sharp aX
COMPUTER SYSTEMS

Integrated accounting order processing stock control software & website systems for trading companies

sharp-aX.com

We have no answer phone. Call us – we are always delighted to hear from our customers.

Contents

sharp aX
COMPUTER SYSTEMS

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, Jewellery, Fashion Goods, Builders and 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 the 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 HMRC compliance as well as 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.
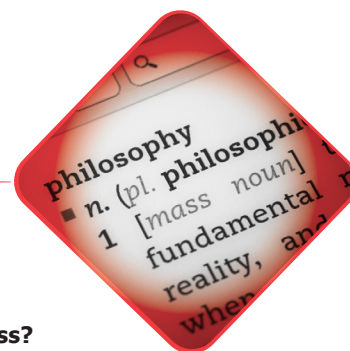
Larger modules such as Delivery Routing apps, and Projects Management are written & trialled in conjunction with our customers in live environments.

**What can Sharp-aX
software do for your business?**

- **Save Time/Increase Efficiency = Return On Investment -** Easy to use tools for staff to record key business data, keep themselves up to date and share with your 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 required.

- **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.

- **Servers and Cloud services (Azure)** - We have all options for on premise or Cloud solutions.

- **Automate your processes** - i.e. Produce and print delivery notes and invoices when orders picked and ready to go.

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

The Sharp-ax software is flexible, powerful and user friendly. Keeping complexity behind the scenes, 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	One click to convert to orders/invoices
Stock Management	Multi site, multi-bin order level management
Purchasing	Direct, linked to sales orders and direct deliveries
Pricing	Flexible pricing inc. lump sum discounting, quantity breaks & chain disounting
Accounts	Flexible nominal ledger, cost centre and fully integrated CIS and Deposit invoicing supporting full & partial VAT exemptions.
System Reports	Customer level report writer and Pivot Tables with pre-set tables and customised own pivots
Dashboards	User tailored screens to aid business analysis & streamline processes

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
Automate mailing of invoices and shipping orders

Mobile Apps

Sales App	**Empower your Sales Team** Check sales history, stock, account details. Process orders and payments
Warehouse App	**Stock Take on-the-go** Batch/Serial control, goods in & shipping
Delivery Routing App	**Optimise Deliveries** Proof of delivery via signature & images Partial/damaged goods recording Instant Head office updates Collections & returns

Modules

Advanced Costing	Distribution of additional costs to purchased items such as duty, freight and insurance
Amazon SP-Seller & Vendor	Integration with the Amazon market place
Catch Weights	Manage variable weight items
Channel Advisor	Ability to sell via Amazon, eBay, Shopify, Google and other sites
Cindercone Magma	Integration with market places : Tesco, Asda, Co-op and many more
Coverage Calculation	For tiles, carpets, roof tiles etc
CRM	Customer & Supplier Relationship Manager
Delivery Routing	Using Google / Azure technology and mobile devices
Document Scanning	Automatically scan & store POD's & other documents within the system
eBay	Integration with the eBay market place
EDI	Link to other computer systems automatically
Email	Replace your printed paperwork with emails
Erudus Integration	The food industry's collaborative solution to sharing product data. Receive latest product specifications from over 2,700 food manufacturers
Fixed Asset Register	Trace and manage availability of tools, company cars, machinery and allocations to personnel. Track depreciation / amortisation
Food Industry Product Data	Store & retrieve product specification data such as certification, nutritional information & allergens
Stock Forecasting	Seasonal stock, minimum, maximum, stock levels (specific seasonal trends: Christmas, Spring, Summer)

