

IN HARMONY!

Future Business Systems Newsletter Issue 9, Autumn 2004

From The Publisher!!

Welcome to the new look 'In Harmony' Newsletter.

This is our vehicle for keeping you up to date with what is happening at FBS and what we have been up to.

In this edition, we will be telling you about our new Rental, RA and Retail Management Modules. We will also look at the Linear Pack extension to our stock system, and at new "Longreach" PDA scanners.

Two additional web sites have been deployed for our customers. These are based on our standard e-commerce modules and provide dynamic data directly from the Harmony system. They are fully integrated and operational and, your Account Manager will be able to advise you of the advantages of a fully integrated dynamic web site developed by FBS.

So, sit back, enjoy the read and don't hesitate to contact us for any enquiries on the enclosed information.

Until next time!!

Mark Silver
Managing Director



Our Latest Addition Rental Module!!!

We are excited to *announce* the recent release of the Harmony Rental Module!!! Whilst this module was written to comply with a customer's needs, it can be adapted and modified to handle any of your Rental or Hire requirements. The Rental Module is closely integrated with our Equipment and Job Costing modules and has the following features:

- Full Rental History is kept
- Charges can be calculated on Daily, Weekly or Monthly basis either in advance or for previous time frames.
- The program can independently select each Rental's own bill date.
- It supports both manual and batch auto invoicing.
- Handles complex Stamp Duty calculations
- Rental reports are provided

Should we have tickled your interest with our latest "creation", don't hesitate to contact your Account Manager.



Who needs wires???

FBS has been working extensively in the area of Wireless Solutions.

Over the past 12 months, we have gained extensive experience in working with all types of Wireless devices including Tablet PCs, PDAs, Palm Pilots and Industrial warehousing equipment.

We currently have clients using wireless devices for a range of business applications including show room sales order processing, stock takes and, numerous warehouse applications. In addition, we have also networked complete offices using wireless networking technologies as opposed to using standard network CAT 5 cabling.

Wireless technology does not suit all applications therefore we advise you ask your Account Manager if it can help your business.



E-Commerce Update!

We have had two clients implement new E-Commerce solutions since the last newsletter:

Paterson Fine Jewellery, one of the largest and most technologically equipped jewellery factories in Australasia. Have recently implemented their E-Commerce solution along with their new Website. PFJ has implemented our Debtor Enquiry, Product Enquiry and Sales Order/Shopping Cart processing modules. They are even able to process secure Credit Card payments via their website. Please view www.pfj.com.au

Wilson and Bradley are importers, wholesalers and retailers of components and related items, specifically for furniture, cabinets and storage. Have recently implemented a complete Web Site and E-Commerce section. Their website solution includes Debtor Enquiry, Product Enquiry and Sales Order/Shopping Cart processing with orders places on the Website imported directly into Harmony and producing picking slips. Take the time to look at www.wilbrad.com.au



Do you trade out of our Standard operating Hours?

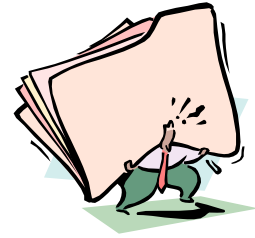
Do you want peace of mind in knowing that there is always someone ready to solve your Harmony queries?

Why not enquire with your Account Manager for our after hours support agreement!

The purchase of this facility will give you, and your staff access to a dedicated telephone number, which put you directly in touch with a duty support engineer, **24** hours a day, **7** days a week, including **Public Holidays**.

Note: this service is for queries regarding the Harmony software outside normal hours. It does not extend to 3rd Party software or hardware support.

Please contact your Account Manager for further details on this service.



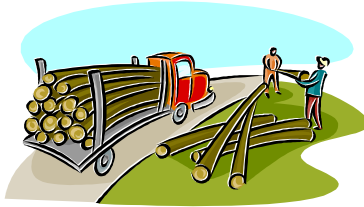
Retail Management

We have recently released our new Retail Management Module. This is especially exciting for all of you who have been waiting for it.

