Introducing Sean Meng !!

Sean Meng is the **latest addition to Team Primacc**. Sean is an **experienced Greentree professional** having worked for one of our competitors for the last two years. His Greentree knowledge is **enhanced with first hand experience in understanding the practical application of the software** through his prior roles as:

- **Supply Chain Co-Ordinator** for O-I Glass;
- **Purchasing officer** and Vybco Industries Limited;
- **Procurement Co-Ordinator** at Stafford Engineering.

This practical experience is also supported by **excellent qualifications including**:

- **Diploma of Mechanical and Electrical Automation** (China)
- Graduate **Diploma in Information Technology** (Waikato)
- **Degree of Electronic Commerce** (Waikato)

Sean has already proven to be a valuable member of the team and you will get **the opportunity to meet him at our next GUM**.

Enhancements in the pending new release
(Here are a few)

Automatically Log Out Users
System administrators can now configure Greentree Desktop to log users out of the application when they've been inactive for a period. Doing this frees up Greentree Desktop licences so other users can log in and use those licenses.

Automatically Purging Login and Logout Audits
Greentree Desktop logs user logins and log outs. If you find that those logs are becoming too large, Greentree Desktop can automatically purge the logs.

Auditing User Logins and Logouts
System administrators can now easily report on user logins and logouts from Greentree Desktop. To enable that, we've created the *User Login History* query data view to Query Designer. This enables an administrator to see which users have successfully logged into and logged out of Greentree Desktop. Administrators can also see if there were failed attempts to log in.

There are 40+ other enhancements. Further information will come out to you directly based on the modules that you have.

Riddle of the Month

Sandra from Delta Valves is last month's winner of the riddle. We have organised a special delivery in the near future so keep an eye on the front door, but **bragging rights** are yours for the next month.
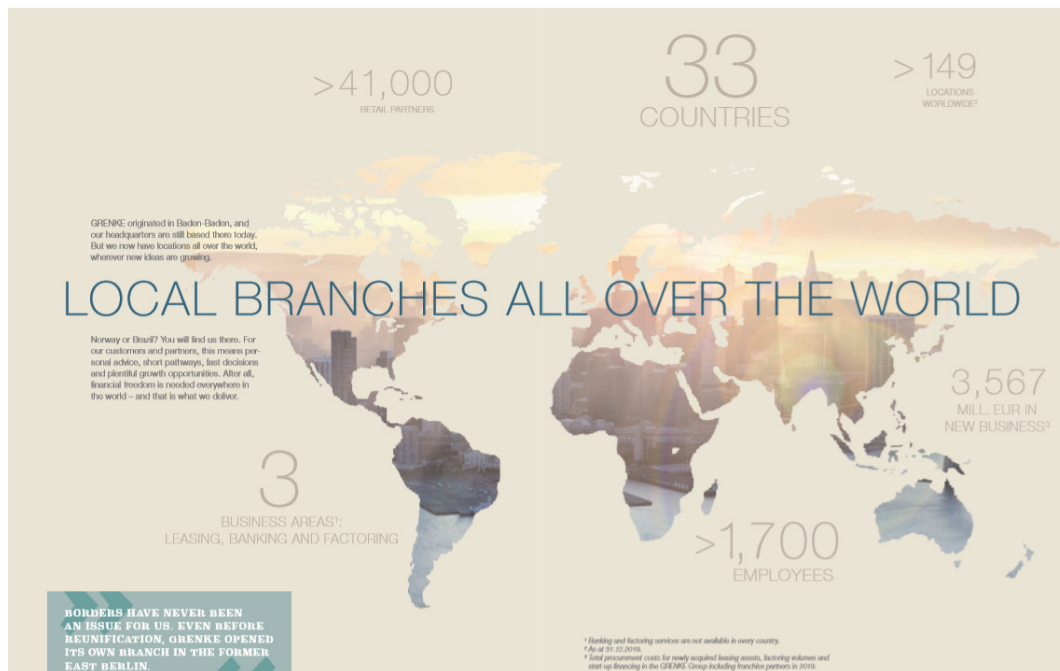
 The correct answer was a Mt Rushmore. This **month turns to maths….**

If eleven plus two equals one, what does nine plus five equal?

GRENKE **Payment Plan Solution**
Funding IT Costs

MYOB recently formed a **strategic alliance with Global IT funder Grenke** to provide MYOB clients with the ability **to provide a payment plan for IT Hardware, Greentree licensing, consulting and management support if required.** The online portal can **secure a credit approval within 20 minutes** or less, and provides all documentation in real time for e-signature or PDF to print. Simple, fast, efficient.

The company is **publically listed** with a global reach. Go to their website now.

There are terms and conditions of course, and these are summarised below:

Minimum Total Cost:	**$1,000.**
Term:	**Up to 60 months.**
Credit Criteria:	to $45,000 ex GST
	Minimum 2 years Trading and GST registration, no financial reports required and clear credit history. 20-minute credit approval during business day.

