

MYOB Advanced

# Cloud solutions for bigger business



**momentum**  
SOFTWARE SOLUTIONS

Take your business to the next level

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# Advance your bigger business

MYOB Advanced is transforming the way larger Australian and New Zealand businesses work. It includes the Advanced Business and the Advanced People suite. MYOB Advanced Business is an online business Enterprise Resource Management system (ERP) and MYOB Advanced People is an online payroll system.

The Advanced Business and People suites deliver an end-to-end business management system that provides ERP and payroll functionality on a single platform. The benefits of this unified system are realised when information flows between functions, reducing duplication of effort, manual data entry and real-time business insights.

MYOB Advanced will eliminate hardware costs, giving you a fully customisable platform for a convenient monthly price. And your online data is securely stored locally, giving you the flexibility and freedom to work the way you want.



# MYOB Advanced platform benefits

## 1 Easy

### Helping larger Australian and New Zealand businesses succeed

As the leading local provider of business management software in Australia and New Zealand, MYOB has a rich history of innovation and leadership in business management, payroll and Human Resource (HRM) software. That's why we've partnered with Amazon Web Services (AWS), a best-in-class, high availability data centre. Located in the Sydney region, AWS uses the latest technology to ensure working with MYOB Advanced Business and Advanced People is a hassle-free, seamless experience.

### Professional support and expert knowledge

For over 25 years, more than a million businesses have trusted MYOB for their accounting and business needs. MYOB Advanced software is implemented and supported by our MYOB Partner Network across Australia and New Zealand. MYOB Accredited Partners provide expert advice and work directly with you to match the right system to your business needs, both now and into the future.

## 2 Better value

### Convenient monthly pricing plans

Now you can transition to a sophisticated, functionally rich system without a large upfront investment. MYOB Advanced Business and Advanced People are available for a convenient monthly subscription. Straight forward pricing options allow you to better plan and manage your business expenses throughout the year. You can also change your subscription plan to best suit your changing business needs.

### No hardware to maintain

MYOB Advanced delivers extensive functionality without the need for complex and expensive servers or your own data centre. Users access MYOB Advanced from any browser based device making it an ideal solution for companies with multiple locations and/or a mobile workforce.

### Grows with your business

As your business grows, so can your MYOB Advanced system. It's designed to be fully customisable, meeting your current business requirements while being flexible enough to meet future demands. Developed with scalability in mind, it will continue to support the growth and evolution of your business. That means you don't need to waste money investing in new software.

## 3 On the go

### Work anywhere, anytime

MYOB Advanced gives you the freedom to work securely online – anywhere, anytime. You have the flexibility to work from any device, all you need is a web browser and internet connection to access real time information, wherever and whenever you want. It's easy to set up and the user interface can be customised to meet the needs of the individual user.

Better still, the MYOB Advanced OnTheGo app can provide quick and easy access to a number of employee, CRM, distribution and service processes enabling staff to query and update transactions anywhere, anytime.



# MYOB Advanced Business suite

Experience a fully featured business management system that covers your entire business operations, from administration to warehouse and everything in between. Every area of your business can benefit from MYOB Advanced Business. Whether it's reduced administration time, greater stock control or real time management reports - the gains are considerable and extensive.

## Powerful features

- + Organisational workflow engine lets you define actions and approval requests.
- + Send email notifications to users, customers and suppliers when certain conditions are satisfied, like a shipped order or an assigned lead.
- + Customise screen views to match your business process – add or remove fields, make fields mandatory or change their position.
- + Use interactive dashboards and a full content-managed Wiki to quickly provide users with relevant business information.

## Effective inventory management

- + Maintain detailed information on your inventory including supplier codes, barcodes, cost and sell pricing history.
- + Track inventory levels and costs across multiple warehouses and locations.

- + Advanced inventory management features include serial and batch tracking, kit assemblies and bin locations with pick priorities.
- + Manage multiple customer and supplier price lists including order discounting policies.

## Streamlined sales and purchasing

- + End-to-end sales order and back order management, including freight calculations and automatic customer notifications.
- + End-to-end purchase order and landed cost tracking.
- + Advanced purchasing features including blanket orders, purchase requisitions and bid management, and forecast based purchasing, blanket orders and purchase requisitions.
- + Interactive customer portal that allows customers to view and download invoices and statements, check inventory, add to cart and then check out sales orders.

