



Take your business to the *next level*

Momentum Software Solutions

Capability Statement



Diamond
Partner



Partnership

Our Values, Vision and Mission are all centered around our customers.

To earn customers' loyalty, we listen to them, anticipate their needs and act to create value in their eyes.

Values:

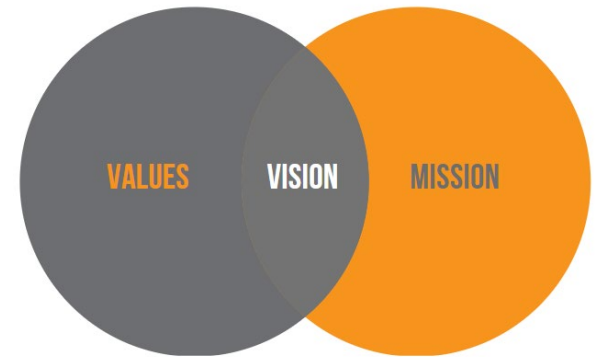
- Customers to Life
- Working Together
- Learning and Embracing Change
- Balance in Life

Vision:

Empowering People in Business

Mission:

We work with our customers to take their business to the next level, by delivering tailored software solutions through partnerships, cooperation and trust.



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About Momentum Software Solutions

- ✓ MYOB Enterprise Diamond Partner
- ✓ MYOB Channel Partner of the Year 2022
- ✓ Experienced team of accredited MYOB consultants
- ✓ Based in the Sunshine Coast & Brisbane
- ✓ Provide implementation, training, customisation, integration and support services

250+

CLIENTS

15+

YEARS IMPLEMENTING
ERP SOFTWARE

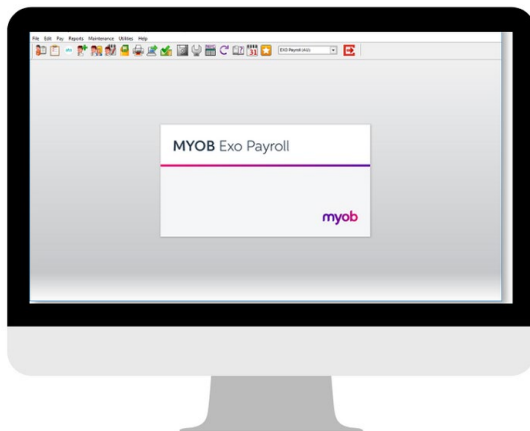


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Our 'Exo' Expertise

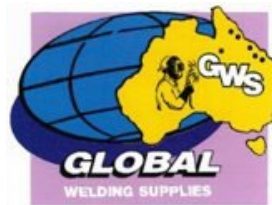
- 140+ Active MYOB Exo Sites across multiple sectors, using all Exo modules.
- 5 Certified Exo Consultants and Exo Support Team
- 3 Certified MYOB Exo Developers
- 2 Full Time Project Managers
- Service Delivery Manager
- Customer Success Manager
- A range of Momentum Add-ons developed for Exo.
- Completed various integrations incl WMS, BI, AP Automation etc.



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Some of our clients



Menu of Services

- Implementation of MYOB Exo – all modules
- Upgrades and implement new features
- User Training (on-site and online)
- Support (phone, email, portal)
- Report Design / Dashboards / Excel Odata Reports / Velixo Reports
- Integration and custom Development
- Business Process Review
- Business Consulting and Planning
- Project Management



