sharp aX
COMPUTER SYSTEMS

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

sharp-aX.com

Contents

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.
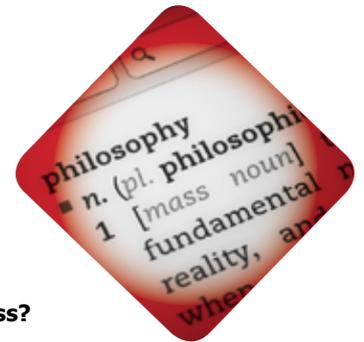
Forefront of Our Competition & Legislative Changes

We are at the forefront of all regulatory changes. Our customers are advised well in advance of any mandatory changes such 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:

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

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

Modules Continued

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

Navigation	**User system restrictions**	**Clone records**
Import/Export	**Dashboards**	**Custom fields for specific**
Screen Layouts	**Reports**	**businesses or needs**
Customer Form Designer	**Direct Deliveries**	**System set up**
Optional screen colours	**Track history of records**	

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	**Stock site to site transferring**
Individual site details on forms/reports	**Multiple Companies**
Multiple stock locations and warehouses	**Internal stock transfers**
Multiple stock bins	**Shared warehousing facilities**
On screen visibility of company and site stock	

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 leve 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, dissassembly)

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

Integrated accounting stock control software & website systems for trading companies

What our customers say

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

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

" 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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