### **General ledger and accounting**

- + Enterprise level financial and budgeting features.
- + Full support and handling for multi-currency.
- + Multi-company support with inter-company consolidation.
- + Manage and understand your cash position with cash flow forecasting and reporting.
- + A full suite of financial analysis reports, including GST and BAS reporting.
- + Fixed asset management.
- + Debt collection, payment instalments and a range of other tools to simplify business management.

### **Integrated CRM and customer service**

- + Maintain a database of prospects, customers and contacts.
- + Manage leads and easily convert to sales orders.
- + Create marketing lists and email campaigns to connect with prospects and customers.
- + Collect leads from your website.
- + Track service cases and tasks logged by your customers.
- + Publish a knowledge base via the customer portal.

### **Automated field service operations**

- + Track and manage every detail of your field operations.
- + Maintain a real-time view of the technician's progress on the job.
- + Track all assets owned by you or your customer and schedules preventative maintenance.
- + Connect your staff with mobile services where they can access routes, future appointments, customer information and last-minute updates.
- + Track warranty classes according to models of equipment, improving customer satisfaction.

### **Comprehensive project accounting**

- + Track and report on projects, tasks and budgets.
- + Automate project billing with our pre-defined allocation and billing rules engine.
- + Allocate transactions and costs from other Advanced modules directly to projects, such as invoices from suppliers, invoices to customers, journals from the GL and receipts from purchasing.
- + Employees can enter time and expenses from any mobile device via the MYOB Advanced OnTheGo app.

### **Optimise manufacturing operations**

- + Plan and manage inventories, costs and manufacturing processes.
- + Schedule production on shop floor and track material and labour costs.
- + Create estimates for new and existing items.
- + Generate time-phased manufacturing and purchasing plans for optimal inventory availability.
- + Manage sales activities, streamline procurement processes and automate order fulfillment.
- + Meet customer demands by setting accurate and reliable delivery dates.

### **Effectively manage construction projects**

- + Manage projects, budgets and track all activities, issues, change orders, project documents and job costs.
- + Access a complete view of your project details - including real-time field updates.
- + Gain insight into job costs, including cost to complete, cost at completion and percentage of completion which will help to accurately forecast and estimate future projects
- + Document management of plans, contracts, specifications, submittals etc.
- + Streamline field management with daily field reports.
- + Effectively manage lien waivers and releases, insurance certificates and status updates.

# MYOB Advanced People suite

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MYOB Advanced People is a modern, full featured online payroll solution developed on the MYOB Advanced Platform. It's perfect for leading edge businesses who want to take advantage of a modern payroll solution that is embedded within the same platform as your ERP to further simplify your business processes and improve efficiencies.

## Incredibly flexible

MYOB Advanced People is a feature packed payroll solution that has powerful pay item and entitlement functions, catering to many employees needs. It allows for multiple employee pay groups across several pay frequencies, giving you more control to manage payroll, your way.

## Designed with integration in mind

MYOB Advanced People has streamlined pay processes that save time and effort when paying employees, with GL journals and payment batches automatically generated. Advanced People provides information to users in interactive forms without the need to print information out to paper based reports.

Payroll transactions, entitlement accruals and tax liabilities are displayed on-screen, saving time and effort reconciling amounts for both employee pays and government reporting obligations.

## Simplified compliance

Tax compliance for both Australia and New Zealand is made easy with our online tax engine. This means tax rates and thresholds are maintained by MYOB and these changes automatically flow through to you. Rest easy knowing you will always be using the latest rates as defined by the ATO and IRD.



# MYOB Advanced Business Editions

At MYOB, clients drive our world. For over 25 years we've been developing and delivering solutions to make life easier for business of all shapes and sizes.

MYOB has been a large player in the Australia and New Zealand bigger business sector for many years. We have on-premise and cloud ERP, Payroll and HRM products specifically designed for larger more complex businesses, just like yours.

The MYOB Advanced Business suite has three editions available – Standard, Plus and Enterprise. MYOB Advanced People is a feature packed payroll solution integrated with Advanced Business to yield real-time competitive business benefits. MYOB Advanced is flexible to grow with you when the need arises, and you only pay for the features you actually use.

