MYOB EXO BUSINESS 8.x

Version History

Contents

New Profile Settings 284

Introduction

This document contains a compilation of the Release Notes information for all previous MYOB EXO Business releases from 8.0.0.0 onwards. Information for each release includes, where appropriate:

- **New Features**, which describes all new features introduced in the release.
- **Resolved Issues**, which describe all issues that were addressed by the release.

The **New Profile Settings** section at the end of this document details any new profile settings that were introduced in each release.

> **Note:** For details of the most recent release, see the *MYOB EXO Business Release Notes* document.

EXO Business 8.7

New Features

Changes to Supported Platforms

Office 2013 Support

MYOB EXO Business now supports use with Microsoft Office 2013, including Outlook 2013. 64-bit and 32-bit editions are supported.

This feature was introduced in MYOB EXO Business 8.6 Service Pack 2.

Changes to Job Costing

Support for Perpetual Inventory in Job Costing

In previous versions, perpetual inventory integration was not recommended and not officially supported in EXO Job Costing. This release includes process changes that allow EXO Job Costing to fully support a perpetual inventory system.

> **Note:** When EXO Job Costing is installed, the "Stock" option on the Post Ledgers to GL window now becomes "Stock and Work in Progress".

Work In Progress Changes

A new **Work in Progress** control account has been added to the General Ledger Control Accounts. The new account can be configured in the EXO Business Configurator at **Business Essentials > GL Control Accounts > Custom tab**. By default the Work in Progress account is set to the Stock on Hand Account; you may need to edit the chart of accounts to add a Work in Progress account to set the new control account to.

> **Note:** If the Work in Progress control account remains set to the Stock on Hand account, the system will behave as it did in previous versions.

Any Stock Location can now be flagged as a Work in Progress (WIP) location, by ticking the new **Job Costing Work in Progress Location** flag on the Stock Locations setup screen:
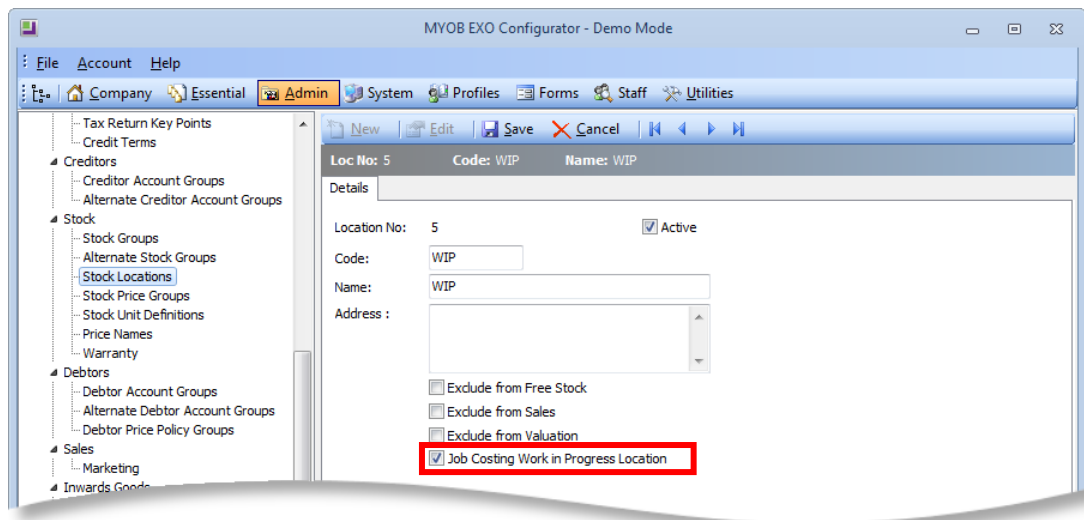
The ability to specify locations as WIP locations allows restrictions to be placed on various location selection fields in the EXO Business system:

- When selecting a Stock Location for WIP, only locations that are marked as WIP locations can be selected.
- When selecting a location elsewhere in the system, in most cases Stock Locations that are marked as WIP locations are excluded from the choices. (On some screens, e.g. Stock transactions, any location can be selected.)
- The **Default job work in progress stock location** profile setting only displays Stock Locations that are marked as WIP locations.
- All other profile settings that set a default location only display Stock Locations that are not marked as WIP locations.

> **Note:** Average costs are now affected by Stock on Hand levels only, not Work in Progress levels.

Negative stock warnings appear as normal when moving stock into Work in Progress from Stock on Hand, but no longer apply when moving stock out of WIP.

> **Note:** At this time, the Recalculate Weighted Average utility can only be run in EXO Business 8.7 if EXO Job Costing is <u>not</u> installed, due to the complications of working through the transition to the new stock movement handling with WIP. Going forward, it will only be possible to execute the recalculation from the point of transition onwards, based on a snapshot valuation taken as part of the transition process. There is no effect on users without EXO Job Costing users (although internally the recalculation process is now converted to a viewable stored procedure in the database).

The **Only Move stock when invoicing** and **Stock on jobs is moved out of stock on hand** settings have been removed from the Business Essentials > EXO Job Costing section of EXO Config, as they no longer apply.

