

Information Brochure

Introduction

TBS CleverPLUS™ is the most complete business and accounting package under \$10,000 on the market today. We have a software package that ticks all the boxes for:

- + Complete in its range of controls required to run your business.
- + Ease of use.
- + Fully featured with accounting and business controls.
- + Best accounting setup of any software.
 - ❖ Run a period close in minutes and have a balance sheet or P&L in minutes.
 - ❖ Journalize adjustments and send direct to GLA without posting everything again.
 - ❖ Fix core data to avoid unnecessary journals to adjust journals (locked at owner level).
- + Most advanced set of customer pricing options available.
 - ❖ Multiple sell prices – 7.
 - ❖ Customer price discounts by product group.
 - ❖ Customer contract pricing for individual stock items.
- + Live inventory/stock control so adjustments are automatically reflected at invoicing etc.
- + Budgets and auto update of actual balances against your budgets.
- + Goods and services tax control – whether it is GST, VAT, BTW we offer multiple tax rates by product, updatable by product group and reportable for any period you define.
- + Very fast on a network – we have a 10 user multi-license that flies on a standard XP network.
- + 22+ years of business software experience so we have stood the test of time.
- + Fully integrated between all modules so no unnecessary re-keying of data.
- + Drill down review of data i.e.: at customers review products sold, invoices, quotes, receipts, RAs, jobs, and similarly at suppliers see products purchased, creditor invoices and payments.
- + 14 levels of security to allow business owners to control who sees and does what set to 3 main levels: ownership, management and staff.
- + Parameter driven reports that give you the greatest control over what data is included in your reports and always allows for a date range plus where appropriate customer no. supplier no, product number range etc.
- + Contact management including key personnel, mail merge and appointment diary
- + Jobbing control for production items to enable full specialty manufacture/packaging etc.
- + Time cards for recording work by time, task, client, employee as required.
 - ❖ Full professional update to invoicing with your input all the way.
 - ❖ Production staff can fill the time cards themselves for your stats/wage input.
- + Payroll and personnel data with batch payroll facilities and user defined taxation rates.
- + Cashbook with full bank reconciliation, worksheet, forecasting.
- + Purchase orders and integrated receiving controls – auto transfer to supplier invoice.
- + Quoting integrated with invoicing and jobbing. Also includes a copy function.
- + Product bill of materials and full costing control as well as multiple sell prices (7).

- + Multiple invoice types.
 - ❖ Full invoicing with multi-line product sales including discounts/auto tax/full description of sold items.
 - ❖ POS invoice in checkout style which supports bar code scanning.
 - ❖ POS invoice in standard format that allows price updates/discounts etc.
- + Business plan section + a full contact management system integrated with debtors/creditors.
- + Setup area and end of month review area menu.
- + Business utilities such as product breakeven, loan/lease calculator, assets and depreciation.
- + Complete section of personnel & business utilities in a separate section.
- + The list goes on...

TBS CleverPLUS includes all the elements required in a management and accounting system, namely:

Accounts Receivable	General Ledger	Quoting
Accounts Payable	Invoicing	Purchasing
Stock Control	Payroll	Cashbook
Bank Reconciliation	Costing	Multi-Company
Marketing	Personnel	Sales Control
Jobbing	Job/Time Cards	Additional Utilities

TBS Program Listing – a guide to some of our software outside of the retail products

Main Programs	Corporate, Business Accounts, Business Accounts (Alternate Jobbing), Company, Retailer Plus, Retailer, Representatives Sales (Linked to Bus-Accounts OR Retailer Plus), SOHO, Engineering, Wine Industry (Wet Tax) – Complete Franchising System
Special Programs	Transport, Importer (Standard Version), Curtain/Blinds Manufacturer, Van Distributors (Profit Centres-1 client 50 vans), Share & Money Manager, Loans Manager, International Labour Control
General Programs	Booking/Seminar Service, Cable Manufacture, Clothing Wholesaler, Clothing Representatives (linked to Wholesaler), Computer Retailer, Contacts Manager PRO, Equipment Hire, Exhibitions Management, Food Manufacturer, Framing Supplies/Manufacture, Frozen Food Storage/General Storage Systems, Gas Bottle Hire/Distribution, Hairdressing Supplies Retailer, Home, Internet Interface i.e.: TBSIA, Internet Provider (ISP) Accounting, Internet Provider Software (sub-agents), Manufacture-Doors/Joinery, Manufacture- Light poles, Manufacture- Nails, Manufacture-Playgrounds, Membership & Supply, Nuts & Bolts Wholesaler/Retailer, Payroll, Pets Transport, Purchasing – For the group, Sign Manufacturer, Vehicle Hire, Wholesale Fruit Markets, Many Other Client Variations

