



## MYOB Advanced

Cloud solutions for  
bigger business





Advance  
your bigger  
business



## MYOB Advanced Platform benefits

### 1 Easy

MYOB Advanced Business is an online business Enterprise Resource Management system (ERP) and MYOB Advanced People is an online payroll system.

The Advanced Business and People suites deliver an end-to-end business management system that provides ERP and payroll functionality on a single platform. The benefits of this unified system are realised when information flows between functions, reducing duplication of effort, manual data entry and real-time business insights.

MYOB Advanced will eliminate hardware costs, giving you a fully customisable platform for a convenient monthly price. And your online data is securely stored locally, giving you the flexibility and freedom to work the way you want.

#### Helping larger Australian businesses succeed

As the leading local provider of business management software in Australia, MYOB has a rich history of innovation and leadership in business management, payroll and Human Resource (HRM) software. This is why MYOB partnered with Amazon Web Services (AWS), a best-in-class, high availability data centre. Located in the Sydney region, AWS uses the latest technology to ensure working with MYOB Advanced Business and Advanced People is a hassle-free, seamless experience.



## 2 Better value

### Convenient monthly pricing plans

Now you can transition to a sophisticated, functionally rich system without a large upfront investment. MYOB Advanced Business and Advanced People are available for a convenient monthly subscription. Straight forward pricing options allow you to better plan and manage your business expenses throughout the year. You can also change your subscription plan to best suit your changing business needs.

### No hardware to maintain

MYOB Advanced delivers extensive functionality without the need for complex and expensive servers or your own data centre. Users access MYOB Advanced from any browser based device making it an ideal solution for companies with multiple locations and/or a mobile workforce.

### Grows with your business

As your business grows, so can your MYOB Advanced system. It's designed to be fully customisable, meeting your current business requirements while being flexible enough to meet future demands. Developed with scalability in mind, it will continue to support the growth and evolution of your business. That means you don't need to waste money investing in new software.

## 3 On The Go

MYOB Advanced gives you the freedom to work securely online – anywhere, anytime. You have the flexibility to work from any device, all you need is a web browser and internet connection to access real time information, wherever and whenever you want. It's easy to set up and the user interface can be customised to meet the needs of the individual user.

Better still, the MYOB Advanced OnTheGo app can provide quick and easy access to a number of employee, CRM, distribution and service processes enabling staff to query and update transactions anywhere, anytime.



# MYOB Advanced Business suite

Experience a fully featured business management system that covers your entire business operations, from administration to warehouse and everything in between. Every area of your business can benefit from MYOB Advanced Business. Whether it's reduced administration time, greater stock control or real time management reports – the gains are considerable and extensive.

# MYOB Advanced People suite

## Powerful features

- + Organisational workflow engine lets you define actions and approval requests.
- + Send email notifications to users, customers and suppliers when certain conditions are satisfied, like a shipped order or an assigned lead.
- + Customise screen views to match your business process – add or remove fields, make fields mandatory or change their position.
- + Use interactive dashboards and a full content-managed Wiki to quickly provide users with relevant business information.

## Effective inventory management

- + Maintain detailed information on your inventory including supplier codes, barcodes, cost and sell pricing history.
- + Track inventory levels and costs across multiple warehouses and locations.
- + Advanced inventory management features include serial and batch tracking, kit assemblies and bin locations with pick priorities.
- + Manage multiple customer and supplier price lists including order discounting policies.

## Streamlined sales and purchasing

- + End-to-end sales order and back order management, including freight calculations and automatic customer notifications.
- + End-to-end purchase order and landed cost tracking.
- + Advanced purchasing features including blanket orders, purchase requisitions and bid management, and forecast based purchasing, blanket orders and purchase requisitions.
- + Interactive customer portal that allows customers to view and download invoices and statements, check inventory, add to cart and then check out sales orders.

## General ledger and accounting

- + Enterprise level financial and budgeting features.
- + Full support and handling for multi-currency.
- + Multi-company support with inter-company consolidation.
- + Manage and understand your cash position with cash flow forecasting and reporting.
- + A full suite of financial analysis reports, including GST and BAS reporting.
- + Fixed asset management.
- + Debt collection, payment instalments and a range of other tools to simplify business management.