The Ledger Reconciliation widget on the EXO Accountant's Assistant now includes a WIP Control section when EXO Job Costing is installed:
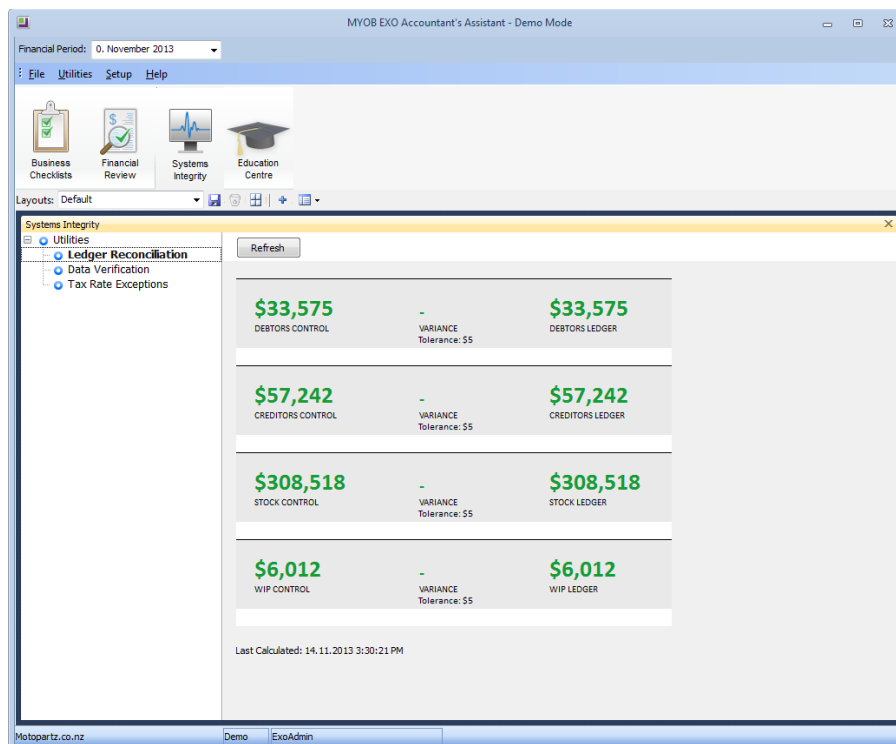
New Recoverable Flag for Stock Items

When EXO Job Costing is installed, a new **Recoverable** flag is available on the Stock Item Details window:
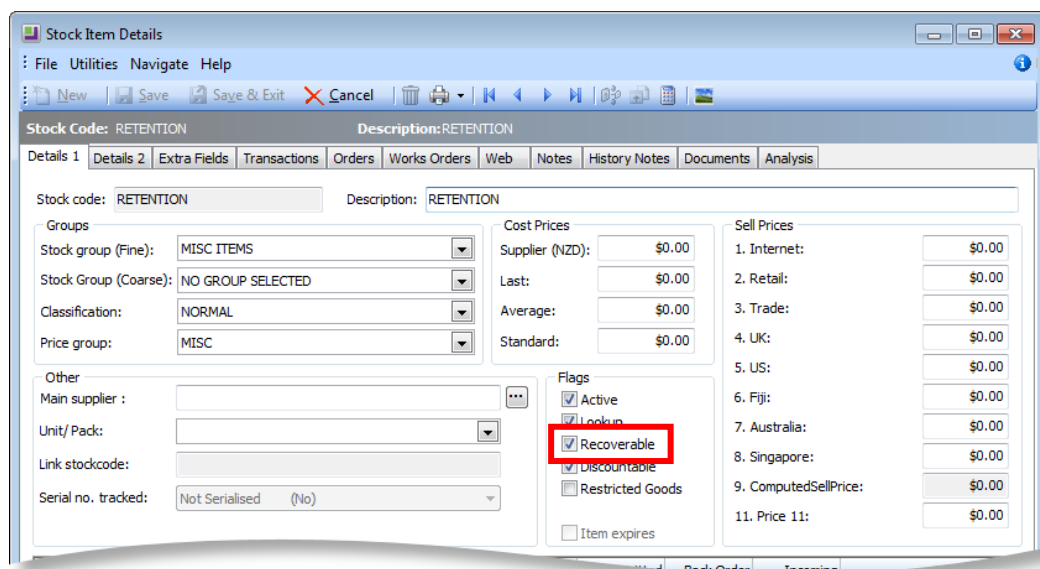
This flag is only enabled if the item is a lookup item. When ticked, it designates the stock item as a recoverable expense for Job Costing, meaning that transactions relating to it will generate General Ledger WIP journals. Non-recoverable lookup items do not affect the General Ledger.

By default, the flag is ticked for all stock items, except for linked stockcodes.

New Jobs Tab on Stock Items

A new Jobs tab is available on the Stock Item Details window when EXO Job Costing is installed. This tab displays any in progress jobs that are using the stock item:

The tab consists of a dashboard interface, with two widgets available to display the job details:

- WIP Stock (Grid) – displays job details on an ExoGrid.
- WIP Stock (Report) – displays job details on a Clarity report.

By default, only the grid version of the WIP Stock widget is displayed on the Jobs tab. The Clarity report version is available, but must be added to the dashboard using the Add Widget button on the dashboard ( ).

Written Off Lines

When job lines are written off, costs of those lines are now stored in the new LINECHARGE_WRITEOFF fields in the JOBCOST_HDR and JOB_TRANSACTIONS tables. This means that lost sales can be now reported on, and WIP write-offs can potentially be posted to a separate General Ledger account from stock adjustments.

Write-off journals are now recorded differently; a new **Non-Stock Write-offs** GL Control Account is available, which is used as follows:

- Written off stock item lines credit Work in Progress and debit Stock Adjustments.
- Written off lookup item lines credit Work in Progress and debit Non-Stock Write-offs.

> Note: The ability to un-write off lines has been removed in this release, as it resulted in incorrect journals due to the changes in this release. This feature may be reactivated in a future release.

Changes to Progress Billing and Job Invoicing

As of EXO Business 8.7, the progress billing feature is enabled by default (in an upgrade to 8.7, this feature is turned on). This means that the Billing Schedule tab is now always visible on all jobs. This tab has been updated to display all invoices relating to the job, not just progress billing invoices. In an upgrade, the tab is populated for each job with any existing invoices for that job.

Invoices and credit notes can also be entered into the grid manually.

> **Note:** The Billing Schedule tab can now be hidden by entering "B" into the **Hide tabs in Job management screen** profile setting.