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Our Methodology



Our Methodology

MYOB Advanced Implementation Plan



Key Milestones and Dates for ABC Company

Phase #	ERP Project Phases	Responsibility	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8	Week 9	Week 10	Week 11	Week 12	Week 13	Week 14	Week 15	Week 16	Week 17	Week 18	Week 19	Week 20
1.0	Project Initiation & Pre-Scoping Data Review	Momentum & Client	█																			
2.0	Data Cleansing	Client		█	█	█	█															
3.0	Scoping & Process Review	Client		█	█																	
4.0	Software Configuration	Momentum				█	█															
5.0	Trial Data Conversion	Momentum						█														
6.0	Solution Walk-Through - Super User/s	Momentum & Client							█													
7.0	Forms Development	Momentum							█													
8.0	Reports Development	Momentum								█												
9.0	Customisations/ Integrations	Momentum								█	█											
10.0	Preparation for User Training	Momentum & Client										█										
11.0	End User Training Sessions	Momentum & Client											█									
12.0	End User Testing and Acceptance Sign Off	Client												█	█							
13.0	Go-live Readiness Meeting	Momentum & Client														█						
14.0	Go-live Preparation	Momentum															█					
15.0	Final Data Conversion	Momentum & Client																█				
16.0	Go-live - Live Transaction Processing - 1st Month	Client																	█			
17.0	Post Implementation Phase	Momentum & Client																			█	█



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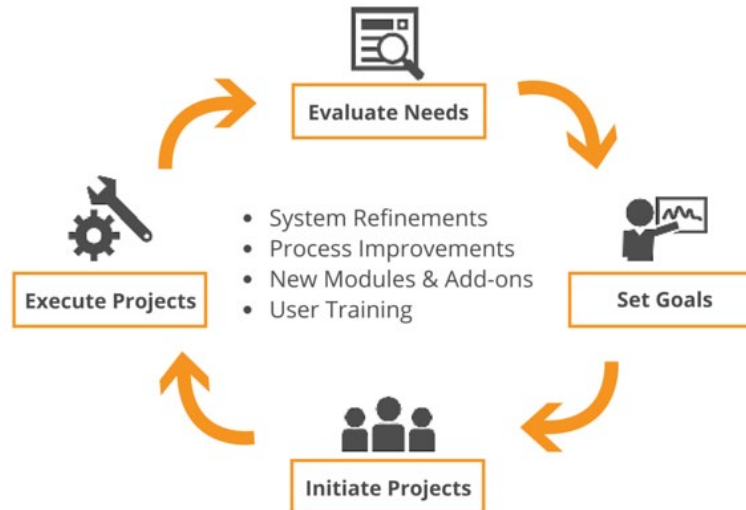


Post Go-Live Services

Business as Usual



Continuous Improvement



Post 'Go-Live' Services

What is included in the Service Plan?

1. Telephone and email assistance with "how to" questions in relation to using the software
2. Access to our On-Line Support Logging system
3. Access to our State-of-the-art Remote Support Software
4. Access to the online Knowledgebase
5. Working on faults and errors that occur in relation to a software fault
6. Working on faults and errors in standard MYOB Advanced reports and forms
7. Fixes to data that was created due to user error or lack of knowledge
8. Provision of upgrades to the software, both product and delivery of software
9. Monthly newsletter via email outlining hints and tips, new releases and up and coming events
10. Regular and on-request reports detailing the status of issues logged by Momentum
11. Invitation to our Customer Forums run 2x a year



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Post 'Go-Live' Services

Additional Services Available from Momentum (Projects)

1. On-Site Consulting
2. Solution Review and Health Checks
3. Training services
4. New reports or forms, or modifications to reports or forms
5. Installation of software on new servers or workstations or troubleshooting server, network or pc issues that affect the software (e.g. security, permissions, virus protection).
6. Changing the configuration of the software to meet new or changed business requirements.

We treat these requests as 'Projects' and proposals can be provided on request. Customers can elect to allocate these Projects against Pre-Paid Services.

Note: Momentum does not provide Accounting, Bookkeeping or reconciliation services



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Post 'Go-Live' Services

MOMENTUM PREPAID SERVICES PLAN					
Approx Consultant Hrs	Hourly Rate			Total	Tick One
	Support	Consultant	Developer		
20	220	230	240	4,400	<input type="checkbox"/>
40	210	220	230	8,400	<input type="checkbox"/>
60	190	200	210	11,400	<input type="checkbox"/>
80	180	190	200	14,400	<input type="checkbox"/>
100 +	170	180	190	17,000	<input type="checkbox"/>

+ customers can choose to purchase > 100 Hrs, there is no cap

Prepaid services purchased is based on the Consultant Rate. Services consumed against the prepayment are at the applicable rate depending on the Consultant and Nature of Work.

