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# Epicor Financial Management

Comprehensive global accounting capabilities for growing businesses.



# Financial Managment

Epicor Financial Management offers a refreshing new approach to business, a suite of accounting applications built for the highly regulated and increasingly global business world. Built around a series of "global engines" that support effective financial management and control anywhere.

Our goal is to help every business achieve sound financial management and control, from a single general ledger to the extended global enterprise, efficiently. Epicor Financial Management gives you access to real-time fiscal information and provides the modern platform you need to support business around the world.



- ▶ Global Engines
- ▶ General Ledger
- ▶ Advanced Allocations
- ▶ Accounts Payable
- ▶ Accounts Receivable
- ▶ Rebates
- ▶ Tax Connect
- ▶ Cash Management
- ▶ Credit Card Processing
- ▶ Asset Management

## Global Engines

Epicor Financial Management is built around a series of unique global engines, which in turn support the global nature of business today, enabling effective operations in existing and new markets as necessary. As your business is extended through a combination of organic growth and mergers and acquisitions, it can become challenged by complex and demanding global financial and regulatory burdens—demands that you must adapt to instantaneously. At the heart of the Epicor solution, Epicor global engines are designed to add accounting agility and flexibility to your business while simultaneously allowing you to meet the local financial and legal compliance requirements of individual markets.

### Posting Engine

The rules-based global posting engine is central to the way Epicor applications work, and in particular, how Epicor Financial Management handles system transactions. Powerful enough to support the most complex global enterprise, with a need to configure comprehensive rules for how transactions from sub-ledgers are managed and posted to the general ledger, yet easy enough to support straightforward or out-of-the-box standards for smaller businesses.

### Tax Engine

The highly configurable global tax engine allows businesses to define comprehensive tax rules and calculations in order to meet the needs of unique tax requirements and jurisdictions internationally, and then update them as often as needed.

### Legal Numbering Engine

Epicor Financial Management contains a global legal numbering engine to manage legal numbering of all the printed transactions that a company sends to customers and suppliers.

Specific transactions that the legal numbering engine affects are:

- ▶ Sales Orders
- ▶ AR Invoices
- ▶ Purchase Orders
- ▶ Credit Memos
- ▶ Promissory Notes
- ▶ Payments (checks)

## Multicurrency Engine

Epicor Financial Management offers a global multicurrency engine that can support an unlimited number of currencies and exchange rate combinations. Sophisticated currency management provides the ability to process transactions in any number of currencies and gives your business the global competitive edge. Any currency can be used as the base currency for all financial records and accounting books, with default currencies applied at the general ledger account, user, customer, and supplier levels. Currencies may also be selected and changed at the transaction level as well.

Each company can have up to three reporting currencies; a reporting currency is one you use to record or report financial transactions. You can, however, have an unlimited number of transactional currencies, which gives you the ability to conduct business all over the world. The powerful multicurrency engine features include:

- ▶ Ability to define unlimited currencies
- ▶ Ability to print reports in both functional and base currencies
- ▶ Ability to enter transactions in any currency and process payments or receipts in any currency
- ▶ Comprehensive functionality to revalue transactions within the General Ledger, Accounts Receivable, Accounts Payable, and Bank Accounts with the option to simply report in detail or summary, or report and post as a single reversing journal the value of the revaluation directly to the General Ledger

## Rounding Engine

Epicor Financial Management also supports creation of currency rounding rules through a global rounding engine that is subscribed to by other application modules. Highly flexible and configurable, rounding rules may be created for specific customers, countries, currencies, and in support of local business or legal practices. The rounding engine supports up to three decimal places of currency precision.

## General Ledger

Epicor General Ledger (GL) is the heart of Epicor Financial Management, processing and posting all accounting transactions created throughout Epicor applications, as well as entries made directly within the ledger. While it is seldom accessed outside of the accounting and tax departments, the General Ledger's impact is felt throughout an entire enterprise. The information and controls which flow from the General Ledger system enable an organization to operate efficiently, comply with fiscal regulations, underpin strong corporate governance, and drive enterprise performance. General Ledger provides the accounting controls and system security necessary to help ensure the integrity of your company's financial data.

## Multiple Books

At the core of the General Ledger, Epicor Financial Management provides flexible financial accounting representations through multiple book functionality, which flows all the way through to financial reports and statements. "Multiple Books" allows the establishment of unlimited financial books to support a wide variety of financial requirements, such as budgeting and forecasting, statutory and government accounting versus management accounting (for example, US GAAP and non-GAAP, etc.), and comprehensive consolidations. Epicor Financial Management provides the tools to seamlessly handle the accounting representations from your various subsidiaries while at the same time giving you a consolidated view of the one version of the financial truth for your organization.

Key highlights and benefits of using Multiple Books within your company:

**Chart of Accounts:** Create different chart of accounts by book, post transactions to different accounts within different books simultaneously using the posting engine.

**Reporting Currency:** Have a different reporting currency tied to each book and even, if ever needed, assign a different period calendar to each book. This flexibility allows users with a single journal to process both the management accounts and the statutory accounts at the same time without the need for multiple transaction entry.

**Multiple Closing Calendars:** As businesses acquire new businesses there is often a need to maintain different calendars for "stub" periods or for example up to 18 months to bring

the acquired company in line with the fiscal calendar of the acquiring business. Each established book can operate a completely independent fiscal calendar as applicable.

**Calendar Adjustment Period:** General Ledger has built-in support for an additional year-end period to be defined as a part of your calendar that will be used for year-end adjusting entries.