Crediting Job Invoices

Invoices created from EXO Job Costing cannot be edited; however, they can be reversed/credited. Credit notes can be created for job invoices by right-clicking on the on the Billing Schedule tab and selecting **Generate Credit Note**. Credit notes for job-related invoices can also be generated from the Transactions tab on the Debtor Account Details window—when right-clicking on a job invoice, the existing **Generate Credit Note** option becomes **Generate Credit for Job Invoice**. Once generated, credit notes also appear on the Billing Schedule tab.

Crediting a job invoice completely reverses the transaction, including all stock movements and progress invoice allocations. Credited invoice lines appear on the Invoice tab, where they can be cancelled or written off as required. A **Select Lines From Credit Note** right-click option on the Billing Schedule tab takes you to the Invoice tab, filtered to show only the credited lines.

Read-Only Debtor Invoice Window

The Debtor Invoice window now opens in a read-only mode when opened from an exo:// URL or when opening a Progress Billing Invoice (see page 7).

When in read-only mode, the Debtor Invoice window includes a new **Print** button in the toolbar.

New Send All to Invoice Button

This release adds a **Send All to Invoice** button to the Timesheets tab of the Job Details window:
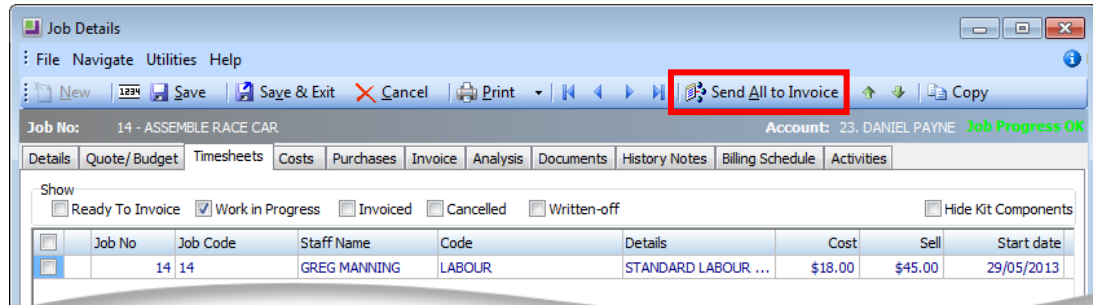
Clicking this button sends all lines on this tab to the Invoice tab.

Progress Billing Invoicing

In previous versions, each line of a Billing Schedule could be invoiced individually and would generate a one-line invoice in EXO Business; this has been extended to now allow users to create and manage a "proforma invoice" for each line in the Billing Schedule, which forms the body of the invoice created.

Proforma invoices allow users to record multiple invoice lines against a single Billing Schedule line, allowing for extensive detail to be recorded and invoiced:
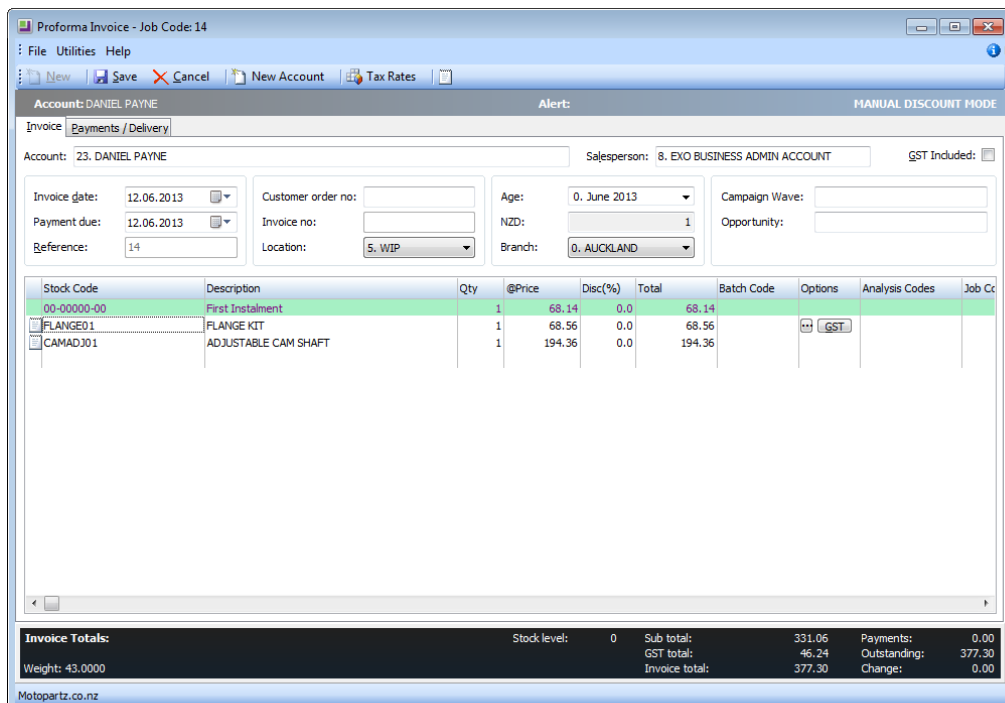
Note: Proforma invoices are stored in the tables DR_TRANS_PARK and DR_INVLINES_PARK. (These tables are also used to store parked transactions for the EXO POS module.)

When invoicing a Billing Schedule line, the invoice form is now populated based on the related proforma invoice line, if it exists. If no proforma lines exist for the schedule, the invoice is created as normal, i.e. based on a single default general revenue line.