This module targets the following areas:

- Retail budgeting, allowing the entry of Sales, Margins and Wages budgets by shop/week/category. These are available for reporting and will be used in the new open to buy system, which is being developed.
- The retail pricing markdowns utility, which allows for easy-loading of markdowns based on sales rates. It also gives the total markdown value of the goods.
- Many retail reports have been developed. These are specifically designed to report by shop and all have the flexibility to sort by any column.

Should you like to obtain further information on this module, please contact your Account Manager.



Who said Linear Packs?

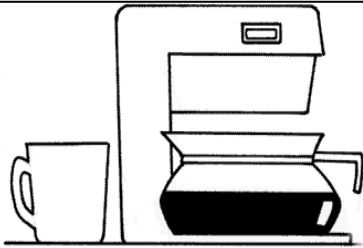
We have recently implemented a solution for one of our clients allowing them to handle timber that is kept in packs. This required an extension to the existing Linear stock type in Harmony. We have created the facility for a new stock type called "Linear Packs" which allows for individual packs to be given a "pack number". This can then be tracked throughout Harmony, from purchase to sale.

Numerous information can be retrieved for each pack including:

- Supplier,
- Purchase date,
- Customer,
- Invoice details and much more...

Each pack also has the ability to contain various sizes of timber lengths.

Should you be interested in viewing this option, or simply would like to more information, please contact your Account Manager.



Because of his ongoing ability to increase office productivity, the "Employee Of The Month" award again goes to Mr. Coffee.



More WinPOS Development

In the past six months, there has been a vast amount of development of the WinPOS system. The current version is 3.1 and some of the new features include:

- Numerous additional reports
- Stock take made easy
- Multiple Sales Person entry
- Gift voucher and cheque overpayment allowed with credit note issued
- Crash recovery
- Sales suspend/resume
- Ticket printing at the store
- Customer information pole display and **many more.**

Please ask your Account Manager for further information on these fantastic new features!

Isn't life easier with this Longreach scanner??



We are very excited to be able to offer a new range of PDA scanner units which will facilitate your stock-take! These units have an ergonomic "pistol like" grip, which makes them very easy to hold. They have a LCD and keys for easy quantity entry.

These units save many hours of time in stock take and are ideally suited for shops as well as warehouses. They interface with both our Harmony and WinPOS systems.

Contact your Account Manager for further information!

"Congratulations to the following FBS staff!!!"



Congratulations to Karen Bouhadana for the birth of little baby girl, Tahni.



Congratulations to Marina Nikolaevska for the birth of little baby boy, Daniel.



Congratulations to Dave Szalay on his wedding celebration.



Congratulations to Lina Mauceri on her upcoming wedding celebration.



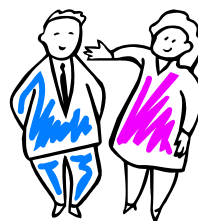
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**Welcome to our new
Harmony users!**

We are delighted to welcome the following to our Harmony family:

My Size (VIC)

Manufacturers and retailers of clothing and accessories for women.

Alfresco Living (NSW)

Importers and retailers of home and kitchen wear.

The Wardrobe (WA)

Operating retail shops of women's wear in Perth.

The Ugly Tribe Company (VIC)

This Company is the sole importer and wholesaler of the FUBU brand of apparel and accessories.

Pierucci (WA)

Manufacturers and retailers of upmarket men and women's clothing with stores in most states.

YD (NSW)

Wholesalers and retailers of men's clothing.

Gusto Clothing (VIC)

Importers and wholesalers of men and women's clothing

Fays for Fashion (NSW)

Mid range women's clothing retailers with stores in Sydney and Canberra.

Hartland Fashion Agencies (NSW)

This Company is the wholesaler of the FRED BEAR kids clothing brand.

Cooper Street Clothing (NSW)

Women's clothing manufacturers and retailers.