## Chart of Accounts

Epicor Financial Management allows up to 20 user-definable segments within the chart of accounts (COA). These can be used for accounting and reference purposes providing the ability to record, store, allocate and report on important financial data at a highly granular level. With a total of 200 characters available, Epicor gives you the flexibility to manage your financial operations exactly as you need.

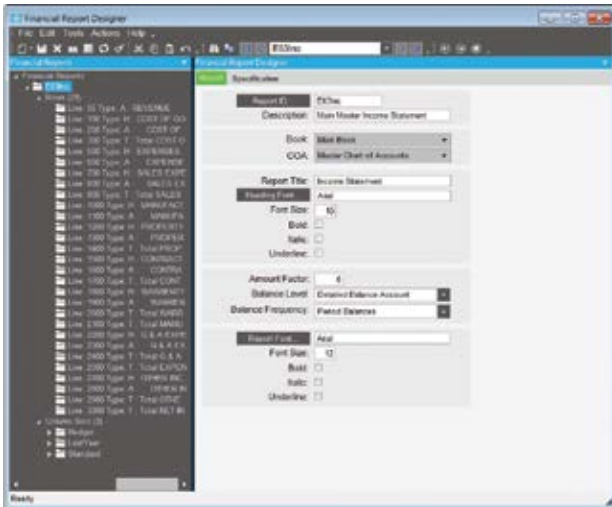
## Balance Controls

Epicor Financial Management allows users to define the frequency at which balances on accounts are captured and stored. Often used to facilitate the calculation of Average Daily Balances (ADB), this flexibility enables the user to update account balances as frequently as required by the organization: by hour, by day, by week, or by month.

## Consolidations and Eliminations

Epicor Financial Management meets the needs of businesses today through integral financial consolidation at either a summary or detailed transaction level, providing the flexibility to consolidate from different books and/or companies within a defined relationship.

- ▶ Merge balances (and underlying transactions) from one or more books into a single consolidated view of financial information, from which financial reports may be prepared, while at the same time creating the supporting elimination journal entries as a result of the process.
- ▶ Remeasure accounting transactions and financial results based on the differences in the consolidated currencies using differing rates types (e.g., spot, fixed, etc.).



*Gain complete control over management and financial reports, such as trial balances, income statements, and balance sheets.*

## Financial Report Writer

This Financial Report Writer offers the ability to report across one or multiple books, extract, manage and arithmetically handle data calculations, format reports based on user definitions, and publish results with corresponding formats to Excel if required. Additional reporting capabilities are available with the Advanced Financial Reporting module that is part of Epicor Enterprise Performance Management.

## Validation Rules

Validation rules can be configured to control what gets posted to the General Ledger from the sub-ledgers. The system will then control how transaction events are cleared to post, will not post, or will issue a warning before posting.

## Post-Year-End Transactions and Adjustments

A discrete adjustment period enables accounting and finance personnel to make post-year-end adjustments such as management, audit, or tax journals supplementary to the defined fiscal calendar. This enhances audit controls while ensuring that rolled forward financial accounts, including consolidation books and retained earnings balances, are updated accordingly.

## Inter-Company Journals

Inter-company journals reference accounts in other companies which have been flagged as globally available for posting transactions. Corresponding inter-company control accounts are updated upon posting in the source company. Once the transactions have been initiated, a General Journal is then created in the target company, posting to the appropriate accounts and initiating off-set journal entries to the inter-company accounts.

## Account Tracker

Show the current activity and balances for the period you specify. Locate an account through word search capabilities. Summarize view with options to drill down to account detail and supporting journal entries.

## Flexible Posting Periods

Post entries to any period in the current year, following year, or any subsequent year as required, even while the current period remains open.

## Budgets

Enter figures for any account and year. Globally update budgets by percentage. Enhanced capabilities for budgeting are provided via Epicor Enterprise Performance Management.

## Statements

Print comparisons between current actuals and budgets or previous actuals.

## Basic Allocations

Automate allocation of funds across multiple accounts without manual entry.

## Advanced Allocations

Automation and control of repetitive processes is one of the major benefits of using a Financial Management Suite. Manual processes such as monthly allocation and accrual entries slow down closing cycles and introduce multiple points of inaccuracy or error. Epicor Advanced Allocations automatically computes cost and revenue allocations and the resulting journal calculations, streamlining processes, increasing relevance and

improving accuracy. This results in shorter close cycles and more accurate financial statements.

Advanced Allocations allows for sophisticated allocation of cost and revenue to multiple projects or departments or locations—ultimately to any entity represented in your corporate financial accounting structure. GL Allocations helps your finance staff to create, execute, retain, and reuse allocations to greatly simplify what can be an otherwise time-consuming and error-prone task.

An Allocation History Tracker keeps a detailed history of allocation runs which provides a comprehensive view of each Allocation run and all GL transactions created grouped by batches and tiers. The application allows for allocation reversal directly from the Allocation History Tracker.

