using formulas you create.
- + Flexible invoicing – use cost plus or fixed price contracts and invoice weekly, monthly, quarterly or based on the customer's statement cycle.
- + Compare budgets and expected revenue with actual project costs using the financial reporting engine.

### Straightforward monthly pricing plans deliver better value

MYOB Advanced is available for a convenient monthly payment, making it easier to plan and manage your business expenses throughout the year.

### Flexibility to change with you

You can change your subscription plan to best suit your changing business needs. And with no hardware to maintain you can enjoy its wide ranging functions without the need for complex and expensive servers or your IT hardware.

### Easy knowledge and document sharing

Create, edit and share policy and procedure manuals, manage a knowledge base and create news and announcements using the integrated business wiki. You can also control, share and work on your business's frequently updated documents.

### Extend to suit your needs

MYOB Advanced Business has powerful customisation and integration features and application program interfaces (APIs) so you can tailor the system to your business needs.

Customise each screen and configure the workflow to match your business process.

- + Extend the power of MYOB Advanced by integrating it with external applications such as websites, service or manufacturing systems.
- + Set up scheduled imports of data from Excel or from external sources such as your e-commerce website.
- + Enhance existing functionality with add-ons available from independent software vendors.

### Best in-class security

The MYOB Advanced suite is a fully integrated and customisable business management solution, designed to meet the cloud computing needs of a growing business. MYOB has partnered with Amazon's data centre in Sydney to offer you the most secure best-in-class, high availability experience. This partnership ensures that your data is stored locally and protected using the latest technology.

### No hardware to maintain reduces costs

MYOB Advanced delivers class-leading functionality and features without the need for your business to pay for and maintain complex and expensive servers or a data centre. All you'll need is a web browser and internet connection to access real time information, wherever and whenever you want.

### Business solutions for all shapes and sizes

MYOB has solutions for businesses of all shapes and sizes. If MYOB Advanced Business – Plus edition does not suit your needs it's likely that MYOB Advanced Business – Standard or Enterprise editions will.

### Need to pay people too?

MYOB Advanced Business can be implemented with Advanced People – a cloud based Payroll system. Unifying the two Advanced solutions presents the opportunity to streamline processes with an end-to-end business management system that provides ERP and HR functionality in a single system.

The benefit is a unified system where information can flow between functions to reduce the duplication of effort and manual data entry.

For more information on Advanced People visit <http://www.axsys.com.au/myob-advanced-people/>