

*Integrated accounting  
stock control software & website  
systems for trading companies*





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## Philosophy

### The Sharp-aX Distribution Software

Designed specifically for distributors, wholesalers and merchants, that is, anyone who buys and sells stock of any kind: Electrical, Plumbing, Fasteners, Food, Janitorial, Bricks, Flowers, Fashion Goods & Roofing are just some of the different industries we work with.

### Our Customers Are Our Partners

We work in partnership with our customers focussed on building strong working relationships from the initial investigative system process meetings to ensure best fit, ongoing care and constant contact via our Training Consultants and Support Teams.

### Collaborative and Pro-Active Support

Our support desk is designed to put the customer first. We work on a collaborative basis meaning whoever you speak to initially owns that query and will keep you up to date with progress. We do not pass our customers from one employee to another - your support agent sources and delivers the solution to you for acceptance.

### We Use Only Powerful & Proven Technologies

Our software, written in C#, runs in a Windows environment, using the .Net and DevExpress frameworks in conjunction with an MS-SQL backend. These are the powerful and proven technologies used by some of the world's largest companies ensuring that your business is supplied with proven reliable software suitable for your needs.

### Our Software is continually Improved & Updated

Our UK team of developers, with feedback from our customers constantly update and improve our core software.

We have only one version of the software and all new features and improvements are available to all customers via three to four upgrades each year included as part of your software contract.

### Forefront of Our Competition & Legislative Changes

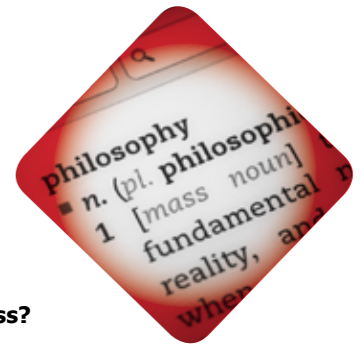
We are at the forefront of all regulatory changes. Our customers are advised well in advance of any mandatory changes such as HMRC MTD - Making Tax Digital and future 2020 HMRC compliance as well as unknown possible Brexit changes.

Our aim is always 'to avoid unnecessary stress for our customers'.

### Every Business is Different

We recognise that not every business is the same and therefore provide a significant number of industry specific optional modules designed to meet exact requirements.

Larger modules such as Delivery Routing and Projects Management are written & trialled in conjunction with our customers in live environments.



### What can the Sharp-aX software do for your business?

- **Save Time/More Efficient = Return On Investment**  
Easy to use tools for your staff to record key business data, keep themselves up to date, and share with colleagues quickly and easily. Enter once for access by all.
- **The Paperless Office** - Save Space with our policy of "no data archiving". No need for paper records - the system will hold all information safely and securely for as long as you need.
- **Proactive marketing** - Use system information to accurately target your marketing campaigns and follow up directly from within our software. Powered by the world leading Google Analytics.
- **Customer Service** - Your knowledge and that of your most experienced staff is held in the system to ensure everyone makes the same/correct decision for your customers.
- **Flexible nominal accounting** - Produce & reconcile your own management accounts – display on one screen. Save thousands of pounds by providing your accountants with instant & accurate information on request.
- **Product on screen images** - Don't rush off to the warehouse to find a product. Show your customers an on screen coloured image or send them a quotation with an image.
- **Cloud services (Azure)** - We have all options for on premise or Cloud solutions.

### One Stop/Long Term Solution & The Last Software you will ever need

The Sharp-aX software is flexible, powerful and complex – it is built to be the heart of your business bringing together all the information your business needs in one place. If your business uses other specialist software, our experienced team will ensure that the specialist software will be tightly integrated as if it were part of Sharp-aX itself.

## Configurations

The standard system incorporates modules for:

<b>Global Search</b>	Search for complete information across the whole system
<b>Sales Ordering with Point of Sale Order Entry</b>	Controlled to help sell the right products at the right price
<b>Invoicing</b>	Consolidated (multi delivery notes to one invoice)
<b>Quotations</b>	With recall and order conversion
<b>Stock Management</b>	Multi site, multi-bin storage, product grading
<b>Purchasing</b>	Against sales orders and/or low stock
<b>Pricing</b>	Comprehensive, lump sum discounting.
<b>Accounts</b>	Chain discounting and CIS Fully integrated
<b>System Reports</b>	Plus customer level report writer and Pivot Tables with pre-set tables and customised own pivots
<b>Dashboards</b>	Control business processes by user/department

