



>> Pastel Evolution

: When should my business consider Pastel Evolution?

With the South African economy growing at a faster rate than most others in the world, many local businesses are in the enviable position of seeing their companies grow. As positive as this growth is, change always brings challenges and shifting requirements.

To cater for changing needs in the financial software arena, Pastel has ensured its applications can adapt and grow with its customers. For example, Pastel Partner allows you to add users and modules to enhance your software as and when needed.

"One of Pastel's competitive advantages has always been the ease with which customers of Pastel Xpress can upgrade to Pastel Partner, and how easily Pastel Partner customers can add users and modules," says Steven Cohen, MD of Softline Pastel. "However, the time may come when your company grows further and needs an **integrated CRM and business activity solution** to support your continued growth."

Did you know?

Pastel offers your business a seamless upgrade path. The Pastel range provides growing businesses, right from start-up to medium size enterprises, with flexible and feature rich management software.

Pastel Evolution delivers an entirely new dimension in business management software. With CRM interwoven into the core accounting application, Pastel Evolution brings all aspects of your business operations together in one easy-to-use interface, providing you a holistic view of your operation.

Is your business ready for Pastel Evolution?

Which companies should convert from Pastel Partner to Pastel Evolution?

Pastel Evolution is built on Microsoft's SQL server database which is a true client server application ensuring stability and data integrity.

- **Businesses with over 10 users:** The limitation of processing large volumes of transactions and increasing number of users no longer applies thanks to increased scalability and speed across the network.

- If you would like to empower and make employees more productive. With Pastel Evolution, **Customer Relationship Management (CRM)** is interwoven into the core accounting application. The CRM module allows for an efficient flow of communication within your organisation to build and maintain relationships with your customers and suppliers.

- Pastel Evolution provides several other **modules** not offered in Pastel Partner. These include:
 - Serial number tracking
 - Job costing
 - Pricing matrix
 - Customer account consolidation
 - Customer credit risk management
 - Annuity billing
 - Case lots (units of measure)

If you think your business may be ready for Pastel Evolution, you'll be pleased to know that we've developed a **conversion programme** that allows you to transfer your data from Pastel Partner to Pastel Evolution. The conversion provides for the following Masterfile information with balances:

- General Ledger
- Accounts Receivable
- Accounts Payable
- Inventory
- Warehouses
- User Defined Fields

Launched just over a year ago, Pastel Evolution has exceeded expectations and is highly acclaimed by customers. Market research conducted in August 2004 indicates the success of this product and that it has established itself as a respected brand in the Pastel stable of products.

Want to know more ?

For more information about converting from Pastel Partner 2004 (V7) to Pastel Evolution, contact us on:

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Tips & tricks

: Cleaning House

In each edition of Pastel Insight we will endeavour to bring you helpful **Tips and Tricks** aimed at making your life easier when it comes to solving common queries. In this issue we focus on deleting inactive customer and supplier accounts.

Deleting Inactive Customer and Supplier Accounts

In the course of time, every company will need to delete customers or suppliers with whom they no longer trade. Pastel Partner 2004 makes this easier by making an **Assistant** available to guide you through the process. Simply click on **Change**, then select **Delete Inactive Customers/Suppliers** and follow the prompts (see below for the complete step-by-step instructions).

There are two prerequisites when deleting customer and supplier accounts:

- You can only delete an account that has a **zero balance**.
- You can **not** delete an account that has an **invoice history**. Therefore, you may need to delete the invoice history prior to running this **Assistant**.

Also remember: Although Pastel Partner 2004 keeps customer and supplier transactions for up to two financial years, this does not prevent an account from being deleted.

A Step-by-step approach to deleting inactive customer and supplier accounts

1. Click on **Change**.
2. Click on **Delete Inactive Customers / Suppliers**.
3. The **Choose the Operation to Perform** screen is displayed.
4. Select the relevant option.
5. Click on **Next**.
6. The **Choose an Account to Retain Transactions** screen is displayed.
7. Select the relevant option.
8. Click on **Next**.
9. The **Account Range** screen is displayed.
10. Enter the relevant information.
11. Click on **Next**.
12. The **Specify Activity Criteria** screen is displayed.
13. Select the relevant option.
14. Click on **Next**.
15. The **Customer / Supplier Notes** screen is displayed.
16. Select the relevant option.
17. Click on **Next**.
18. The **Confirm Operation** screen is displayed.
19. Ensure that the information on the screen is correct and then click on **Process**.

Contact us



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Pastel takes home the prize again

At the ninth annual CRN Outlook Awards in November last year **Softline Pastel** was declared the **overall winner in the Channel Champions Awards category** for the second successive year. Various Pastel channel initiatives contributed to winning this prestigious award, but of note was the launch of a dedicated Reseller Zone Web site. Also, Pastel achieved particularly high ratings for product quality and value for money in the survey.

The CRN Outlook Awards are positioned as the premier barometer to measure the success of vendors and distributors within the solution provider channel for two primary reasons. Firstly, the survey involves the channel directly with its results conducted by an independent researcher and secondly, the research is audited by an actuary to ensure precise statistical results. Solution providers were asked to rate their preferred distributor in each category relevant to the line of business they are in and Softline Pastel came out tops again!

Thanks for your feedback!

In a survey we ran in December last year, you provided us with valuable insights into how you view the Pastel brand and products. In conducting the survey, we randomly selected a sample from our database and received feedback from 363 customers and 112 Channel/Business Partners - an excellent response. Your opinions were honest, informative and often inspired, and will help guide our future communications.

All the survey's respondents were entered into a prize draw to win an **Apple iPod** (40 GIG) valued at **R3 900**, as well as an **iTrip** (radio transmitter). **And the winners are...**

- **Melanie Brasher of M Brasher Accounting Services from Welkom for the consumer survey, and**
- **Yolinda Schubert of YD Schubert from Durban for the Channel/Business Partner survey.**

Congratulations to the winners and thanks to all the respondents for your time and thoughts.

About Pastel Stationery

Pastel offers a range of professional, pre-printed stationery for your business that's convenient and ready to use. **Pastel Stationery** has been specifically designed to match our Pastel Accounting software layouts and presents your information in a clear and logical manner. If you buy four boxes or more in a single order, Pastel will pick up the courier costs to any South African address. To order now contact us on: **Johannesburg (011) 290 2710 • Durban (031) 566 3670 • Cape Town (021) 680 9000 • Email: sales@pastel.com**



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