## Integrated CRM and customer service

- + Maintain a database of prospects, customers and contacts.
- + Manage leads and easily convert to sales orders.
- + Create marketing lists and email campaigns to connect with prospects and customers.
- + Collect leads from your website.
- + Track service cases and tasks logged by your customers.
- + Publish a knowledge base via the customer portal.

## Comprehensive project accounting

- + Track and report on projects, tasks and budgets.
- + Automate project billing with our pre-defined allocation and billing rules engine.
- + Allocate transactions and costs from other Advanced modules directly to projects, such as invoices from suppliers, invoices to customers, journals from the GL and receipts from purchasing.
- + Employees can enter time and expenses from any mobile device via the MYOB Advanced OnTheGo app.

MYOB Advanced People is a modern, full featured online payroll solution developed on the MYOB Advanced Platform. It's perfect for leading edge businesses who want to take advantage of a modern payroll solution that is embedded within the same platform as your ERP to further simplify your business processes and improve efficiencies.

## Incredibly flexible

MYOB Advanced People is a feature packed payroll solution that has powerful pay item and entitlement functions, catering to many employees needs. It allows for multiple employee pay groups across several pay frequencies, giving you more control to manage payroll, your way.

## Designed with integration in mind

MYOB Advanced People has streamlined pay processes that save time and effort when paying employees, with GL journals and payment batches automatically generated. Advanced People provides information to users in interactive forms without the need to print information out to paper based reports.

Payroll transactions, entitlement accruals and tax liabilities are displayed on-screen, saving time and effort reconciling amounts for both employee pays and government reporting obligations.

## Simplified compliance

Tax compliance for both Australia and New Zealand is made easy with our online tax engine. This means tax rates and thresholds are maintained by MYOB and these changes automatically flow through to you. Rest easy knowing you will always be using the latest rates as defined by the ATO and IRD.



For over 20 years Axsys has been delivering solutions to make life easier for medium to larger sized businesses.



At Axsys we provide on-premise and cloud ERP, Payroll and HRM MYOB products designed for medium to larger more complex businesses, just like yours.

The MYOB Advanced Business suite has three editions available – Standard, Plus and Enterprise.

MYOB Advanced People is a feature packed payroll solution integrated with Advanced Business to yield realtime competitive business benefits. MYOB Advanced is flexible to grow with you when the need arises, and you only pay for the features you actually use.

## Advanced Business Editions

	Standard Edition	Plus Edition	Enterprise Edition
<b>Finance</b>	<ul style="list-style-type: none"> <li>+ Collect and control all financials</li> <li>+ Calculate and track GST</li> <li>+ Multi-currency</li> </ul>	Everything in Standard Edition <ul style="list-style-type: none"> <li>+ Fixed asset management</li> <li>+ Multi-company consolidation</li> <li>+ Cash flow forecasting</li> <li>+ Project accounting</li> </ul>	Everything in Plus Edition <ul style="list-style-type: none"> <li>+ Deferred revenue management</li> <li>+ Cost allocations</li> <li>+ Translate financial reports to foreign currencies</li> </ul>
<b>Inventory Management</b>	<ul style="list-style-type: none"> <li>+ Manage and track stock, across locations</li> <li>+ Manage supplier relationships</li> </ul>	Everything in Standard Edition <ul style="list-style-type: none"> <li>+ Location based inventory mapping (aisles and bins)</li> <li>+ Serial and batch tracking</li> <li>+ Bills of materials and sales kits</li> <li>+ Inventory replenishment using thresholds</li> </ul>	Everything in Plus Edition <ul style="list-style-type: none"> <li>+ Inventory replenishment using demand forecasts</li> <li>+ Other enterprise inventory management features</li> </ul>
<b>Customer Management</b>	<ul style="list-style-type: none"> <li>+ Customer Relationship Management (CRM)</li> <li>+ Discounts, promotions and special pricing</li> <li>+ Lead and contact management</li> </ul>	Everything in Standard Edition <ul style="list-style-type: none"> <li>+ Opportunity management</li> <li>+ Email marketing and campaigns</li> <li>+ Parent-child relationship management</li> </ul>	Everything in Plus Edition <ul style="list-style-type: none"> <li>+ Debt collection</li> <li>+ Service case management</li> <li>+ Service contracts</li> </ul>