	Standard Edition	Plus Edition	Enterprise Edition
<b>Finance</b>	<ul style="list-style-type: none"> <li>+ Collect and control all financials</li> <li>+ Calculate and track GST</li> <li>+ Multi-currency</li> </ul>	Everything in Standard Edition <ul style="list-style-type: none"> <li>+ Fixed asset management</li> <li>+ Multi-company consolidation</li> <li>+ Cash flow forecasting</li> <li>+ Project accounting</li> </ul>	Everything in Plus Edition <ul style="list-style-type: none"> <li>+ Deferred revenue management</li> <li>+ Cost allocations</li> <li>+ Translate financial reports to foreign currencies</li> </ul>
<b>Inventory Management</b>	<ul style="list-style-type: none"> <li>+ Manage and track stock, across locations</li> <li>+ Manage supplier relationships</li> </ul>	Everything in Standard Edition <ul style="list-style-type: none"> <li>+ Location based inventory mapping (aisles and bins)</li> <li>+ Serial and batch tracking</li> <li>+ Bills of materials and sales kits</li> <li>+ Inventory replenishment using thresholds</li> </ul>	Everything in Plus Edition <ul style="list-style-type: none"> <li>+ Inventory replenishment using demand forecasts</li> <li>+ Other enterprise inventory management features</li> </ul>
<b>Customer Management</b>	<ul style="list-style-type: none"> <li>+ Customer Relationship Management (CRM)</li> <li>+ Discounts, promotions and special pricing</li> <li>+ Lead and contact management</li> </ul>	Everything in Standard Edition <ul style="list-style-type: none"> <li>+ Opportunity management</li> <li>+ Email marketing and campaigns</li> <li>+ Parent-child relationship management</li> </ul>	Everything in Plus Edition <ul style="list-style-type: none"> <li>+ Debt collection</li> <li>+ Service case management</li> <li>+ Service contracts</li> </ul>
<b>Sales and Purchasing Management</b>	<ul style="list-style-type: none"> <li>+ Sales and purchase order entry</li> <li>+ Back order fulfilment processing</li> <li>+ Track landed costs of inventory</li> </ul>	Everything in Standard Edition <ul style="list-style-type: none"> <li>+ Back-to-back purchasing</li> <li>+ Purchase and sales order approvals</li> <li>+ Drop shipments</li> </ul>	Everything in Plus Edition <ul style="list-style-type: none"> <li>+ Automatic packaging and freight calculations</li> <li>+ Purchase requisition and bid management</li> <li>+ Supplier purchase agreements</li> </ul>



	Standard Edition	Plus Edition	Enterprise Edition
<b>Customer Portal</b>	<ul style="list-style-type: none"> <li>+ Customisable content management system</li> <li>+ Contact detail management</li> <li>+ View and download invoices</li> <li>+ View and download statements</li> <li>+ B2B e-commerce shopping cart</li> <li>+ Track sales order status</li> </ul>	Everything in Standard Edition	Everything in Plus Edition <ul style="list-style-type: none"> <li>+ Submit and track service cases</li> <li>+ Customer service knowledge base</li> </ul>
<b>Project Accounting</b>		<ul style="list-style-type: none"> <li>+ Project cost management</li> <li>+ Manage complex billing</li> <li>+ Time and expense management</li> <li>+ Accountant's Assistant (hub for Accountant's)</li> </ul>	Everything in Plus Edition
<b>Field Service Management</b>		<ul style="list-style-type: none"> <li>+ Service Management</li> <li>+ Equipment Management</li> <li>+ Send orders and appointments to mobile devices</li> <li>+ Warranty tracking</li> <li>+ Preventive maintenance schedules</li> </ul>	Everything in Plus Edition
<b>Manufacturing Edition</b> (Part of the Manufacturing user bundle)		<ul style="list-style-type: none"> <li>+ Bill of Material/Routing</li> <li>+ Material Requirements Planning (MRP)</li> <li>+ Production Management supporting multiple types of manufacturing environments</li> <li>+ Create detailed Manufacturing estimates</li> <li>+ Product configurator tool to enhance quality and accuracy in manufacturing complex products</li> <li>+ Integrates with Finance and Inventory Management</li> </ul>	Everything in Plus Edition

# MYOB Advanced People

## Payroll

- + Fully integrated with all Advanced Business editions, so all your data is in one place
- + MYOB Advanced People ensures you are always using the latest tax rates
- + Powerful configuration options catering to many employee scenarios
- + Allows for multiple employee pay groups across several pay frequencies
- + Employee self-service allows employees to update personal details and apply for leave and managers can approve these leave requests
- + Enhanced payroll reporting, transaction history, audit tracking and more
- + Pay workflow runs through, time entry, variable entry, to GL posting, payment creation, tax agency submission and payslip distribution.