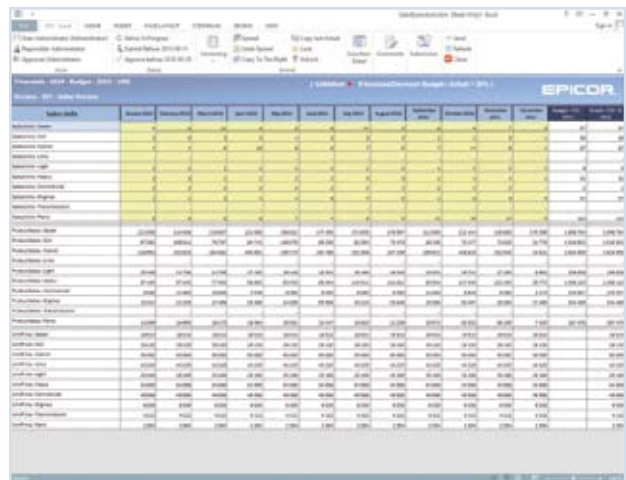
Advanced Allocations allows you to:

- ▶ Allocate an amount in a single account to one or more accounts.
- ▶ Allocate balances or transactions using static or dynamic calculations.
- ▶ Pool accounts for allocation using a direct update or offset account.
- ▶ Make allocations based on statistical data
- ▶ Base allocations on Business Activity Query (BAQ)-derived dynamic data such as monthly revenue, help desk service calls per month, etc.
- ▶ Structure hierarchical or tiered allocations to run sequentially.
- ▶ Create and post allocation journals or simply use the output of the calculations elsewhere within the system.
- ▶ Maintain allocation history for reuse, review, and analysis.
- ▶ Reverse allocations where required by simply selecting the original allocation and flagging it for reversal with a user-defined apply date.

## Financial Planning

Many organizations need advanced analytics for budgeting, planning, and forecasting while at the same time wanting to have more control over these processes. Epicor offers Epicor Financial Planner (EFP) that leverages access to Epicor ERP data alongside the process controls your business is looking for.

EFP delivers a familiar, simple to use interface using Microsoft Excel for entering data and sits on top of a powerful SQL Server database for collating all planning information. The user interface offers the functions of Excel and extends capabilities by adding new features such as spreading and direct access to ERP data. By being connected to the data in your ERP system, it has the ability to pull in information such as previous actuals in order to carry out comparisons and utilizes them in the spreading function. This makes it incredibly simple and intuitive for planners tasked with carrying out budgeting tasks, freeing them to concentrate on value added tasks.



*Easily manage budgeting and planning with Epicor Financial Planner Microsoft Excel.*

Intuitive for the end user, EFP uses the familiar Microsoft Excel toolset, reducing training required and making updates to budget information simple and fast. The Microsoft Excel front-end sits on top of a powerful Microsoft SQL Server, containing

all of the budget information that you can access and report against in an instant. This allows for focused and less complex Excel sheets, as well as the ability to carry multiple budgets and versions of budgets at the same time.

## Integrated Workflow

Define the budget process for your organizational hierarchy with a flexible approval matrix. View and report on the current status of the budgeting and forecasting process with integrated reports to know exactly where you stand and identify any bottlenecks.

## Templates

EFP comes with pre built templates that can be used out of the box or adapted to your needs, as well as the ability to create and define your own. By creating your own templates or using the predefined ones within Epicor Financial Planner, you know that everyone is using the same input format.

## Detailed

Add line item level details behind the budget figures to give added levels of backup for figures that can then roll up to the account level budget. Also include notes on particular figures or cells that are then saved to the database and can be accessed or reported on later.

## In-Built Security

The EFP security manager means employees only have access to the information you define and submit budgets and forecasts for their areas of responsibility.

## Social Collaboration

Epicor Social Enterprise (ESE) further enhances the collaboration efforts of the financial planning within an organization. Communications for the budget process are driven through ESE with documents readily available for the group to understand the process and a guide to how to complete. Anyone new to the process can see from the previous interactions on the group how things have been done before. Notifications can be setup so that users are notified when a task is completed in the budgeting cycle; eliminating the need to check reports to see where people are in the process.

## Accounts Payable

Accounts Payable (AP) allows you to enter supplier invoices for purchases that you make, then create payments for the invoices you want to pay. The system can generate payments for all invoices due, those for a particular supplier, or only for specific invoices. If a supplier calls you to discuss an invoice, you will have complete information at your fingertips and that history can be kept indefinitely.

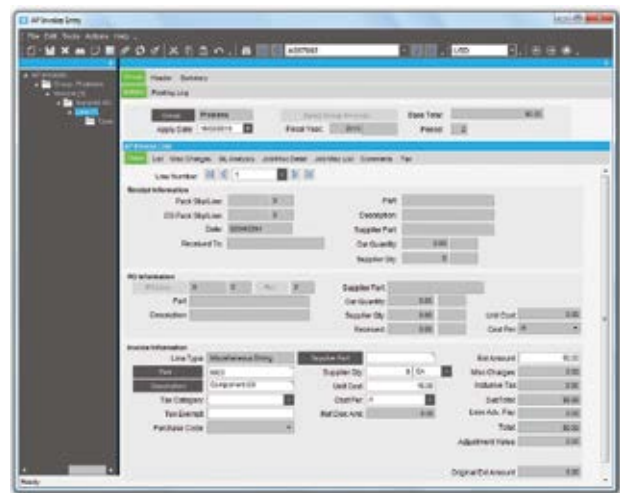
Accounts Payable allows you to update both purchase orders in Purchase Management as well as actual job costs. Adjustments are created if the purchase price does not match the invoiced price. With Accounts Payable, you will know how much you owe and when it is due.

## Invoices, Debit Memos, Payments

Record and post all payables instruments easily, including supplier or vendor vouchers and invoices, debit memos, automated check runs, and manual payments.

## Recurring Entries

Create standard accounts payable invoices that recur on set dates.