Modules Continued

Form Designer & Reporting Tools	Customer level design tools to create & change forms & reports easily
Fully Integrated Website	Orders & payments auto downloaded to the system, Customer access to own price structure/discounts + order history, invoices & statements
HMRC eSubmission	Recognised by HMRC/Tax Digital includes ongoing compliance
Inter Company Trading	Seamless automated integration between Companies – purchase orders/ direct deliveries
Intrastat	Declare goods moved in & out of the UK
KBB Integration	Kitchens, bedrooms & bathrooms online auto purchase and sales orders creation
Linnworks	Integration with multi-channel order management online platform for sellers selling on eBay, Amazon, Magento, Shopify and others.
Loyalty Points Scheme	Award points to your customers for their purchases
Luckins	Electrical wholesale catalogue integration allowing easy product creation & price updates
Marketing	Integrated email campaigns
mSeller	Integration with mobile sales for tablets & smart phones
Open Banking	Access your bank accounts & transactions directly
PDQ Integration EVO/Veriphone Payments	Online fraud prevention checks Process cards using competitive EVO & Verifone services
Postcode Look Up	Customer and supplier look up and seamless address entry
Pro-active Telesales	With history of up to last 10 orders
Projects	Project planning, execution, scheduling, labour management, costs and documents
Promotions	Powerful & flexible module for promotional campaigns including buy x get y free, buy xy get z free, buy x get y discount and many more combinations
Publisher	Tracking changes and publishing to external locations
Remote Rep's order taking	Via Blue Alligator, mSeller & Aspin electronic sales catalogue with customer history
Shipping Module	Royal Mail, DPD & DPD Local, Panther Logistics,Tuffnells & Palletways
Signature Capture	Avoid disputes over product collections & reduces paper
SMS Texting	Automated text to customers advising deliveries, order ready for collection etc
Stock batch/Serial tracking	Control of stock by batches, serial numbers & expiry dates
Third Party Catalogues	Integrate any Excel row based data in Sharp-aX. Eg: Toolbank, Euronics, Electrika & Draper Tools
Tradeplace Integration	Provides access to all manufacturers' Stock levels, Product availability, Product information & order status
Variants	Stock by size, by colour or any other attributes
Web Link Portal	Enables customers to place orders and self manage their account. Can be linked to 3rd party websites including Magento
Works Orders & Bills of Material	Manufacturing operations. Assembly & disassembly of BOMs

Features

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**	**Click to dial**

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

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 within 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

Manual and auto write-offs

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 including VAT

Deposit cash sales

Deposit sales payment history

Negative line discount on sales order

Lump sum discount by value or percentage

Customer contact against transactions for auditing

Credit reason assignment including financial only or stock return

Credits against stock

Multiple delivery addresses for each customer

Branch account ordering

Internal and external note recording

Track by order and item

In order purchase ordering

Signature capture

Delivery charges

Contract pricing

Prompt payment discounts/ settlement discounts

Kits

Other validation rules by specific criteria

Collection note to sales order

Simple, quick production of orders

Quick swap items

Chain discounts

Cash, account or cash account sales

Multiple payment methods

Cash back option at till

Bulk Barcode input on order entry

Pro-formas

CODs
Search by words, numbers & characters 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

Scheduled calls

Purchase pricing

Item purchase history

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⇨invoice
- Quick payments⇨invoice (Invoice + Payments)

Debit note system

Multiple address functionality

Branch accounting

Stock level reordering

Central purchasing

Purchase forecasting

Supplier supported pricing

Alternative supplier details and pricing

Rebates

Prompt payment discounts

Purchase History

Back orders

Stock Management

Stock search words and numbers in any order

Statistics

Alternative part numbers (suppliers/customers)

Alternative descriptions (suppliers/customers) 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 notes/remarks

Alternative products

Optional batch traceability

Optional link to product images/photographs

Sales & purchase history by month/week

Non-stocked/obsolete stock

Analyse unmoved stock

Stock exclusion from rebates and/or settlement discounts

Aged stock valuation by average, last, List cost

Stock range/grades

Multiple locations within multiple warehouses

Stock movements, adjustments and site transferring supplier/customer

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)

Barcode creation

Stock categorisation, 3 tier structure

Internal bin transfer

Works orders (assembly, disassembly)

Serial numbers

Variance

Negative selling

Stock allocations

Expiry dates

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 incl. BOGOF & Multibuy

Split pack pricing

Rebates

Units of measure

Vouchers

Surcharges

Branch specific pricing

Prompt payment discounts (settlement)

Chain discounts

Contract pricing

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

Editable journals

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 quantity 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