We optimized **TBS CleverPLUS™** for medium to larger businesses and to work very fast on a network for up to 10 concurrent users. Make no mistake this software leaves MYOB, Quicken and Sage in the shade and completely behind our high business standards for functionality, ease of use and use on a network. The network issue would be the single biggest problem with our competitors because they are much slower, were geared only for small business, and have lagged behind acceptable standards for years whereas TBS has been geared for speed, profit and management control.

TBS Software has been in operation since 1986 supplying turnkey solutions to a vast range of businesses. Our other website www.tbsoftware.com.au Corporate heading - has details of some of the industries and products that we sell and have sold for over 22 years. From day 1 we provided solid software that did the accounting better than anyone else, handled customer price matrixes far beyond our competitors and provided upgrades and modifications to suit various industries.

The program you will review:

- ❖ **TBS CleverPLUS™** has all the traits of a full blown corporate system but made easier for the 99% of businesses that do not have 100+ terminals accessing mainframe solutions.

Our products are network ready, work very fast on your personal workstation or as a client in a network in a client server format. Most of the world businesses and homes use a 2-6 user LAN (local area network) and we provide 10 users out of the box for our software. This gives you the scope to grow, gives us a definite advantage on the opposition who charge a heavy premium for extra users beyond their 3 available with the original 'premium' editions

We also have listened to our large installed base of over 800 businesses, covering the franchising sector for which we have the largest complete solution in the world today, corporations with multi-branch operations, specialty businesses in all works of business life: retailing, wholesaling, growers control, storage, transport, engineering, light manufacturing, event management, equipment hire, hospitality, bakeries, booking agency, contracting, concreting, specialty manufacturing, blind manufacturing which would also be the most complete solution in the world today, finance sector, government departments, insurance, safety products and controls, S4 drugs controls, meat auctions... etc...

Our main thrust as a business was to build world class solutions for the medium business market. We wanted to have a core solution that only required minimal adjustment to add variations (specific modules) that satisfied the need of a particular industry but still provided the complete solution. There are many software solution providers that have created small 'front end' packages that did a few tasks but was never integrated, was never standard software and most often did not work as it should. We wanted and achieved the total control of a business from within 1 software package.

We have watched the smaller end of the software market being abused by inferior products that are quite frankly abysmal on a network, where every upgrade provides a new angst for the business management and where the software just does not work the way business should. We come from a larger corporate methodology and have now weighed into this market. TBS has not previously dabbled in the mass software market, whilst we have been ready for some years, for fear of adulterating the market we normally work within, namely software within the realm of \$20,000 to \$200,000. Within the mass market there needs to be value and a price point to achieve success. TBS has more than enough of the value and performance to put us well ahead of any opposition on a worldwide scale, and from today, we are prepared to meet our competition head-on.

TBS Savings

We are selling a **multi** user version of **TBS CleverPLUS™** for **\$5500**.

Our opposition generally has a price point around \$4,400-16,000

With TBS you save approximately 200% on the original purchase cost of comparative software

The extra features found in **TBS CleverPLUS** add hundreds if not thousands of additional value to our purchase cost savings

Our network license will be 10 users

Our opposition generally has 3-5 users

With TBS you save approximately 300% in the cost of additional network users

All things considered TBS is a very low price for a great product. Options within the **TBS CleverPLUS** product such as Job/Time Cards, Jobbing/Contract Management, Payroll, Business Plan, Contact Management are worth the cost of the software in their own right, and this is all provided as integrated sections within one of the most advanced invoicing, accounting and general business software products on the market.

Modification Savings

TBS are experts in modifying software to your specific needs. Most business entities have specific ways they wish to control certain business tasks and through TBS modifying the **TBS CleverPLUS™** program you can achieve a unique product that does exactly what you require for a fraction of the cost in development of a new solution. TBS Software has over 2000 programmed solutions which we can add and modify to suit your requirements. We do not need to re-invent the wheel and cost your business a bundle of money as many other solution providers will do. Please request a quote for the functions that you need to alter and we would be happy to add this to the total job.

We only work on a firm quote and actual charges relative to the quote so there are no surprises for anyone. We get paid and you are happy with the work completed.

Speak to a TBS representative today for an answer to your software needs...