Proforma invoices support both line and header narratives. Header narratives are also displayed in the Billing Schedule tab of the Job Details window, against the relevant Billing Schedule line:
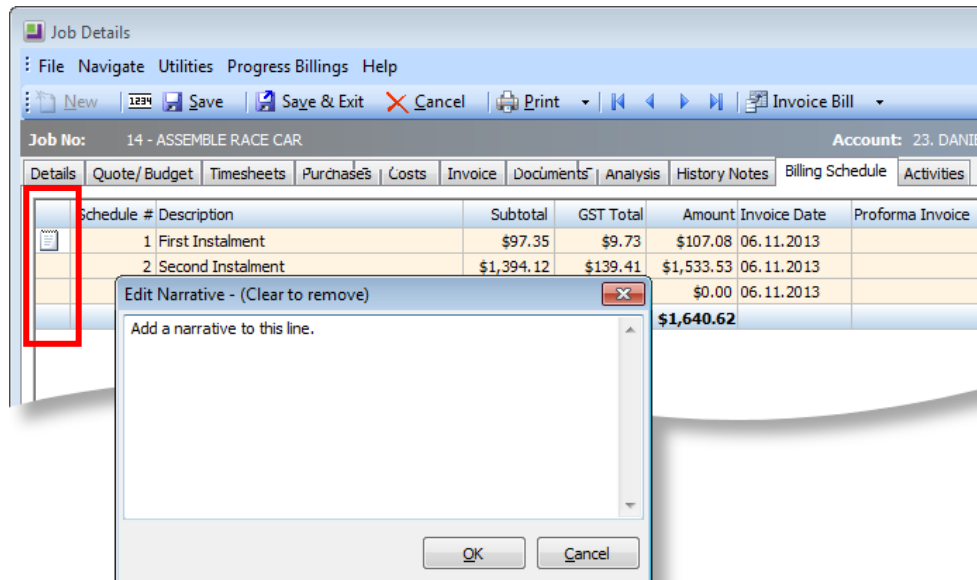
These new narratives replace the **Notes** field that existed previously for Billing Schedule lines; all notes data is migrated to narratives during the upgrade to 8.x. When a schedule is invoiced, narratives are copied to the invoice as appropriate.

The Billing Schedule Proforma Invoice form (**JobProforma.CLF**) has been updated to display line-level information. The Job Quotation form (**JobQuote.clf**) has been updated to use the DR_TRANS_PARK and DR_INVLINES_PARK tables where appropriate. New form profiles are available for Billing Schedule quotes and Proforma invoices (see page 285).

> **Note:** In previous versions, it was possible to allocate costs to an un-invoiced Billing Schedule—in this case, the system would delay posting Cost of Sale until the invoice was generated with Work in Progress. This workflow has been changed: Billing Schedules must be invoiced before any allocations can be made, and the appropriate journal for the allocation occurs immediately.

Billing Schedule Stock Codes

Billing schedules now always default to the stock code "@"—the **Code** field has been removed from the Billing Schedule window when creating a billing schedule, and the Code column has been removed from the Billing Schedule tab.

> **Note:** See "GL Codes on Debtor Invoices" on page 17 for more information on the "@" stock code.

The profile setting **SQL statement to refine stock item search for Progress Invoice** has been removed, as it is no longer relevant.

Converting Quotes to Invoices

When selecting the **Convert Quote to Invoice** option on the Quote tab toolbar, the system now displays warning messages if any of the lines to be invoiced contain serialised or batch-tracked stock items:
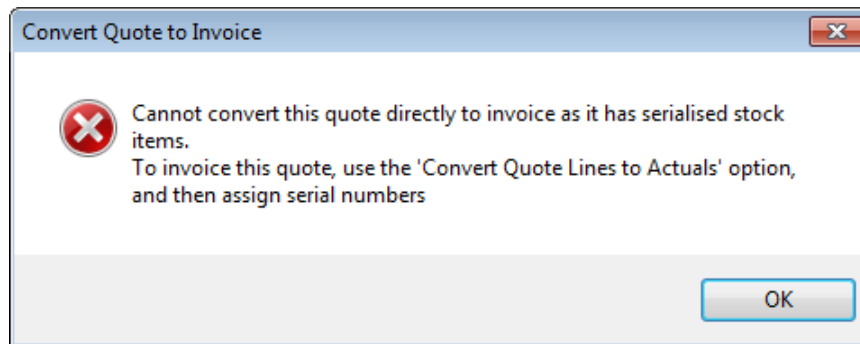
Freight on Job Invoices

Users are no longer automatically prompted to add freight to invoices created from EXO Job Costing, regardless of whether or not freight is automatically added to invoices elsewhere in the EXO Business system.

Sub Job Roll-up

It is now possible to display the sub jobs of master jobs on job grids. A new **Include Sub Job Lines** option is available on the Quote, Timesheets, Costs and Invoice tabs of the Job Details window when viewing a master job—when this option is ticked, the lines of all of the job's sub jobs are displayed:

In addition, the **Job Code** column on the Quote, Timesheets and Costs tabs is now a dropdown that allows you to select the master job or any of its sub jobs, allowing users to quickly switch lines between jobs.

The addition of these features makes it possible to perform bulk actions on all sub-jobs of a master job, e.g. converting all quote lines to actuals or invoicing all lines, giving you more freedom to manage jobs by splitting them into sub-jobs.

When choosing to **Invoice Job with Sub Jobs** from the **Invoice Job** dropdown on the Invoice tab, the generated invoice has the correct Job Code for each sub job on the invoice lines and the Job Code for the master job on the invoice header. (Previously, all lines were set to the Job Code of the job that the invoice was generated from).

> **Note:** The existing **Allow invoicing of sub jobs from master jobs** profile setting must be ticked to enable the **Invoice Job with Sub Jobs** option.