$45,001 - $85,000
Minimum 2 years Trading and GST registration, 2 years accountant prepared financial reports, Clear credit history on company and company director/s. 2 hour credit approval during business day.

$85,000 + available

We believe this **alliance is excellent as it enables the cost of acquisition and or implementation to be spread out over time if desired.**

If you are interested in exploring further **please do not hesitate to contact us.**

Greentree Telemetry

Providing Insights to MYOB to improve your performance

What is telemetry? Telemetry provides insights on **how users engage with their software. It builds an overall picture of what are the most popular features of the solution and how these features are used**. It informs development teams what product improvements should be made and what new features should be introduced based on what would be of most benefit to the end user.

Telemetry captures statistical information **which enables the Greentree Product and Development team to:**

- **Understand how our customers engage with MYOB Greentree**
- **Establish the most successful and engaging features**
- **Discover if our customers are using the features we thought they wanted**
- **Identity popular features**
- **Determine patterns or trends in the product**

What about Data Privacy? MYOB **do not collect any customer information** but rather capture the areas of the product that is being used. This helps validate features we build and identify areas of improvement.

For example, Windows Designer is no longer a module that users purchase separately, it is now inclusive to all customers that purchase MYOB Greentree. From a Product perspective, we need to know how many customers are using Windows Designer so that these new features introduced by the MYOB Greentree team are of true value to our users.

Greentree Tip of the Month

Excel function on the GL profit and loss report enables GL drill down

Did you know that **when you right click a cell in Greentree's excel function on the GL profit and loss report there is a "GL Drilldown" function** at the bottom of the list?. This will run a query in Greentree **to show which GL accounts the balances come from.**

GL profit and loss report in excel.

		Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19	Jan 20	Feb 20	Ma
Revenue										
Sales		1,933,257	2,181,213	1,937,702	2,079,087	2,501,249	1,810,184	1,810,983	1,962,310	1,811
Rebates		(131,875)	(173,186)	(161,057)	(137,792)	(169,558)	(119,269)	(159,004)	(199,756)	(186,
Net Sales		**1,801,383**	**2,008,026**	**1,776,645**	**1,941,296**	**2,331,691**	**1,690,915**	**1,651,979**	**1,762,554**	**1,624**
Cost of Sales										
Purchases		1,177,914	1,223,226	1,019,054	1,092,827	1,259,709	896,733	926,039	1,013,437	926
Total COS		**1,177,914**	**1,223,226**	**1,019,054**	**1,092,827**	**1,259,709**	**896,733**	**926,039**	**1,013,437**	**926**
Gross Profit		**623,469**	**784,801**	**757,591**	**848,468**	**1,071,982**	**794,182**	**725,940**	**749,117**	**698**
Gross Margin %		*34.6%*	*39.1%*	*42.6%*	*43.7%*	*46.0%*	*47.0%*	*43.9%*	*42.5%*	*4:*
Expenses										
ACC Levy		2,000	1,790	4,000	2,000	1,935	1,000	1,000	1,000	1
Accountancy		0	0	0	0	0	0	0	0	
Advertising		22,453	23,687	43,906	31,997	28,663	9,256	20,733	20,385	21
Amortisation Expns		0	0	0	0	0	0	0	0	
Audit Fees		2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2
Bad and Doubtful Debts		0	5,000	5,000	5,000	5,000	0	0	0	10
Bank Charges		1,334	808	559	1,385	668	560	1,387	791	
Cleaning		1,567	565	3,042	1,840	3,155	2,388	1,953	2,563	4
Commission Expense		0	0	0	0	0	0	0	0	

Right click on the cell to bring up a drop down list, **and then click on the "GL Drilldown" at the bottom.**

If you have **the GT session running it will give you a break down on which GL accounts the balances come from.**

Fantastic Fraud Identification Tool

Identify where supplier bank accounts and employee bank accounts are the same

We recently designed an **Alerts and Approval rule** for one of our clients **which identifies where a supplier bank account number and staff or employee bank account number are the same.** This was **across multiple companies** within the group. In the event that **a match is identified a notification email is sent** to ensure its appropriate.

There are many legitimate reasons an employee could also be a supplier but keeping track of this my also lead to the **early identification of fraud or simple mistake.**

A **sample email is shown below** from our demo system

From: Support <support@primacc.co.nz>
Sent: Thursday, 7 May 2020 4:52 PM
To: Support <support@primacc.co.nz>
Subject: Supplier / Employee Account Number Match

The following match has been found

Supplier	Company	Employee	Company	Bank A/C
1000 - Silver Bullet Concrete Pumps	Primacc Demo NZ	1000 - AMANDA ALGER	e-Computers - Australia	0547259
9000WT - ABC witholding tax	Primacc Demo NZ	1000 - AMANDA ALGER	e-Computers - Australia	0547259
IRDWT - IRD withholding tax	Primacc Demo NZ	1000 - AMANDA ALGER	e-Computers - Australia	0547259

If you are interested in discussing further, please contact your consultant.

Stay safe, stay positive

Team Primacc

primacc
GREAT SYSTEMS, BETTER BUSINESS