Want to know more?

Visit [momentumsoftwaresolutions.com.au/solution/myob-advanced](https://momentumsoftwaresolutions.com.au/solution/myob-advanced)

# Momentum MYOB Advanced success story



ATP Science has achieved phenomenal business growth in recent years - averaging 200-300% per annum. This Brisbane-based manufacturer and distributor of nutrition and body-building products is moving seriously into the export market, a feat it says it could never have achieved without its MYOB Advanced cloud-based ERP system.

## Overview

ATP Science is a company that believes in "Nature knows best". They specialise in developing supplements derived from all natural ingredients to help improve every aspect of health and well-being. For years ATP Science has pioneered the utilisation of natural ingredients paired with scientific research to produce products that not only enhance physical performance but also mental and hormonal performance too.

Toni Doidge co-founded ATP Science – one of Australia's leading science-backed health and supplement brands with her husband Jeff and friend, lead scientist and naturopath Matt Legge. The 3 founders developed the philosophy of the company and it is simple – Be amazing and create exceptional value by achieving more than what the customer thinks is possible.



## Problem

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### Systems not communicating

When ATP decided to set up its own manufacturing plant, with a plan to go international, the limitations of its legacy business systems became apparent. Using Cloud-based DEAR software for inventory management and purchase order, and Xero for financial management was a nightmare.

When they started their own manufacturing things for worse - legacy systems couldn't put together a manufacturing run or create a product from a set of ingredients and follow it all the way through to inventory with costings, etc. ATP needed something that could handle production as well as the inventory, and in various warehouses.

The lack of communication between the two systems was also creating cash flow problems. ATP didn't trust its financial data and its creditors were complaining about money it didn't even know was owned.

Compling reports was a regular ordeal involving spreadhseets and pivot tables, and given the proplems it was hacing keeping track of its on-the-road sales team's figures, it know a better system was needed if it was to become a successful exporter.

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“ When we started manufacturing, our nightmare increased tenfold.

## Solution

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### Integration delivered via the cloud

To fulfil its exporting ambitions ATP needed a single solution that solved all the problems, and it has to be a cloud-based system for convenience, so everything on the IT side could be managed internally.

"The integrated inventory and financial control were the biggest things for us" says Toni Doidge ATP Director.

After consulting AusIndustry, a division of the Department of Industry, Innovation and Science, ATP were introduced to Momentum and MYOB Advanced. The problems and needs were discussed and subsequently a solution was created, with the key attraction for ATP being the integrated JAAS Advanced Manufacturing Software (JAMS) module, which streamlines the process of filling batch order with pre-configured lists of materials.

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“ We wanted a system that wasn't just for us now, we wanted a system that is going to work even if we continue this growth rate for the next 10 years. I believe MYOB Advanced will this for us.

## Outcome

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### A huge boost for business

The impact MYOB Advanced has had on the business was apparent from day one and ATP has only just started realising its full capabilities. These days, Accounts, Warehousing and Production all integrate with each other, and paperwork has virtually been eliminated.

Another thing of the past is the daily stock-take of products on the shelves. Advanced delivers live data that is automatically updated as the finished good enter the various warehouses.

Reports are now much more easily accessible, with MYOB Advanced offering an unprecedented level of information, while cash flow analysis is also vastly improved. In terms of expanding the business, forecasting can be done for the year ahead which is especially important for ATP who have a strong focus on growth.

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“ We have a system that can manage our manufacturing and distribution processes in one package. But more importantly we know that we can trust our data - that's a massive relief.

To find out more about MYOB Advanced or MYOB Advanced People, talk to, Momentum Software Solutions, your MYOB Advanced Platinum Business partner today.

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