*Accurately manage payment of invoice due dates and terms and conditions.*

## Payment Instruments

Track the different types of credit instruments such as Promissory Notes and post-dated checks and their corresponding status, from initial generation or receipt through to clearance/settlement. Track the movements of the payment instruments and generate status change updates within the Accounts Payable and Receivable applications, these changes can be reflected in the General Ledger to properly record to the financial status of the asset or liability. You can track how your customer credit is maintained through the life of the payment instrument reflecting the available credit based on the status and final settlement of the payment instrument. By using this functionality, you can be assured that complex, settlement-related taxes are correctly handled when payment is made via payment instruments.

## AP Terms and Conditions

Epicor supports all of the most common business practice terms and conditions within Accounts Payable and Receivable. This feature also affords great flexibility for the definition of creative receipt and payments terms within countries where this functionality is not necessarily demanded but may offer a competitive advantage.

## Voided Numbers

You can track or reuse voided or unused numbers or transactions that are not committed to a database. You are then accountable for all numbers and have no sequence gaps.

## Checks

Print checks for select payments, or create manual checks.

## Online Cost Updates

Update jobs created in Job Management directly by material and subcontract costs entered through Accounts Payable.

## Exchange Rate at Payment Entry

Purchases may be made in any currency and goods received in any currency with support for the entry of an exchange rate at the point of payment entry.

## History

Keep accounts payable transactions and supplier history files indefinitely.

## Supplier Tracker

Show online inquiries for open invoices, outstanding balances, and payment detail.

## General Ledger Interface

Automatically create and post general ledger entries from accounts payable transactions.

## Cash Management Interface

All payments are automatically available for bank statement reconciliation once posted.

## Purchasing Variance

View variances between planned and actual purchase price to allow cost adjustments and analysis.

## Three-Way Match

Match invoice, receipt, and purchase order online.

## Electronic Funds Transfer (EFT)

Configure payment files for electronic submission to banks.

## Requisition Management

Keeping tight control over capital and operational expenditure is a critical priority for any organization, Epicor Advanced Requisition Management (ARM) enables organizations to gain visibility and control of procurement spending by providing an online workflow and purchase requisition tool. It gains information on their spending which supports negotiation of bulk purchase discounts from suppliers, assigns preferred suppliers for particular products, sets the right spend limits for individuals and assigns the chain of authority for approving purchase orders. Epicor ARM is fully automated and improves communication and efficiency across the supply chain.



## Automated Workflow

ARM allows you to define any approval workflow and hierarchy that fits the needs for your organization, taking control and speeding up the requisitions process. This totally removes the manual movement of paper around the organization. Not having an automated workflow and approvals chain can lead to delays in approvals, holding back of an entire PO because of only one line item, exceeding spend limits, ordering the wrong items, going over budget, and allowing an unauthorized person to approve an order.

## Maintain Budgetary Controls

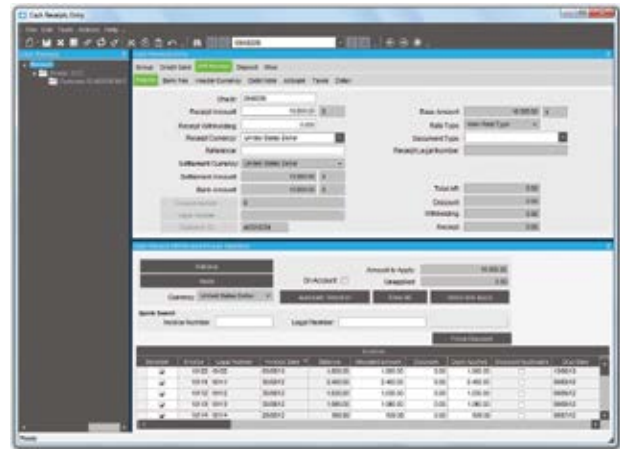
By knowing what invoices, purchase orders, and requisitions for PO's are in the system, ARM can instantly inform you of any budget overspend and put controls in place to prevent this.

## Maximize Supplier Relationships

By assigning preferred suppliers for particular products that the system will automatically suggest when raising a requisition you leverage your buying power with that supplier, leading to preferential pricing/discounts, or terms. Preferred suppliers also mean fewer invoices and thus a much lower admin overhead.

## Accounts Receivable

Accounts Receivable (AR) provides a comprehensive set of tools to manage your invoicing, credit, cash management, and customer management needs. Because you can specify the creation of invoices through the order release process, you can reduce billing for a different quantity than was actually shipped. With Accounts Receivable you know who is buying what, and who is paying their bills on time.



*Invoice customers when products are shipped and track payments.*

## Invoice Entry

Enter multiple shipments for an order on a single invoice, and write unlimited comments. Invoice entry supports advance/progress billing deposits, credit memos, and standard invoices.

## Cash Receipts

Accommodate payment of invoices, order deposits, and miscellaneous application of credit memos.

## Debit Notes

Ability to record Debit Notes (Chargebacks) sent from the customer. Debit Notes may now be entered as part of the AR cash receiving process, and will then have their value applied as part of the settlement process. The Debit Notes may be related to specific invoices or remain unassigned.

The new Debit Note will remain as an open receivable until matched to a credit memo or subsequently paid. In addition, Debit Notes sent by customers can be recorded independently of the cash receipt process - for example, electronically received payments. They can then either be applied or produce an unapplied cash value.

## Interest Invoices

Create and apply interest invoices to manually charge an interest amount to an overdue or late-paid invoice. Select a customer and choose the single or multiple invoice lines against which to generate the interest invoice. Additionally, finance charges on invoices can be generated against a customer's overdue invoice balance. Users have the ability to include or exclude the impact of credit memos when calculating finance charges.

## Invoice GL Account Definition

When GL accounts need to be manually manipulated, you can allow users to update and define the GL account for each line on a Miscellaneous Invoice.

