

A photograph of two men in a warehouse setting. The man on the left is holding a handheld scanner and pointing it at a cardboard box. The man on the right is sitting on a cart and looking at a tablet. They are both wearing light blue shirts and ties. The background shows warehouse shelving and boxes.

Cloud Solutions  
for Bigger Business

## Cloud Solutions for Bigger Business

MYOB Advanced is the cloud based business management system (ERP) set to transform the way larger Australian and New Zealand businesses work. By eliminating hardware costs, MYOB Advanced gives you a fully customisable platform for a convenient monthly price.

Your business is supported and your data is stored locally to ensure that you can continue to grow by being more flexible and mobile than ever before.

**It's the right time to advance your business.**

# 1 Easy

## **Making Business life easier specifically designed for larger Australian and New Zealand businesses**

As the leading local provider of business management software solutions in Australia and New Zealand, MYOB has a rich history of innovation and leadership in the business management software space. The MYOB Advanced suite is a fully integrated and customisable business management solution, designed to meet the cloud computing needs of a growing business. MYOB has partnered with Amazon Web Services (AWS) a local best-in-class high availability data storage centre. Located in the Sydney region, Amazon uses the latest technology to ensure the best possible user experience. (For more information on the benefits of using a local data storage centre – see our Advanced Data Centre and Architecture Fact sheet)

## **Benefit from the support and expert knowledge of the MYOB Partner Network**

For over 20 years, more than a million businesses have trusted MYOB for their accounting and business needs. MYOB Advanced is implemented and supported by our MYOB Partner Network across Australia and New Zealand. MYOB Accredited partners provide expert advice on the MYOB Advanced range and work directly with you to match the right solution to your business needs, both now and into the future.

## 2 Better Value

### **Straightforward monthly pricing plans deliver better value**

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

### **Customise to suit your needs, with the flexibility to grow as you do**

As your business grows, so does its complexity and the need to invest in more capable business management software. The fully customisable MYOB Advanced platform is designed to meet your current business requirements while being flexible enough to meet future demands. This platform has been adopted globally and is utilised by world-wide leading businesses enjoying the benefits of greater flexibility. Developed with integration in mind, it can support growth as your business continues to evolve.

### **No hardware to maintain reduces costs**

MYOB Advanced delivers extensive functionality without the need for complex and expensive servers or your own data centre. Together with simple implementation, this has made accessing a highly functional business management system a reality for more Australian and New Zealand businesses.

## **3** On The Go

### **Get access on the go, anywhere, anytime**

A true cloud system designed to help businesses be more flexible by working online, MYOB Advanced increases work efficiencies and makes your business more mobile than ever before. Working from any device, all you need is a web browser and internet connection to access real time information, wherever and whenever you want.

# MYOB Advanced Business

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, be it reduced administration time, greater stock control or real time management reports - the gains are considerable and extensive.

Our local certified network of MYOB Advanced Business Partners manage all implementation, training and support so you receive the expert, individual attention your business deserves.

## **Harness the power, efficiency and flexibility of the MYOB Advanced cloud platform for your business.**

- + Using the organisational workflow engine - 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 plus item and 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.
- + Interactive customer portal allows customers to view and download their invoices and statements.

### **General Ledger and Accounting Support**

- + 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 through to closure.
- + Publish a knowledge base via the customer portal.

### Comprehensive Project Accounting

- + Track and reports on projects, task break downs and project 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 AR & AP, journals from GL and costs from purchasing.
- + Employees can enter time and expenses from any mobile device via the employee portal.



## Is Advanced the right fit for me?

MYOB develops solutions for business of all shapes and sizes. MYOB EXO and Advanced are both specifically designed for the larger more complex business.

At MYOB Clients drive our world. For over 20 years MYOB have been developing and delivering solutions that make business life easier.

You may be surprised to learn that MYOB is a large player in the bigger business sector. MYOB EXO and MYOB Advanced are both specifically designed for larger more complex businesses.

MYOB EXO (our on-premise solution) is already the largest selling mid-sized ERP in Australia and New Zealand. MYOB Advanced is a cloud based ERP for business who want to use cloud based technology.

	On premise solution	Cloud (SaaS) based solution
<b>Cost</b>	Up front investment for software (and on site server infrastructure and support)	Pay as you go, per user, per month
<b>Hardware</b>	Select and use your own hardware and system platform	Uses Amazon Web Services, Sydney Region Data Storage Centre – so you can operate in the Cloud
<b>Security</b>	You control your own security and back ups	Get worldwide best practice security and back ups through Amazon's Sydney Region data centre
<b>Updates and Maintenance</b>	Hardware and software is maintained and updated by you when you want	Updates of software and hardware are automatically done for you – subscribers are always kept up to date
<b>Software</b>	MYOB EXO solution, developed exclusively for Australian and New Zealand market – available with EXO OnTheGo App	Advanced solution developed by MYOB for Australian and New Zealand market based on proven, leading SaaS Acumatica* platform used around the world

\*MYOB has partnered with Acumatica to provide a rigorous platform that we have used as a basis for the Advanced platform. MYOB then further developed and customised the platform specifically for our local New Zealand and Australian market. This approach delivers clients the benefits of an internationally developed platform with a unique, locally-based solution tailored specifically for Australian and New Zealand businesses.

#Amazon Web Services is a global leader in high availability cloud infrastructure, delivering speedy responsiveness locally for the best possible user experience.



For more information on MYOB Advanced Business – contact your MYOB Advanced Business Partner.