	Standard Edition	Plus Edition	Enterprise Edition
<b>Sales and Purchasing Management</b>	<ul style="list-style-type: none"> <li>+ Sales and purchase order entry</li> <li>+ Back order fulfilment processing</li> <li>+ Track landed costs of inventory</li> </ul>	Everything in Standard Edition <ul style="list-style-type: none"> <li>+ Back-to-back purchasing</li> <li>+ Purchase and sales order approvals</li> <li>+ Drop shipments</li> </ul>	Everything in Plus Edition <ul style="list-style-type: none"> <li>+ Automatic packaging and freight calculations</li> <li>+ Purchase requisition and bid management</li> <li>+ Supplier purchase agreements</li> </ul>
<b>Customer Portal</b>	<ul style="list-style-type: none"> <li>+ Customisable content management system</li> <li>+ Contact detail management</li> <li>+ View and download invoices</li> <li>+ View and download statements</li> <li>+ B2B e-commerce shopping cart</li> <li>+ Track sales order status</li> </ul>	Everything in Standard Edition	Everything in Plus Edition <ul style="list-style-type: none"> <li>+ Submit and track service cases</li> <li>+ Customer service knowledge base</li> </ul>

## Advanced People

- Payroll**
- + Fully integrated with all Advanced Business editions, reducing duplication of data entry
  - + Enhanced reporting, GL journals, transaction history, audit tracking and more
  - + Online tax engine provides piece of mind, as MYOB ensures you always use the latest rates
  - + Powerful configuration options catering to many employee scenarios
  - + Allows for multiple employee pay groups across several pay frequencies
  - + Pay and entitlement history recorded and easily accessible

# Want to hear about one of our Advanced Business success stories?

Breast Cancer Network Australia



## Overview

Breast Cancer Network Australia (BCNA) is the peak national organisation for Australians affected by breast cancer, and consists of a network of more than 120,000 members and 288 Member Groups. Widely recognised for its innovative fundraising activities, the ever-increasing complexity of managing its revenue streams put serious pressure on its business systems. BCNA moved up to MYOB Advanced.

## Problem

### System not geared for future changes.

"I wasn't unhappy with Exo; it just no longer suited the way our organisation was headed," Allison Southwell, Head of Corporate Services recalls.

"In recent years the size of our organisation has doubled. With donors becoming more savvy and wanting more information on what their donations are being used for, the level of detail that we need to provide in our reports has increased."

"Because we have so many projects on the go, we needed to break down the accounts in detail for each project. We also wanted something that could integrate with our Salesforce CRM system."

## Solution

BCNA trusted the MYOB brand, and the MYOB Partner recommended a closer look at Advanced. "It looked like a good package and its reporting and integration capabilities really impressed me," says Allison. "The consultants we dealt with were more than accommodating. They helped us work through the issues and showed how we could design Advanced to both help us now and into the future. They questioned how we did things and made us realise that we didn't need to necessarily do it the same way in Advanced, which made us think about our improving our processes."

Allison wanted to implement a sub-accounts structure within Advanced, to handle the issue of project management. It gave BCNA the capability to produce reports based on any dimension within a project, such as Event, Programme, Source and Funder

"Axsys questioned how we did things, which made us think about our improving our processes."

## Outcome

With Advanced's project costing capabilities, Allison can now (for example) set up projects funded by federal government through Cancer Australia and break it down into various revenue streams, delivering detailed accounts for projects that can run for periods ranging from several months to three years.

Salesforce captures about 80% of BCNA's income, so integration with Advanced reduces data entry and the risk of errors, while delivering a transparent audit trail. Advanced also opens up a path to great autonomy for system users in accessing live information.

"Advanced delivers transparency for organisations like ours".

To find out more about MYOB Advanced Business or Advanced People, contact our ERP Specialists.

[www.axsys.com.au/myob-advanced/](http://www.axsys.com.au/myob-advanced/)