Travel to and from the customer's location greater than 30 mins is charged at 50% of the Consultant's Rate.

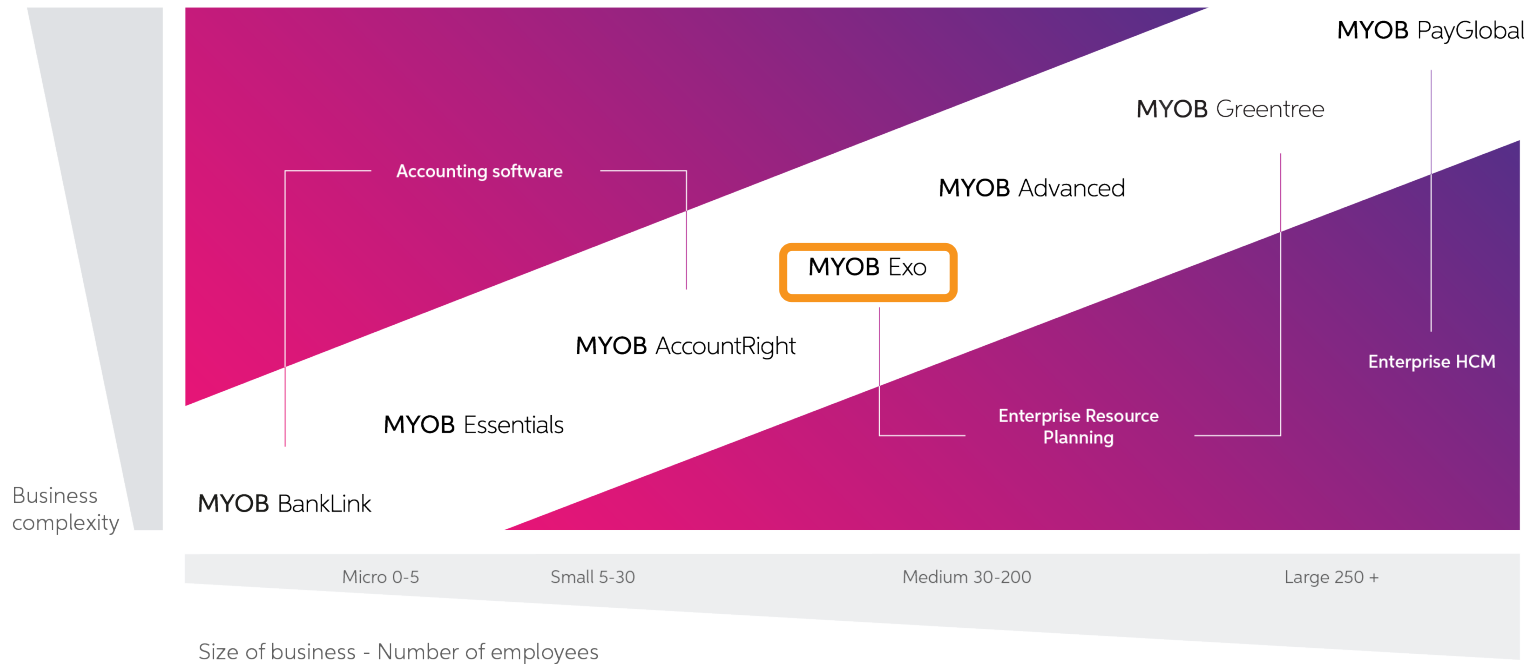
For customers in South East Qld the origin of travel is Momentum's nearest office (Brendale, Maroochydore).

Usage Reports are provided showing work completed and the remaining value of prepaid services.