## Business Intelligence

**Creation of KPIs (Key Performance Indicators) specific to requirements**

**Option to compare timeframes**

**View as a chart**

**Drill into details**

**Produce scorecards to hold and view KPIs for each area of the business**

**Create messages to aid record completion**

**Creation of workflows to automate business tasks**

## Modules

<b>Inter Company Trading</b>	Seamless automated integration between Companies – purchase orders/ direct deliveries
<b>Email</b>	Where the system replaces your printed paperwork with emails
<b>Web Link Portal</b>	Enables customers to dial in orders. Can be linked to 3rd party websites including Magento
<b>Full Website Integration to Sharp-aX</b>	Package web site for direct regular and occasional customers orders at any time with no rekeying
<b>EDI</b>	Link to other computer systems automatically
<b>Delivery Routing</b>	Using Google / Azure technology and mobile devices
<b>Form Designer</b>	Customer level to print on plain paper, design your own forms quickly and easily
<b>eBay</b>	Integration with eBay market place
<b>SMS Texting</b>	Message to customer's mobile reporting delivery
<b>Coverage Calculation</b>	For tiles, carpets, roof tiles etc
<b>Pro-active Telesales</b>	With history of up to last 6 orders
<b>Works Orders &amp; Bills of Material</b>	For manufacturing operations. Assembly & disassembly of BOMs
<b>Document Scanning Electronic</b>	Delivery note filing on disc

## Modules Continued

<b>Signature Capture</b>	Reduces paper and avoids disputes over product collections
<b>Mobile Warehousing</b>	PDA's - Stock management mobile devices
<b>Shipping Module</b>	Interlink, Tuffnells & Palletways
<b>PDQ Integration</b>	Including online fraud prevention checks
<b>EVO/Veriphone Payments</b>	Process cards using competitive EVO & Verifone services
<b>Luckins</b>	Electrical wholesaler price update service
<b>Third Party Collections</b>	Integrate any Excel row based data in Sharp-aX. Eg: Toolbank, Electrika & Draper Tools
<b>Forecasting</b>	Seasonal stock, minimum, maximum, stock levels (specific seasonal trends: Christmas, Spring, Summer)
<b>Variants</b>	Stock by size, by colour and any other attributes
<b>Postcode Look Up</b>	Customer and supplier look up and easy address entry
<b>HMRC eSubmission</b>	As recognised by <b>HMRC</b> /Tax Digital includes 2020 compliance
<b>Remote Rep's order taking</b>	Via Blue Alligator and Aspin electronic sales catalogue with customer history
<b>KBB Integration</b>	Kitchens, bedrooms & bathrooms online auto purchase and sales orders creation
<b>Stock tracking</b>	Control of stock by batches, serial numbers & expiry dates
<b>Channel advisor</b>	Ability to sell via Amazon, eBay, Shopify, Google and other sites
<b>Publisher</b>	Tracking changes and publishing to external locations
<b>Fixed Asset Register</b>	Track depreciation / amortisation
<b>Fixed Asset Bookings</b>	Trace and manage availability of tools, company cars, machinery and allocations to personnel
<b>Marketing</b>	Integrated email campaigns
<b>Intrastat</b>	European VAT reporting
<b>Catch Weights</b>	Manage variable weight items
<b>CRM</b>	Customer Relations Manager
<b>Projects</b>	Project planning, execution, scheduling, labour management, costs and documents
<b>Food Industry Product Data</b>	Store & retrieve product specification data such as certification, nutritional information & allergens
<b>Advance Costings</b>	Distribution of additional costs to purchased items such as duty, freight and insurance
<b>Erudus Integration</b>	The food industry's collaborative solution to sharing product data Receive latest product specifications from over 2700 food manufacturers
<b>Cinderose Magma Integration</b>	Integration with market places like Tesco, Asda, Co-op and so many more

**Navigation**  
**Import/Export**  
**Screen Layouts**  
**Customer Form Designer**  
**Optional screen colours**

**User system restrictions**  
**Dashboards**  
**Reports**  
**Direct Deliveries**  
**Track history of records**

**Clone records**  
**Custom fields for specific businesses or needs**  
**System set up**

Both the standard system and the range of additional modules are constantly being enhanced. Specific training is available initially or at later stages on site or at Berkhamsted.

