Integrated accounting
stock control software & website
systems for trading companies

sharp-aX.com
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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 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:

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

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

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

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

**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, 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 price groups
- 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

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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

“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

“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

“Thank you for the exemplary way my training sessions were carried out, professional, detailed and extremely useful”

Food Services