Flexible credit control options

Customer and Supplier Relationship Manager

Fully customisable CRM

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

Multi payment terms by customer to allow

Include contacts within marketing campaigns

Task Manager to ensure good customer service

Links to Twitter, Facebook, Skype and Google Maps etc

Supported pricing

Marketing

Accounts/Contract pricing

Open banking access your bank accounts and transactions directly

Integrated sales, purchase & nominal ledgers

No laborious month-end procedures

Both period & date driven

Period lock options

Multi-cost centre

Multi-currency

Multi-location

Customer/supplier notes

'Expand' transactions on-screen

Payment allocation history

Aged debtors/creditors listings

Supplier invoices/matching goods in

Settlement discount

Copy invoice reprint

VAT reporting/HMRC integration

CIS Construction Industry Scheme

Management accounts - backdated to any unlocked 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

VAT Reverse Charge

VAT for imports.

Statement history

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

Integrated accounting, order processing, stock control software & website systems for trading companies

Reporting

Forms and reports in one place

Design and re-design own reports with built in designer

Drag and drop functionality & options for configuration

Export for/report into multi formts inc Excel, PDF

Create standard email/text responses

Pivot reports

Charts

Custom dashboards

KPI's

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

Web Integration to Xero

Web Integration to Sage

What our customers say ...

" **We have been very impressed with Sharp-aX since the start of our project** "

"From many meetings discussing our personal requirements through to our go-live Sharp-aX have been brilliant.

We had a very tight deadline for go-live and they met our needs and delivered.

The software is so customizable and can easily be done by yourself on many occasions so you can really tailor the software to your needs and if by some small chance the software cant already do it, the development team back at Sharp-aX head office always meet your needs and come up with the solution.

Would highly recommend the software to anyone, we moved from Sage 200 and this software was a breath of fresh air to our company "

Food Company

" **The installation has gone very well** "

"we got on well initially with the Sharp-aX training team and it has progressed since then. It is completely modern and we particularly like the way we can change the screens to suit our individual needs".

Sharp-aX upgrade their installations four times a year to ensure all systems are kept up to date.

Andersons demonstrate a concern to look after their customers as well as possible and these relationships together with other business associations will ensure that their success will continue way into the future "

Roofing Supplies

" **Excellent service every time** "

"I have used Sharp-Ax for a number of years with two different companies, Five star service every single time. Nothing is too much trouble, always happy to help and emails answered within a couple of minutes. No complaints, excellent company and people to work with.

Kitchens & Bathrooms

" **It has been a great success** "

Mark Collins, the TC Fixings Director, who runs the website has found that the majority of the orders have been placed by new by by customers. The existing account customers have so far continued to use the traditional method of ordering from TC's 130,000 item stock file. The number of web orders has grown dramatically month on month.

TC Fixings is receiving customer reviews (which they publish) complimenting them on their fast and friendly web performance.

Fixings & Fasteners

" **We are Glenterrin Ltd**
- a family run business.
We used the Sage 100 ordering system for over 25 years but needed a more modern & flexible system. We contacted Sharp-aX Computer Systems and haven't looked back. Their patience & helpfulness along the journey has been fantastic. Throughout the process, they have suggested & delivered great bespoke work on multi showroom branding, VAT deposit invoicing and so much more.

We have been up and running with Sharp-aX since August 2018 and it has transformed our business in so many ways.

We have 6 retail showrooms, business partner franchises and contract accounts throughout Scotland - all selling at different discounts.

The Sharp-aX software handles deposit VAT invoicing with ease, allocates bin locations for products and we now have a 'great stock control system'.

Sharp-aX is easily adapted to suit your business needs. If you are looking for a change in computer systems, then look no further than Sharp-aX. The team at Sharp-aX is always there to help with any questions or enquiries we have. The result is always a resolution thus enabling us to continue running our business efficiently"
Kitchens & Bathrooms

Nationwide Supplies was started outside Buntingford in Hertfordshire by two brothers, Jamie and Adam Brown. They also opened a showroom in Buntingford. From a computer system point of view they started, as so many companies do, with a simple system which they outgrew in a short time. They ordered a 5 user SQL system from Sharp-aX Computer Systems in Berkhamsted in August 2015 and went live in January 2016.