## Features

**Multiple sites**  
**Individual site details on forms/reports**  
**Multiple stock locations and warehouses**  
**Multiple stock bins**  
**On screen visibility of company and site stock**

**Stock site to site transferring**  
**Multiple Companies**  
**Internal stock transfers**  
**Shared warehousing facilities**

# The Complete Solution for Wholesalers Distributors & Merchants

## Sales

Minimal keystrokes required

Order/quotation entry from counter & back office to remote & mobile users

Postcode search (optional)

Account details at POS

Repeat/copy previous orders/quotes

Quotations in prestigious output

Conversion of quotes to orders

'Haggle' negotiation tool

Alternative products suggestions

Related products

Product weights

Multiple units of measure

Margin control by total order & order line

Customer buying history during order entry

Check last price paid

'Shopping list' - quick entry

Outstanding quote warning

Customer order ref. warning

On-screen product pictures

Special lines with back to backs back orders, call offs

Special offers

Due dates

Product or customer specific notes on order lines

Direct deliveries (drop shipping)

Cost centres

On-screen turnover by customer

Free-text per order line (100 characters)

Drill down to all information

In stock movements

Purchase orders

Customer account

Details and history of sales by customer

Creation of the following from one screen

quotes⇒orders⇒delivery note⇒invoice collection notes⇒returns note⇒credit note

Full deposit handling system

Negative line discount on sales order

Lump sum discount

Customer contact against transactions for auditing

Credit reason assignment including financial only

Credits against stock

Multiple delivery for each customer

Branch account ordering

Internal and external note recording

Track by order and item

In order purchase ordering

Signature capture

Delivery charges

Contracts

Kits

Prompt payment discounts/settlement discounts

Other validation rules by specific criteria, collection note to sales order

Simple, quick production of orders

Chain discounts

Cash or account or cash account sales

Multiple payment methods

Deposit cash sales

Invoices for deposits

Bulk Barcode input on order entry

Deposit sales payment history

Pro-formas

CODs

Product search words and numbers in any order

Batch traceability with same batch purchase orders

Retention of customers details

Find cash sales by name, postcode or telephone numbers

Daily cash totals report by operator

Cash slip printing/till opening

Percentages in any sequence

Scheduled calls

Purchase pricing

Images

Bulk barcode input

CRM events whilst entering an order

Works orders on order entry

*Leading edge  
technology solutions*



## Purchasing

Creation of the following from one screen

quotes⇒orders⇒goods in note⇒  
quick payments (invoice +  
payments)  
invoice return request⇒goods out  
note⇒credit note

Debit note system

Multiple address functionality

Branch accounting

Stock level reordering

Purchase forecasting

Supplier supported pricing

Alternative supplier details  
and pricing

Rebates

Prompt payment discounts

Purchase History

Back orders



## Stock Management

Stock rankings/grades

Stock search words and numbers in  
any order

Alternative part numbers  
(manufacture/customer)

Alternative descriptions  
(manufacture/customer) and  
alternative barcodes

Simple stock-take routine

Import stock from spreadsheet

Product linked documents

Kitting/assemblies/bill of materials  
(multi level)

Site transfer request from order  
entry (based on stock levels)

Global price updates

Product notepad/remarks

Alternative products

Optional batch traceability

Optional link to product images/  
photographs

Sales & purchase history by month

Non-stocked / obsolete stock

Analyse unmoved stock

Stock exclusion from rebates and/or  
settlement discounts

Stock valuation by average, FIFO

Multiple locations within multiple  
locations

'Quarantine' location for returns in  
Warehouse management

Stock movements, adjustments and  
site transferring

Stock budgeting and seasonal stock  
level recording (minimum, maximum  
and reorder)

Stock level replenishment by  
manufacturing (works order)

Units of measure feature per item  
to allow multiple ordering quantities

Dimension recording

Barcoding by product and customer/  
supplier barcodes (multiple  
barcoding)

Stock categorisation, 3 tier structure

Internal bin transfer

Works orders (assembly, disassembly)

Multilevel

Serial numbers

Variance

Negative selling

Stock allocations

# The Complete Solution for Wholesalers Distributors & Merchants Continues

## Pricing & Discounting

### Trade & retail

- Special net Prices per customer
- % discounts by product/product group
- Sub-group discounts
- Quantity discounts
- Customer business type pricing
- Surcharges
- Branch specific pricing
- Margin/markup based pricing
- Customer Supplier price groups

### Special offers

- Promotions
- Split pack pricing
- Rebates
- Units of measure
- Vouchers
- Surcharges
- Branch specific pricing
- Prompt payment discounts (settlement)
- Chain discounts