## Adjustments

Allow adjustment entry of AR transactions with a full audit trail.

## Deferred Revenue

Create revenue recognition schedules from AR invoices to automatically recognize revenue only when the earnings process is complete. Reports are available for both deferred revenue forecasting and reconciliation.

## Payment Instruments

Track the different types of credit instruments such as Promissory Notes and post-dated checks and their corresponding status, from initial generation or receipt through to clearance/settlement. Track the movements of the payment instruments and generate status change updates within the Accounts Payable and Receivable applications, these changes can be reflected in the General Ledger to properly record to the financial status of the asset or liability. You can track how your customer credit is maintained through the life of the payment instrument reflecting the available credit based on the status and final settlement of the payment instrument. By using this functionality, you can be assured that complex, settlement-related taxes are correctly handled when payment is made via payment instruments.

## Consolidated Invoicing

When an invoice is consolidated, both the Sales Analysis Report and the Sales Gross Margin Report will group lines together based on each sold-to customer.

## Invoice Logging

Allows the recording of invoice details with applicable input tax while the invoice remains in the process of circulating the company for review and approval. This allows you to reclaim the input tax in a timely fashion, where such practices are allowed.

## Invoice Numbering

When an invoice is created, users have the flexibility to allow the system to automatically generate invoice numbers or you can manually enter numeric or alphanumeric invoice numbering schemes at the invoice type level.

## Credit Holds

Automatically place credit holds on new customers or on those who are past due or over their credit limit.

## Aging Information and Customer Reminder

View aging information on the screen or print it in one of several formats. Accounts Receivable offers Customer Reminder features that allow companies to track the history of their customers' AR balances together with the option to issue them user-defined reminder letters.

## Finance Charges

Finance charge invoices can now be generated against a customer's overdue invoice balance. These finance charges are automatically calculated based on rules defined within the Finance Charge Maintenance program. The charges can also be reviewed before they are posted.

## Bill-To Customer

Provides the ability for a customer to maintain a list of allowed Alternate Bill-to (Alt-BT) customers, optionally with one set as a default. This will default onto the Quote/Order/Direct Invoice and can be changed by the user to a different authorized bill-to customer prior to posting the invoice. If no alternates have been set up then the Alt-BT customer is the sold-to customer (but using the 'Bill-to address' on that customer).

## Manual Selection of Invoices

A manual selection option to get Invoices and Recurring Invoices is available within Invoice Entry. This allows the selection of particular or multiple invoices or recurring invoices for posting instead of selecting all available items at once.

## Credit Manager Workbench

Easily view all credit-related information surrounding a customer. The credit manager workbench provides a single point from which to manage credit status, order credit status and account management, with drilldown to all associated information.

## National Accounts (HQ Accounts)

The National Accounts (HQ Accounts) feature provides the ability to create customer relationships, either hierarchical or the more traditional parent/child type, within Accounts Receivable. This functionality allows customers within a National Account group to accept invoice payments from any customer within the relationship. The functionality also permits extensive credit checking across the National Account group with credit available to be split across levels with or without variable pooling.

## Taxes

Epicor Financial Management contains a feature-rich flexible Tax Engine which allows businesses to configure Epicor applications for local and international financial reporting standards, as well as unique local tax jurisdictions.

## Tax Regimes

Tax tables within the Tax Engine include the ability to define or override rate effective dates.

## Sales Tax Register

Lists invoice totals and tax amounts by customer for codes on file.

## Invoice/Statement Forms

Customize, preview, fax, and print individually or in batches.

## Sales Commissions

Pay sales commissions at time of invoicing or on receipt of payment. Establish up to five sales representatives per order line.

## Sales Analysis

Access sales history in a variety of report formats.

## Credit Card Management and Authorization

Epicor Financial Management accepts credit, debit, and purchase cards as a form of payment. This functionality processes credit card authorization and payments in real time, for accounts and single or multiple transactions. Credit card data encryption meets recognized security standards for these transactions.

## Settlement Currencies

You can record currency gains and losses at the time of settlement. Through this functionality, you post amounts correctly when you invoice in one currency but are paid by the customer in another currency.

## Settlement Discounts

The application contains two methods for handling early settlement discounts on sales and tax values. The settlement amount is taken by the customer on the AR invoice. The potential discount is then included in the tax values calculated for VAT.

## Terms and Conditions

Epicor supports all of the most common business practice terms and conditions within Accounts Payable and Receivable. This feature also affords great flexibility for the definition of creative receipt and payments terms within countries where this functionality is not necessarily demanded but may offer a competitive advantage. Terms and Conditions are user defined, but typically include; End of month plus n days, End of following month, Specific due dates in a month, 2% 10 days and Net 20 days.

## Electronic Report Formats and Transmission

Submit various legal reports electronically, which are based on existing reports such as the EU Sales List, Intrastat and Tax Reporting. You can then reformat generic reports to meet your local requirements.

## Customer Tracker

Perform real-time queries on summary and detailed information per customer, including sales orders, invoices and quote activity to date.

## Invoice Tracker

Use the user friendly Invoice Tracker functionality to view customer invoices and payments in either summarized or detailed format.

## General Ledger Interface

Automatically create and post general ledger entries from accounts receivable transactions.

## Cash Management Interface

All cash receipts are automatically available for bank statement reconciliation once posted.

## Credit & Collections

Accounts Receivable is one of the largest assets of any company, and typically one of its most liquid. Most businesses however have to write-off 4% of this asset every year. This is a substantial cost to the business that can be greatly reduced with better management. Take control of your outstanding receivables and reduce days sales outstanding (DSO) through automated accounts receivable management.