A new **Check for Alerts** option is also available under the **Invoice Job** dropdown. Selecting this option checks all lines for errors that would prevent invoicing.
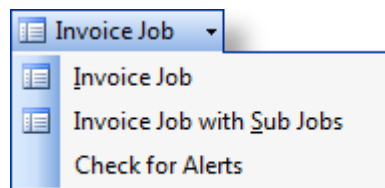
A new **Allow Invoice via Master Job** option is available on the Details tabs of sub jobs. When this option is ticked, the job can be invoiced from the master job.
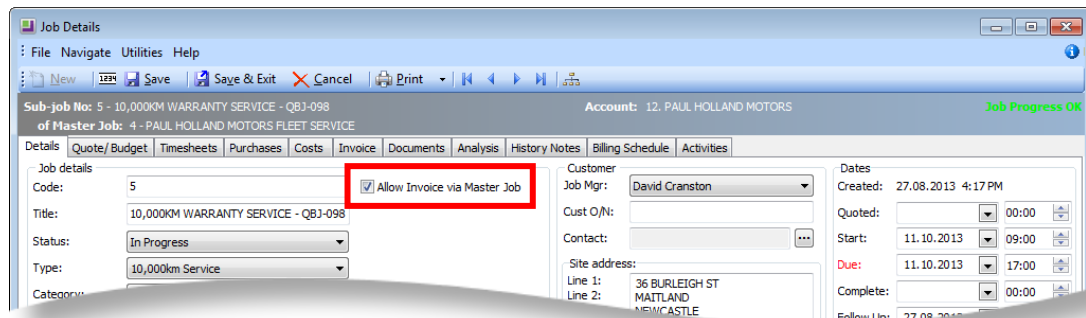
This option can also be set for all sub jobs on the Sub Jobs tab of a master job:

If this option is unticked for a sub job, it will not be possible to select the job for invoicing on the Invoicing of Sub Jobs from Master Job window.

Job Costing Extra Field Events

Event logic has been added to Extra Fields in EXO Job Costing. This functionality, which was previously available for Sales Orders and Opportunities, allows Extra Fields on job headers and lines to be populated automatically.

Extra Fields on the job header can be configured to update their values when the company account number on the job is first specified or when it is changed; similarly, Extra Fields on job quote lines or job transaction lines (timesheets, costs) can be configured to update whenever the stock code on the line is specified/changed. Setting up events on job Extra Fields means that it is possible for the Extra Fields set up on a company/stock item to flow through to the job.

When setting up Extra Fields in EXO Business Config, if JOB_TRANSACTIONS, JOBCOST_HDR or JOBCOST_LINES is selected for the Table name, an Events tab becomes available:
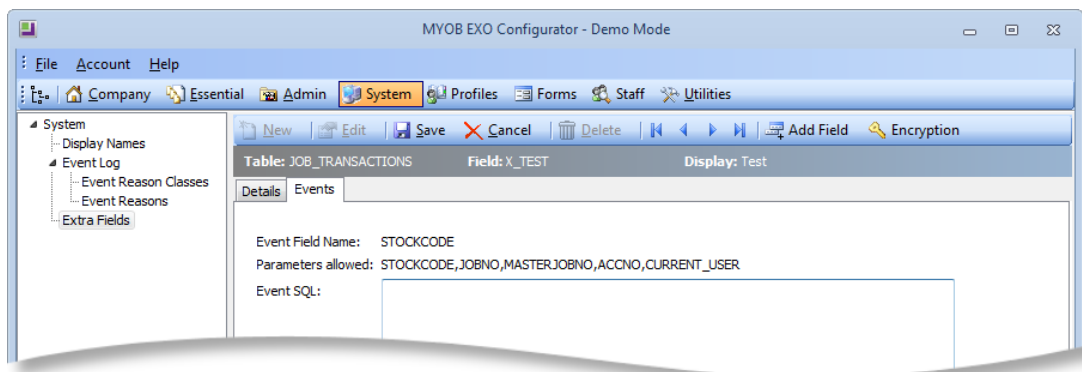
The **Event Field Name** field displays the field on the Job Details window that will trigger the Extra Field update. For Extra Fields on the job header, this is ACCNO; for Extra Fields on job quote and transaction lines, it is STOCKCODE.

The **Event SQL** field contains the SQL statement that will be used to populate the Extra Field when the relevant Opportunity field is set or changed. The following parameters can be used to pass in details:

Job Header	Job Quote Line	Job Transaction
• :Accno	• :Stockcode	• :Stockcode
• :Current_User	• :Current_User	• :Jobno
		• :MasterJobno
		• :Accno
		• :Current_User

> **Note:** Extra Field events override default values—if a default value is specified for an Extra Field that is populated by events, it will be ignored.

Extra Fields on the Details Tab

Extra Fields in positions 1 – 5 are now displayed on the Details tab of the Job Details window:

Extra Fields in position 6 – 24 are displayed on the Extra Fields tab as in previous versions. When adding a new job, the Extra Fields on the Extra Fields tab can now be edited before saving the job.

Extra Fields on Direct Time/Material Entry

Any Extra Field defined for the JOB_TRANSACTIONS table will now appear on the Direct Time Entry and Direct Material Entry windows:

If event logic has been set up for Extra Fields on the JOB_TRANSACTIONS table (see page 9), these Extra Fields will auto-populate based on the event logic when displayed on the Direct Time Entry and Direct Material Entry windows.

Foreign Currency Debtors

Debtor accounts that use a foreign currency can now be used in EXO Job Costing if the **Allow foreign currency debtors in Job Costing** Company-level profile setting is enabled.

> **Note:** This profile setting existed in previous versions as a hidden setting; it is now available as an "Occasionally Used" setting.