## Nominal

- Customisable nominal structure
- Nominal accounts assigned to group
- Nominal group assigned to financial report
- Nominal sub-group to group nominal for reporting purposes
- Daybook to provide journals, prepayments and accruals
- Transferring customer counter payments to bank nominal
- Reconciliation of bank nominal
- Cost centre functionality
- Recurring journals
- Bank payments

## Sales Ledger

- Customer price groups
  - Multiple customer assignments
  - Pricing on discounts, fixed or break options
- Daybook to provide
  - Invoicing and crediting (direct to ledger)
  - Receipts and batch receipt allocation
  - Sales journals and opening balances
  - Sales refunds

- Multiple customer terms to allow changing transaction by transaction
- Single and batch receipts
- Import invoices







## Accounts

Integrated sales, purchase & nominal ledgers  
 No laborious month-end procedures  
 Both period & date driven  
 Multi-company  
 Multi-currency  
 Multi-location  
 Customer/supplier notepads  
 'Explode' transactions on-screen  
 Payment allocation history  
 Aged debtors/creditors listings  
 Supplier invoices/matching  
 Settlement discount  
 Copy invoice reprint  
 VAT reporting/HMRC integration  
 CIS construction Industry Scheme  
 Management accounts - backdated to any period  
 Posting map

Trial balance  
 Profit & loss  
 Balance sheet  
 Budget comparison  
 Bank & cashbook reconciliation  
 Cheque printing  
 BACS (optional)  
 Audit history  
 Intrastat reporting  
 Fixed asset register  
 Exchange rates  
 Cash accounting  
 HMRC Recognised (MTD)  
 Flat rate VAT scheme  
 VAT partial exemption  
 Statement history

## Customer and Supplier Relationship Manager

Options to use system to record geographical location of customer, area, delivery days and routes, sales rep, region, territories  
 Create/maintain contacts for existing or prospective companies  
 Customers and suppliers on one database  
 Create individual contacts, tasks, appointments and events  
 Instigate follow ups  
 Track orders placed by contacts  
 Create tasks/appointments whilst entering an order  
 See the cost of task service provided

Create outlook tasks  
 View all commitments in the calendar  
 Hold a wide variety of business relevant information  
 Include contacts within marketing campaigns  
 Task Manager to ensure good customer service  
 Links to Twitter, Facebook, Skype and Google Maps  
 Supported pricing  
 Marketing

# The Complete Solution for Wholesalers Distributors & Merchants Continues

## Purchase Ledger

- Match Goods In Notes to invoice
- Credit notes
- Single and Batch payment options
- Debit note feature
- Purchase journal and opening balances
- Quick payments
- Update cost centres
- Allocate/unallocate transactions
- Apply additional costs

## Reporting

- Forms and reports in one place
- Design and re-design own reports with built in designer
- Drag and drop functionality & options for configuration
- Save/export form/report into multiple formats inc. Excel
- Report to email body
- Pivot reports
- Charts
- Custom dashboards

## Optional Ancillary Services

- Hardware & System Networking
- Site Surveys
- Systems Processing Analysis
- Office 365 Subscriptions
- Business Anti-Virus Software
- 24/7 Offsite Data Backup Solutions
- Disaster Recovery and Business Continuity Planning Advice
- Integrated Websites
- Web Hosting
- Astra Security website protection

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## What our customers say

" Thank you for the exemplary way my training sessions were carried out, professional, detailed and extremely useful " **Food Services**



" We bought Sharp-aX for the potential to develop and grow our business and we are not disappointed " **Rivets company**



" We were overwhelmed with the hours of work we saved and so quickly " **Commercial Heating & Bathrooms**

" We love Sharp-aX and will tell anyone who wants to know – we don't have to work on our accounts at the weekends anymore " **Fasteners Company**

" For our type and size of organisation, Sharp-aX is an ideal solution and one that we can easily and highly recommend"

**Stone Tiling & Flooring Company**

" First time ever, on Christmas eve, our drivers completed their deliveries and went home on time. In addition, thanks to tight stock control – we have a spare cold room " **Food Services**

" Already it is like having another member of staff and we have all the daily knowledge we need at our fingertips. The sales order processing is splendid "

**Electrical Wholesaler**

" Sharp-aX saves us so much time " **Roofing Supplier**

" Fed up getting to the end of the year to be told that our accounts were a mess & given a bill for thousands of pounds. With Sharp-aX, our accounts are reconciled monthly, we recognise unusual or incorrect costs instantly & our accountancy bills are halved "

**Builders Merchant**





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