Average Prepaid Hours for General MYOB Exo Support in First 12 Months

MYOB Software Overview



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MYOB Exo

On-premise ERP designed for growing businesses that need company-wide insight and control

- ✓ Greater insight across your entire operation
- ✓ Precise, thorough reporting at your fingertips
- ✓ Powerful, flexible and customizable
- ✓ A system that grows with your business

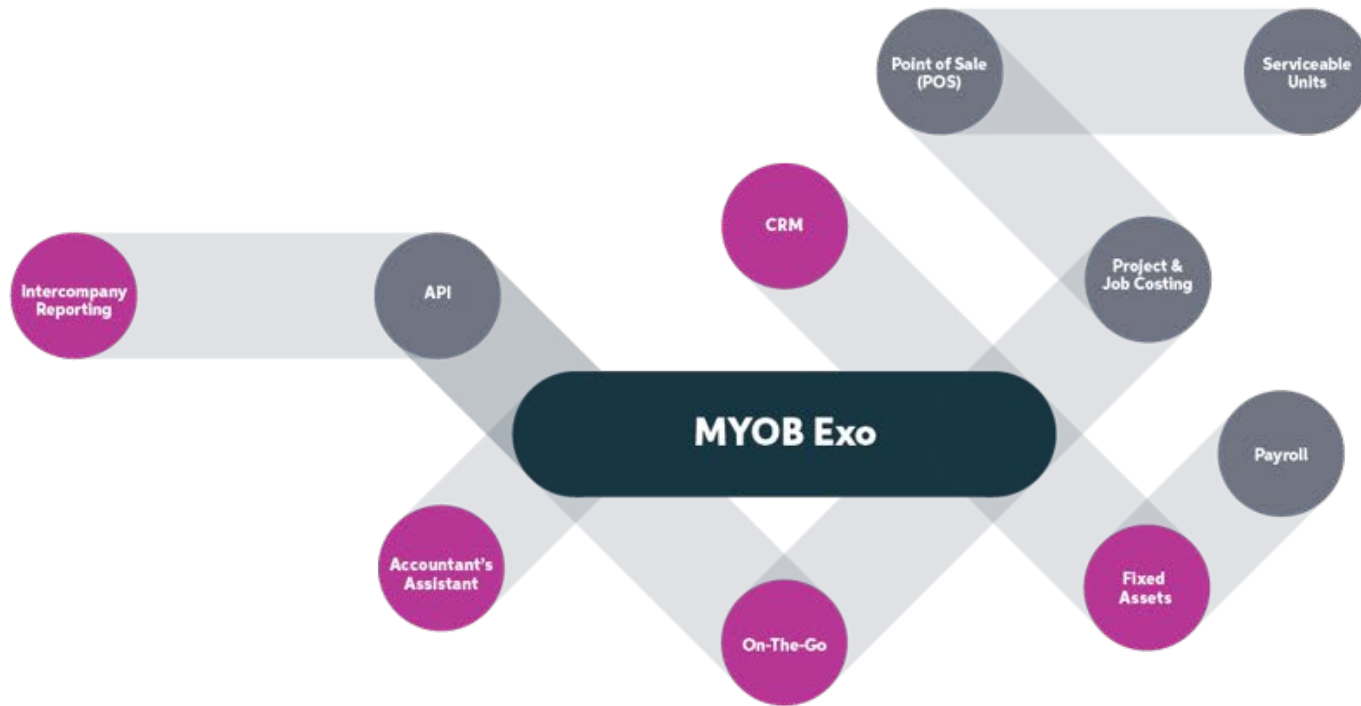


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MYOB Exo



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Momentum Add-ons – MYOB Exo

Momentum **Approval Advantage + Requisitions**

Streamline your invoice, purchase order and requisition approval process

[Learn More](#)

Momentum **Asset Advantage**

Extending MYOB EXO's functionality to better manage your most valuable assets

[Learn More](#)

Momentum **Auditor**

Track changes to your data

[Learn More](#)

Momentum **Easy Maintenance**

Quickly and easily create backups of your MYOB EXO database

[Learn More](#)

Momentum **Job Cost Advantage**

Enhanced job costing features

[Learn More](#)

Momentum **Job Costing Report Suite**

A must have for every job costing business

[Learn More](#)