Changes to the Job Search Tab

The following improvements have been made to the Search tab on the Job Management screen:
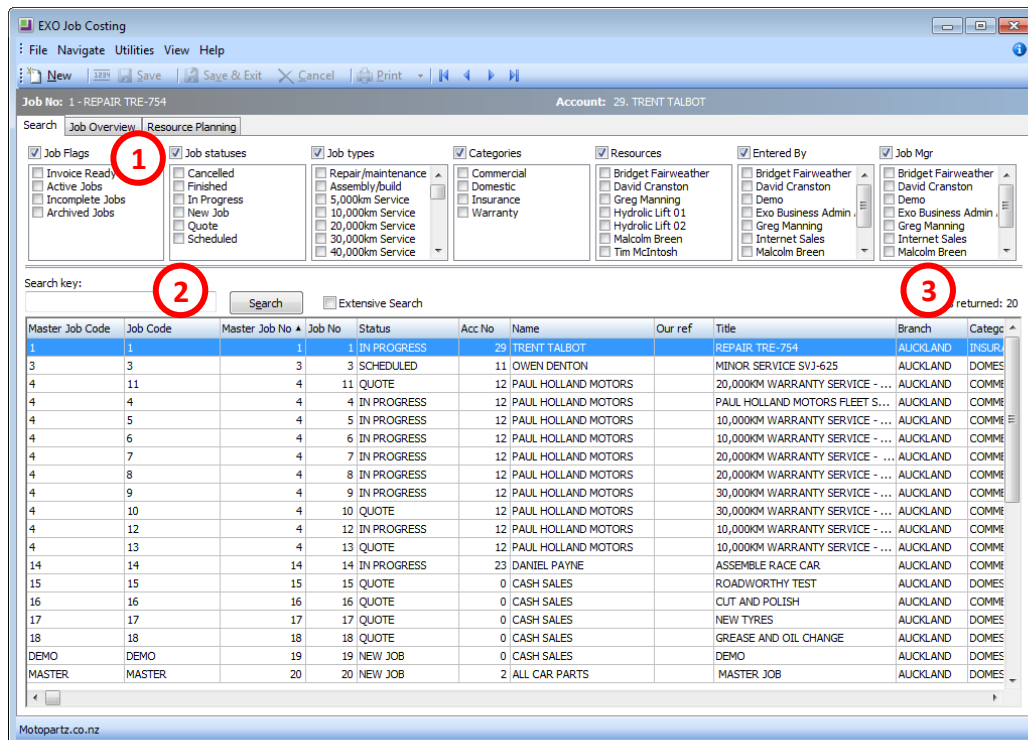
1. The screen now remembers the statuses of the filter panels, so that when they are turned on or off using the View menu, they will remain on or off when the screen is closed and re-opened. If all filters are turned off, the filter area now disappears, giving more screen space for the search results.
2. The search grid now includes columns for master job codes and ID numbers, so that related sub jobs can be grouped together and jobs can be searched for by their master job.
3. The search grid now includes a **Branch** column, so that search results can be sorted by branch.

Link between Job Transactions and Stock Transactions

A new STOCK_TRANS_SEQ_IN fields has been added to the JOB_TRANSACTIONS table. If the job transaction is related to a stock transaction, e.g. a Purchase Order, this field contains the ID number of the stock transaction. This field can be used in reports to provide a link between job and stock transactions.

Hiding the Resource Planning Tab

The Resource Planning tab (which displays all resource allocations in the system in the form of a Gantt chart) can now be removed from the Job Management and Setup Job Resource Allocation windows by enabling the new **Hide Resource Planning Gantt Form** User-level profile setting.

Job Costing Dashboard Tabs

The Analysis tab on the Job Details window in MYOB EXO Job Costing is now a Dashboard interface, containing the following widgets:

- Job Invoice Summary
- Job Summary
- Job Including Sub-Jobs
- Job Snapshot
- Current Job Alerts
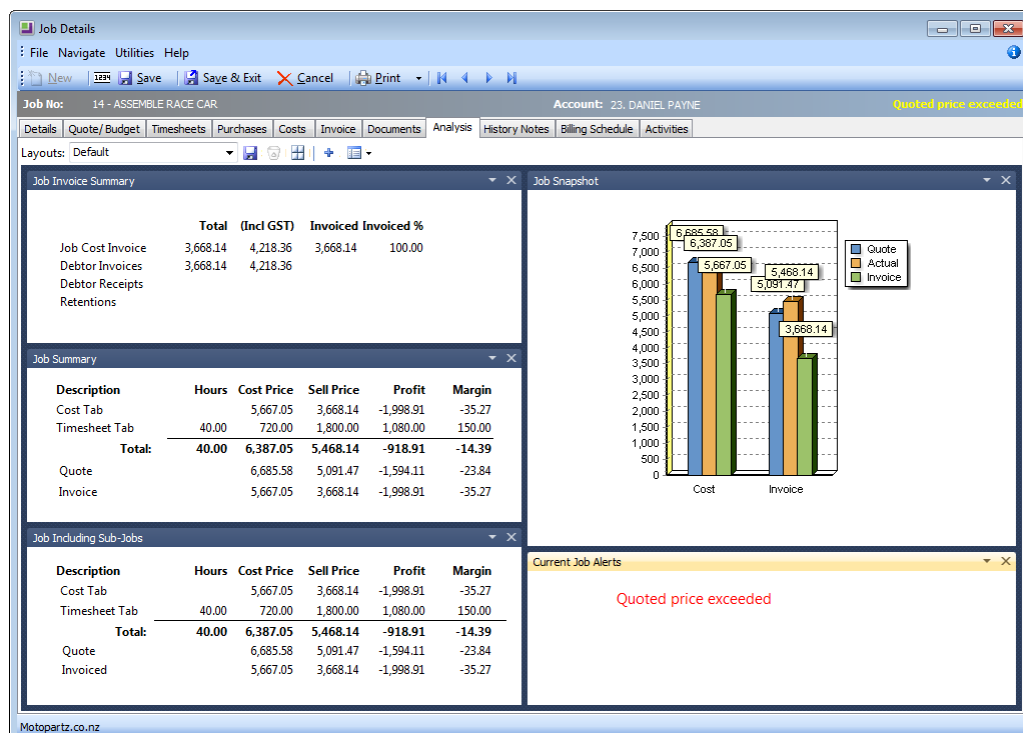
These widgets are based on Clarity reports, and can be customised to suit your needs.

A second Dashboard tab has been added to the Job Details window. This Dashboard is blank by default, and can be customised with whatever widgets you require.