- Replace or automate the work tasks of an employee
- Integrate solutions to your existing software
- Add functionality to how you have worked for many years
- Add controls to manage a business remotely etc etc

Adding modifications to suit your specific business could save you many thousands of dollars.

TBS *CleverHOME*

Just look at some of the options available with **TBS CleverHOME** (included at no cost):

- ✚ Contacts listing to manage your contacts (also by separate members of your family), card lists, phone lists, emergency numbers list.
- ✚ Send your faxes, letters and attachments to emails and retain a record for future reference.
- ✚ Do your shopping list and choose from 320 products entered for your convenience.
- ✚ Keep track of all your DVDs, CDs, Videos, Records and other items.

- + Keep all your birthdays and special events and list important dates by month.
- + Maintain children activities and automatically update an appointment 4 times in advance.
- + We have a recipe area to maintain and possibly share your favorite recipes (print included).
- + Our loan calculator includes a complete load schedule to track principal and interest payments plus the balance of a loan at any point in time... useful for your mortgage.
- + Tax calculator allows you to check the tax charged against your income or future income.
- + The budget planner is a detailed weekly/fortnightly/monthly/yearly planner that covers all income and expenses with 22 pre-defined categories and then the ability to add as many other areas as required via a linked sub-table. This also includes a copy function so you can set the parameters and then copy to a new date.
- + Budget planner actual to enter actual income + expenses incurred by your home etc and then run the comparison to your budget and obtain a detailed report showing actual versus budget.
- + Keep a diary and also has the provision to project up to 4 diary items in advance automatically whilst you can manually enter as much as you wish.
- + Personal profiler where you can list your strengths and weaknesses, life changing events and goals, and assess where you are at. I did this with my children and they were amazed at the insight it provided into their own characters.
- + Property purchase register enables you to list properties under review or actually owned by yourself with a guide to loan repayments if you choose to purchase.
- + Personal information database for your medical records, inoculations, and other information.
- + Track cash income and expenditure by person or project.
- + Personal budget allows you to enter any categories or time frames to plan major ins/outs.
- + Asset register allows you to list all assets, store pictures, calculate depreciation etc
- + Equipment maintenance allows you to list household/work items and maintain a maintenance and cost log against each item. Just keep track of all your car costs for tax purposes or to decide when it is best to replace because maintenance is costing more than repayments!
- + Investments Manager is a more than useful tool to completely control your investments in:
 - ❖ Shares
 - What, when, how much and when sold including brokerage controls.
 - ❖ Loans
 - Loans and money held on short/long term investments.
 - ❖ Equity
 - Equity financing.
 - ❖ Other
 - Ability to track other investments in a complete broker/client or personal type arrangement. Also linked to payments and receipts cashbook. You can enter broker details, client details and manage/track against these people/firms.
- + Stock market analysis allows you to record share pricing for your shares or those shares that you wish to track for movement and potential returns.

TBS CleverPLUS



Main features as highlighted:

- ✚ Full Customer Relations Management (CRM) including quoting, invoicing, statements etc Note that Point of Sale (POS) is also included in 2 formats: standard and checkout modes.
- ✚ Full Supplier control with purchase orders updating to receiving/creditor's invoicing.
- ✚ Full cashbook with receipts and allocations management, payments and supplier invoice allocation, cashflow worksheet with a dynamic net cash position, cashflow forecasting.
- ✚ Full jobbing control that allows a project/job/process to be completely managed for materials, labour and profit control including automatic updates from supplier invoices relative to the job and automatic upload to customer invoicing.
- ✚ Full stock control with a live transaction update at each data transaction and required reports.
- ✚ Time Cards or Job Cards that allow allocation of time against tasks you define to enable control of direct and indirect functions, auto upload to jobs and cross linked to payroll. There is also an automatic professional invoicing process where you can check the hours to be charged, alter as required and set the charge rate for an invoice.
- ✚ Full GST/VAT/BTW etc tax control with audit facilities.
- ✚ Full Payroll and Personnel section which also includes batch payroll runs.
- ✚ Full Accounting / General Ledger (GL) with journals, trial balance, auto P&L, auto balance sheet, budgets and auto analysis against the GL, work in date periods or accounting periods, send your data to your accountant in his/her ledger format.
- ✚ A full range of business utilities additional to the TBS Extra options.
- ✚ Full Business Plan for your planning needs and forwarding to banking/lending institutions.
- ✚ End of Day/End of Month controls that help you to handle everything in a structured manner.