Momentum **Payroll Link**

Auto-inserts and updates employees from Exo Payroll into MYOB Exo Business (Staff) and Job Costing (Resources)

[Learn More](#)

Momentum **Price Update**

Easily manage your pricing and margins

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Momentum **Progress Claims**

Create progress claims based on a job's completion percentage

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Momentum Add-ons – MYOB Exo

Momentum **Custom Report – Purchase Clearing (GRNI) Reconciliation**

Designed to provide an understanding of the goods inwards process

[Learn More](#)

Momentum **Report Scheduler**

Easily distribute reports across your organisation

[Learn More](#)

Momentum **Stock Replenishment**

Written to include demand from additional sources and calculate the requirements based on alternate suppliers, alternate calculations and warehouse structures

[Learn More](#)

Momentum **Timesheet Advantage**

Enter timesheets directly against a job, ready for invoicing

[Learn More](#)

Momentum **Workflow Engine**

Save time by automating repetitive tasks

[Learn More](#)

Momentum **DAINTY Integration Utility**

Validate, transform and import data into the Exo database

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The Exo Ecosystem

Productivity Tools

- + Budgeting
- + EDI
- + Inventory Optimisation
- + Foreign Exchange
- + Electronic Signature
- + Marketing Automation
- + Document Automation

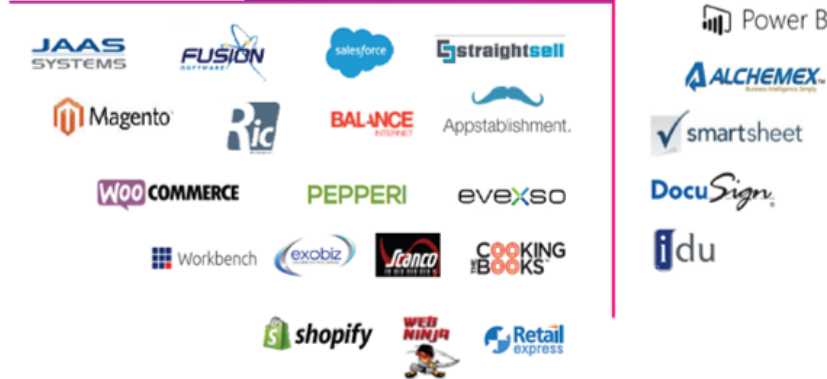


Module Extensions

- + Asset Management
- + Expense Management
- + Receivables Management
- + Shipping & Freight
- + Human Resources
- + Workforce Management
- + Rostering

Industry Solutions

- + Wholesale Distribution
- + Manufacturing
- + Retail
- + eCommerce
- + Food & Beverage
- + Hospitality
- + Construction



Business Intelligence

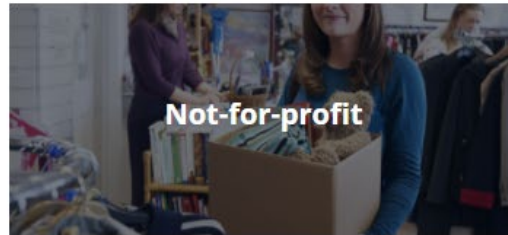
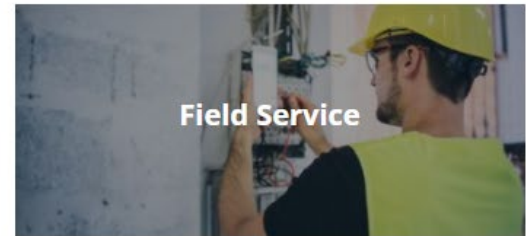
- + BI Reporting
- + Forecasting
- + Analytics

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Solutions for every industry



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Find out more

Looking for more information?

Visit the below websites for more information about MYOB's ERP Software, and how it can help take your business to the next level.

<http://www.momentumsoftwaresolutions.com.au/>

<https://www.myob.com/au/enterprise>

<https://momentumsoftwaresolutions.com.au/solution/myob-exo/>

<http://help.myob.com.au/exo/videos/index.htm>



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