Both new Dashboards accept the following input parameters:

- Current Job No
- Current Master Job No

The **Hide tabs in Job management screen** profile setting has been updated to allow the new Dashboard tabs to be hidden if necessary—the Dashboard tab is hidden by default.

Custom Filters

New custom filtering options are available on the Quote/Budget, Timesheets, Costs and Invoice tabs of the Job Details window. To create and apply filters, click the new **Filter** dropdown button:
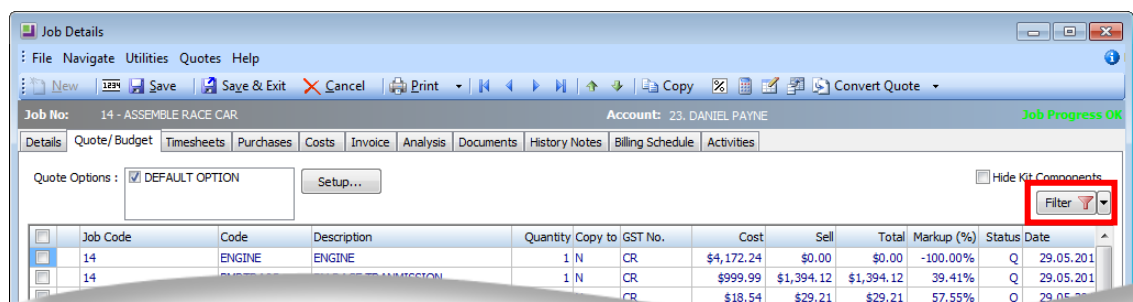
Any filters that have already been defined are available in the dropdown. You can also select **None** to turn off filtering, or **Maintain Filters** to create and edit filters on the Maintain Filters window:
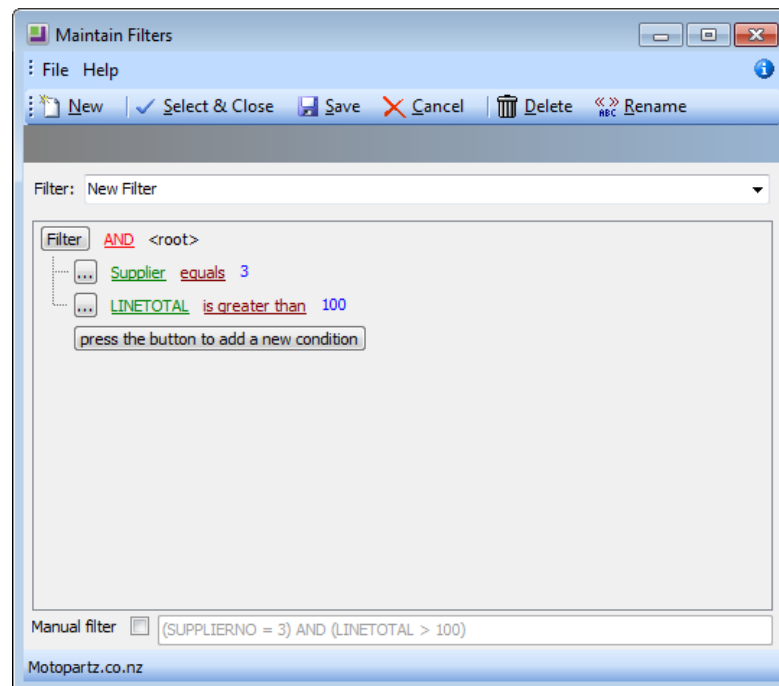
To edit an existing filter, select it from the **Filter** dropdown. To create a new filter, click **New**. Filters are edited using the same interface that is currently available when creating Contact Lists and searching for Debtors in Advanced Search mode. Users can

create one or more filtering conditions based on the fields for the relevant table (JOBCOST_HDR, JOBCOST_LINES or JOBCOST_TRANSACTIONS).

> **Note:** Computed fields are not supported in custom filters.

As users add filtering conditions, the resulting query is displayed at the bottom of the window. Users can tick the **Manual filter** option to edit this query manually; doing so disables the filter building controls.

Click **Save** after editing a filter to save the changes and apply the filter immediately. The icon on the **Filter** dropdown changes from red to green to indicate that a filter is currently applied. You can also apply an existing filter by selecting it from the dropdown and clicking **Select and Close**. Filters are saved separately for each tab, e.g. filters set up on the Costs tab will not be available on any other tabs.

Grid Column Extra Fields

In previous versions, "Grid Column" was an option in the **Dialog type** dropdown, which would make Extra Fields appear as standard edit columns in the Sales Order, Job and Opportunity grids. This release adds the ability to have other types of Extra Field, e.g. check boxes or dropdown lists as a grid column.