## Collection Management

You can manage the entire credit department with management hierarchies, optional account assignment, or through collection teams.

## Centralized Activities

Integrated e-mail, phone dialer, and full reporting and analysis gives greater control over the task of collecting debt. Document phone calls, review cash forecasts, track invoice disputes, and keep everyone informed through automated communications.

## Collection Templates

Best practice templates are built-in to create mail merge documents that can be sent manually or through mass e-mail to customers based on configurable rules using account or invoice information.

## Rebates

The optional Rebates module provides you with a way to enter, update, and review any rebate program that your company runs with your customers. The module lets you accumulate rebates and pay a designated sold to customer, bill to customer, or another designated customer. These rebate amounts are based on part and product group sales during a specified date range. Use this module to define the active rebate programs for your company. You can then generate the rebate transactions. Lastly, this functionality lets you pay the rebate amounts to your customers through either an invoice check or a credit memo.

## Generate Rebate Transaction Process

Use this program to generate all the rebate transactions that occur within a defined date range.

## Get Rebates

This Actions Menu command is found both in AR Invoice Entry and AP Invoice Entry. Use this command to turn the rebate transactions into AP invoices or credit memos.

## Rebate Contract Entry

This program lets you enter rebate information for a single customer or a group of customers. You define the product groups or specific parts that will be included during the rebate offer as well as the rebate breaks that the customer or customer group will receive.

## Rebate Transaction Adjustment

The Rebate Transaction Adjustment program lets you review all rebate transactions.

## Tracker Programs

There are two tracker programs, Rebate Contract Tracker and Rebate Contract Status Tracker that you can use to follow the progress of the rebate programs.

## Tax Connect

Collecting and remitting sales and use tax is a government-required, compulsory activity. It doesn't drive revenue and it doesn't reduce expenses. So any time or money spent on tax compliance is, by nature, non-profitable. There are more than 14,500 United States and Canadian tax jurisdictions alone and the rates, rules, and boundaries change relentlessly. Keeping up with all of the tax changes is an operational distraction and a drag on the efficiency of your organization.

Epicor Tax Connect eliminates the tedious work and complexity of determining tax jurisdictions of ship-to addresses, maintaining tax codes and rates, and dealing with jurisdiction-specific and commodity-specific taxation rules. Tax Connect also provides for automated generation of sales tax returns and currently supports the United States and Canada. Epicor Tax Connect is offered as a software as a service (SaaS), on-demand address validation, sales tax calculation, and sales tax reporting and returns generation.

### Activation

Activation and subscription fees are required for this service and are determined based on the number of AR invoices you process and on the number of sales tax returns you submit to taxing authorities.

### Notifications

When the AR invoice is posted to GL, the service is notified for sales tax reporting purposes and for subscription accounting of the transaction.

Document Code	Document Line	Item	Tax Code	Tax Rate	Tax Base	Tax Rate	Taxable Base	Tax Amount	Tax Jurisdiction
10000	100000	100000	10000	10.00%	10000.00	10.00%	10000.00	1000.00	TX
10000	100000	100000	10000	10.00%	10000.00	10.00%	10000.00	1000.00	TX
10000	100000	100000	10000	10.00%	10000.00	10.00%	10000.00	1000.00	TX
10000	100000	100000	10000	10.00%	10000.00	10.00%	10000.00	1000.00	TX
10000	100000	100000	10000	10.00%	10000.00	10.00%	10000.00	1000.00	TX

*Epicor Tax Connect eliminates the tedious work and complexity of determining sales tax.*

### Real-Time Sales Tax Calculations

When generating an AR invoice, the verified address and line item information is passed to the service in real-time to calculate sales tax based on jurisdiction and any applicable taxability rules. The resulting tax information is stored with the invoice in the Epicor database.

### Real-Time Use Tax Calculations

Epicor Tax Connect automatically populates the required use tax values assessed for an accounts payable invoice. Users are able to configure which products and suppliers should invoke use tax processing and the solution sends this information to the on-demand service, which automatically returns the appropriate tax values to the Epicor accounts payable application.

### Tax Solution Integration

Use integration to Avalara® AvaTax®, both on-demand and on-premise, which includes real-time address validation, tax rate lookup, and tax calculation.

### Verify Customer Addresses

Verify customer addresses against a CASS-certified database. This is necessary to determine exactly which tax jurisdictions apply to that address. When entering or updating an address, the service will verify the address in real-time. It is capable of

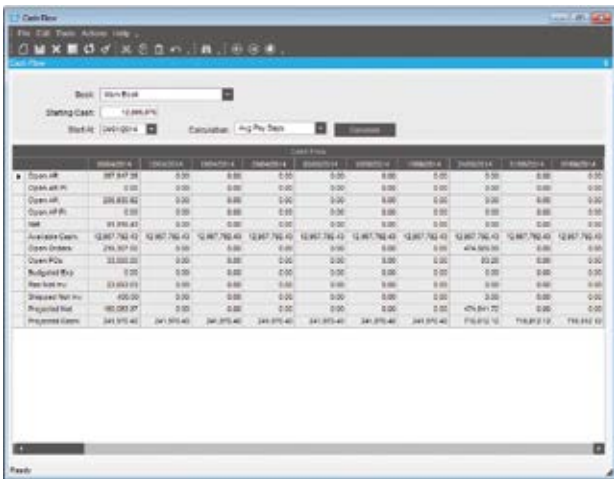
correcting spelling errors and adding ZIP code and ZIP + 4 if they are missing. The complete and correct address gets saved to the Epicor database.