The new system has worked very well with ease of use and dramatic improvements in speed, especially in the trade counter. As Adam says "Customers congratulate us on how much quicker we serve them now. Without Sharp-aX we could well have needed another person on the trade counter."

Nationwide is still looking to use the system's capabilities and are aware that we are the biggest web trading country in the world. They have also installed the Sharp-aX integrated website which enables their customers to place orders directly into the system using their account or paying with a credit card or by "click and collect".

Their next stage is to install the Sharp-aX Delivery Routing module, the Tool Bank interface and possibly the Sales-i capability.

What Jamie and Adam have accomplished in such a short space of time is outstanding and we congratulate them and are sure of a continuation of their achievements.
Builders Merchants

" **Excellent Software** "
" We have used this software for a number of years and as part of our package we get the latest upgrades free.

The program is constantly evolving and we find the new features very useful. Upgrading is done after work hours so that there is no disruption to our business "
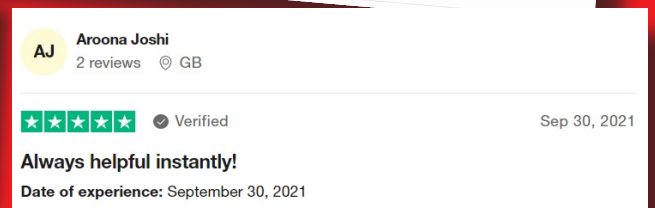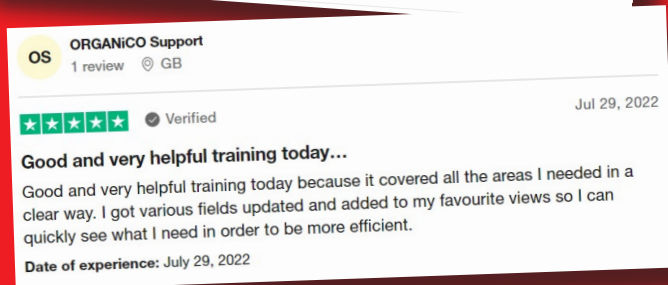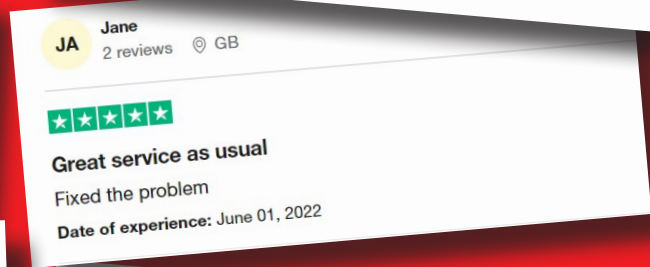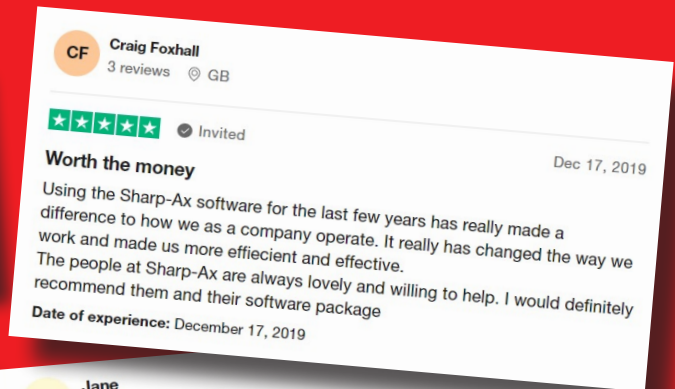**Fixings & Fasteners**

Check out our Trust Pilot Reviews ...

sharp aX
COMPUTER SYSTEMS

Sharp-aX Computer Systems Limited
R&R House | Northbridge Road | Berkhamsted
Hertfordshire | HP4 1EH

T 01442 505 950 | www.sharp-ax.com

E web@sharp-ax.com

sharp-aX.com