## Cash Management

Improve cash management through the automatic handling and reporting of discounts available, payment due dates, and payment selection methods.

### Bank Accounts

Specify the number and type of bank for each of your accounts, including currency.



Manage your corporate finances with the easy to use cash flow dashboard.

### Soft Formats for EFT

You can customize EFT formats to meet your organization's needs. These formats can match bank requirements and include remittance information.

### Bank Reconciliation

Reconcile your bank statement with entries generated in Accounts Receivable, Accounts Payable, and Payroll.

### Petty Cash

Management and distribution of Petty Cash can be a difficult process. Epicor Financial Management provides the controls and functionality to handle outbound and inbound movements of

cash for all types of transactions, Employee Expenses/Advances, Supplier Payments and Customer Receipts.

## Cash Flow Dashboards

Easily perform cash flow analysis for open AR balances and AP amounts owed. The dashboard streamlines the process with user-defined buckets for cash flow analysis by giving an easily understood display of your outstanding receivables and credit obligations.

## Credit Card Processing

Epicor Credit Card Processing is an optional global solution that integrates with industry-leading Credit Card Processing solutions for managing credit card authorization, and processing.

Epicor Credit Card Processing also implements the security guidelines as specified in the Payment Card Industry Data Security Standard including securely encrypted account numbers and key management.

Epicor Credit Card Processing includes easy to use maintenance for initial setup along with a variety of integration points to bring an easily deployable solution to your business.

- ▶ Authorization with the sales order
- ▶ Reauthorization with the sales order before picking and shipping
- ▶ Complete or partial funds collected with the sales order
- ▶ Funds collected at shipment
- ▶ Funds collected at cash receipt
- ▶ Funds credited for returns
- ▶ Reauthorization at product picking
- ▶ Reauthorization of balance when partial shipments are made

## Integration with Industry-Leading Providers

Credit Card Processing works online with the PayPal™ Payflow Pro secure card authorization system to validate credit cards and debit cards. The integration can also be utilized as a framework for integration to other payment processing services.

## Supports Industry Standards to Reduce Fraud

Credit Card Processing supports several industry standards, which will help reduce the possibility of credit card fraud, and will also help reduce the cost per credit card transaction.

- ▶ Address Verification
- ▶ Security Code (CSC ID)
- ▶ MOD10 validation of the account number of the credit card number without requiring a transaction with the credit card processor
- ▶ PCI Compliance

## Payment Card Industry Data Security Standard

Utilizes industry standards for secure credit card information storage and display.

## Credit Card Number Encrypted

Once credit card number is entered and saved, the masked account number is stored in the Epicor database as is an encrypted account number. Encrypted numbers are secured from employee lookups of customer data.

## Secure Online Credit Card Authorization

Epicor uses a secured network connection to communicate with Payflow Pro and PaymentTrust. Credit card information is always safe and secure when it is transmitted, or when the results of the credit card transactions are returned to Epicor.

## Credit Card Number Validation

When the credit card number is entered it is validated using the MOD10 validation to determine that the card number is in the correct format. This validation is done completely within Epicor validation process in order to catch data entry errors before the information is sent to Payflow Pro or PaymentTrust, reducing potential transaction fees.

## Credit Card Format Validation

Prior to the MOD10 validation of the credit card number, if there is a prefix and/or length requirement, based on the credit card type, it is validated to determine that the card number is in the correct format.

## Flexible Configuration

The credit card implementation is highly configurable. Multiple types of credit cards are supported as well as the ability to customize the credit card authorization behavior to match a customer's business practices.

## Transaction Flexibility

Each of the Epicor Credit Card Processing processes that work with credit cards can be set up to define how credit card transactions will be processed.

## Reauthorize Reservation Transactions

This process reauthorizes credit card reservations that have expired or for other reasons need to be reestablished based on changes to the order or partial shipments.

## Transaction Reports

Reports of credit card transactions are available for auditing purposes, some of which have been specifically designed for easy verification against PayPal reports.

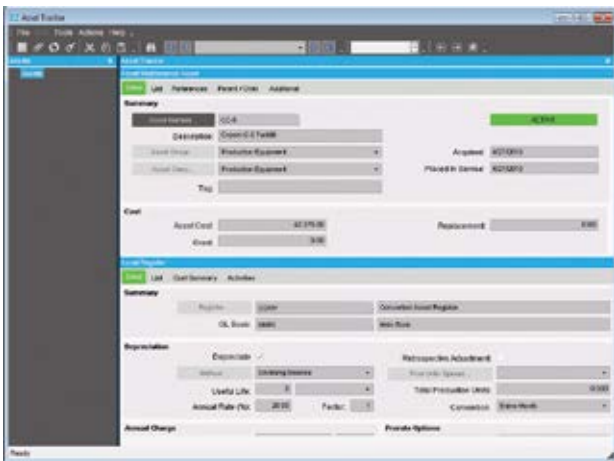
## Credit Card History

A history of credit card transactions for an order are readily available on the credit card form and previous authorizations can be easily voided or deposited.

## Asset Management

Effective management of corporate fixed assets is a critical task for any size business requirement. Asset Management helps you record, track, and depreciate your fixed assets for optimal utilization. Asset Management also automates the tracking and management of the asset throughout its useful life—from acquisition to disposition. Using a unified source

of asset data, Asset Management gives you visibility into your assets worldwide. Standard asset management tasks—such as asset transfers, disposals, reclassifications, and adjustments can be streamlined. Asset Maintenance also works with Epicor Maintenance Management to schedule, control and track planned and unplanned Maintenance Activities against Fixed Assets and to capture the resulting costs as required.



Maintain accurate tracking and depreciation of company assets.

## Mass Maintenance

Asset Management allows for the updating of asset attributes for a group of assets based on a set of asset parameters or attributes that can be shared across several assets.

## Asset Registers

Asset registers provide the ability to assign different attributes to an asset such as depreciation methods, service dates, estimated life, and residual values that can be used for analysis and reporting. Each Asset Register may be linked to a different General Ledger book for recording of costs according to different requirements such as tax and operational. Asset registers represents a financial view of the asset that depends on the depreciation parameters.

## Asset Valuations

Assets valuations and depreciation methods are generally subject to different rules for tax and accounting purposes. This difference usually appears in timing of the recognition of the assets, the determination of their valuation or carrying amounts,

and the depreciation charges to be recognized in relation to them. Asset Management provides the ability to apply different rules in parallel in order to determine different views of the asset and its activities in different GL books.

## Asset Relationships

Link of assets to one another in parent/child relationships is also provided and can be used in reporting and maintaining asset activities.

## Multicurrencies

Asset Management provides full multicurrency support with the ability to track the original cost, depreciation, and other activities and expenses in both transactional and reporting currencies.

## Asset Depreciation Methods

Asset Management provides predefined depreciation methods including (Rate Straight Line, Life Straight Line, Sum of Years Digits, Declining Balance, Declining Balance to Straight Line, Fixed amount per Month, Fixed amount per Year). A facility to create user-defined and manual depreciation calculations is also provided.

## Asset Integrations

Asset Management includes standard functionality to integrate to the Accounts Payable, Inventory, Project Management, and Maintenance Management modules to streamline broader processes associated with the acquisition, maintenance, use, and disposal of company assets.

## Grants

Companies are able to receive grants against assets which automatically modify the asset carrying value and associated depreciation.

## Asset Locations

Store multiple types of asset location details including the location, warehouse information and bin number.

## Asset Import

Easily import assets into the Asset Management module by utilizing Service Connect



## Retroactive Adjustments

Ability to recalculate the depreciation of an asset starting from the beginning of the current year.

## Advanced Financial Reporting

Epicor Advanced Financial Reporting (AFR) allows the creation and distribution of professional financial reports to company stakeholders. It allows the management and viewing of financial data in a user friendly and easy-to-use environment. Financial reports are different from other reports because each line has to be defined in terms of account ranges or sets for which a certain total needs to be calculated, versus other types of reports which do not require definitions of such complex groups. AFR simplifies report creation by exposing an intuitive interface which speaks to the user in familiar financial terms.

Description	Period 12 2013	Year To Date 2013
<b>Revenues</b>		
Sales	\$207,210.54	\$200,179.76
Sales Returns	0.00	0.00
Sales Discounts	0.00	(57.98.00)
<b>Net Sales</b>	<b>\$207,210.54</b>	<b>\$200,148.76</b>
Cost of Goods Sold	0.00	(134,084.00)
<b>Gross Margin</b>	<b>\$207,210.54</b>	<b>\$104,064.00</b>
<b>Expenses</b>		
Salaries and Fringe Expense	(814,588.00)	(814,588.00)
Office Expense	0.00	0.00
Supplies Expense	0.00	0.00
Rent Expense	0.00	0.00
Total Expense	(814,588.00)	(814,588.00)
<b>Total Operating Expense</b>	<b>(814,588.00)</b>	<b>(814,588.00)</b>

*Manage, report, and distribute financial information securely.*

AFR creates reports using the elements familiar to an accountant or financial professional. These include spreadsheet terms such as rows and columns. It also provides an additional element of reporting hierarchy or trees allowing the viewer to generate the report for the area of the business which is their responsibility.

Because the reports are parameter driven, the viewer can generate the report at any time by selecting the parameters of time, company, book or organizational element as required without the need for intervention by the financial team.

## Report Designer

Epicor Advanced Financial Reporting offers a graphical and tabular design interface that includes a hierarchical tree view of business data for easy selection of a single account or range of accounts from a single or multiple business units. AFR Report Designer is flexible and easily tailored to your unique financial data. It also includes preview functionality for designers to check numerical results of a report prior to publishing.

## Row Sets

Tailor vertical report elements by identifying accounts to include based on various methods including a range of accounts; accounts derived from specific account categories defined within Epicor, or dynamic lists of accounts. Data can also include complex calculations, formatting options, and user defined expressions.

## Column Sets

Tailor horizontal report elements by identifying column types including column details such as description, balance, budget, and complex calculations. Further tailor column sets by applying filtering criteria such as time, account segments, books, and companies.

## Reporting Tree

Visual representation of reporting hierarchy is available with the reporting tree. The tree enables simplified generation of separate reports for each level in the tree. These hierarchical trees may be based on account segments (e.g. for department, business line, project), the chart of accounts, time based, or user defined data elements in the data dictionary.

## Single Book or Multiple Books

Optimize control of operations with support of financial reporting against a single book or multiple books in a single report.

## Consolidation of Enterprise-wide Data

Epicor AFR enables access to financial data from any number of companies at the same time. This simplifies consolidation across departments, divisions or companies and can improve business visibility.

## Report Viewer

Report viewers can access reports online, refresh report data, and print, view online, or export reports to a number of formats including Microsoft Excel, PDF, and TIF.

## Drill Down

Using the reporting tree nodes, users can drill down into operational summarizations of key business units; they can drill down all the way to the transaction level.