When configuring Extra Fields in the MYOB EXO Configurator, a new **Grid Column** option has been added separately from the **Dialog type** dropdown, so that multiple dialog types can be used as a grid column Extra Field:
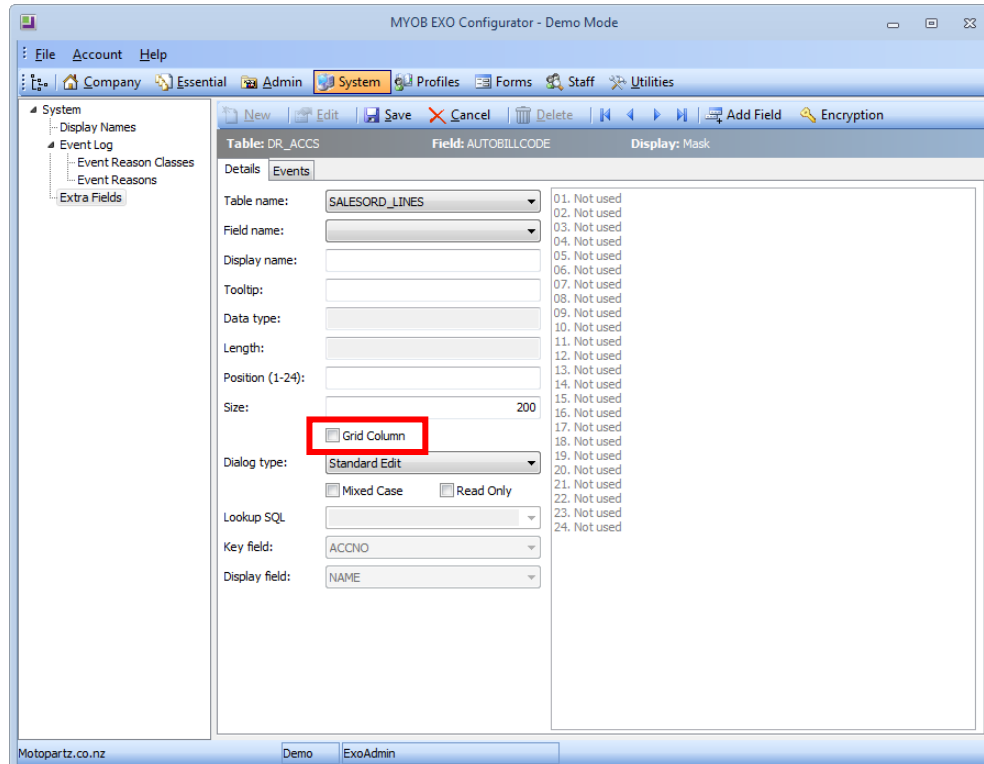
For header tables, the **Grid Column** option is always unticked and for line tables it is always ticked. The only exception is the SALESORD_LINES table, where the option can be changed—if it is ticked, Extra Fields will appear in the grid; if it is not, they will appear in the line periscope.

When the **Grid Column** option is ticked, the following options are available in the **Dialog type** dropdown:

- Standard Edit
- Check Box
- Drop-Down Edit
- Drop-Down Selection
- Drop-Down SQL Selection
- Date Picker

Grid column Extra Fields support the **Read Only** option. This means it is possible, for example, to create an Extra Field that cannot be edited when displayed in grids and is only populated by an Extra Field event.

Extra Fields on the Sales Order Supply Grid

Any Extra Fields added to the SALESORD_LINES table will now appear on both the Order Details grid and the Supply Details grid, provided the new **Grid Column** option is ticked.

GL Codes on Debtor Invoices

This release adds the ability to enter GL codes on Debtor Invoices in the core EXO Business module (but not EXO POS). When the new **Enable GL code entry into the stock code field on a debtors invoice** User-level profile setting is enabled, GL codes can be entered into the **Stock Code** column of the Invoice Entry window.

> **Note:** This feature is enabled by default—if you want to restrict its use for some users, disable the setting for those users' profiles.

To enter a GL code, enter "@" followed by the code. You can also enter "@" by itself or "@" and a partial GL code, then press ENTER to search for a GL code. Once entered, lines containing GL codes are highlighted in green:

This feature is compatible with the existing **Enable display and override of GL code from stock item** profile setting, which displays a **GL Code** column on the Debtor Invoice window. In this case, the GL code entered in the **Stock Code** column is also displayed in the **GL Code** column.

> **Note:** To ensure backward compatibility with existing custom reports and add-ons, the "@" stock code must exist as a placeholder for a valid stock code. The DBUpdate process creates an "@" stockcode when updating the EXO Business database to 8.7 if one does not already exist (it always exists by default, but may have been removed). No other stock codes should contain an @ symbol—this can be enforced by configuring the **Prohibited characters in stock codes** Company-level profile setting.

The **Invoice.clf**, **EmailInvoice.clf** and **ViewInvoice.clf** forms have been updated with new line-formatting logic to display GL code lines differently from Stock or Lookup lines.

> **Note:** To take full advantage of this feature, it may be useful to modify customized invoice formats to format General Ledger code lines differently from stock lines based on the new database field DR_INVLINES.CODETYPE (GL Code lines have a CODETYPE of "G").

Improvements to GL Posting

When right-clicking on the batch details displayed on the Post to GL Ledgers window, the **View Pre Posted Transactions** right-click option is now a sub-menu with two options: **Selected Account** or **All Accounts**:
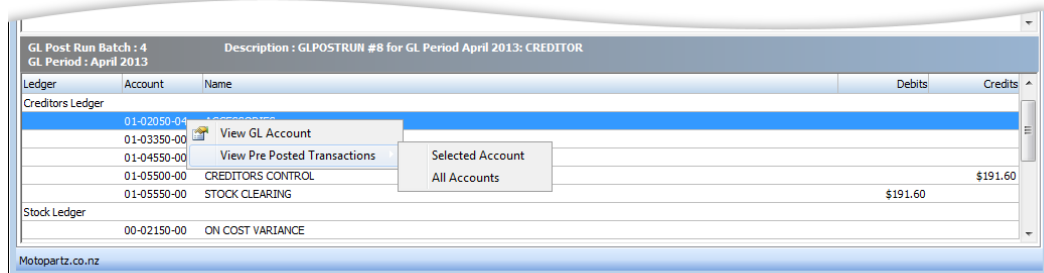
The **Selected Account** option behaves the same as the **View Pre Posted Transactions** option in previous versions, showing the pre-journals that will be posted for the account that was right-clicked on. The **All Accounts** option displays a consolidated view of all accounts in the grid:

In both cases, the Pre-Posted GL Transactions window now displays additional columns, showing more information about the batch.

Business Alerts

This release adds the ability to set up custom business rules and alerts that are triggered when one of the following transactions is saved:

- Sales Order
- Purchase Order
- Creditor Invoice
- Debtor Invoice

- Opportunity Quote
- Job Quote
- Job Transaction
- Direct Material Entry
- Direct Time Entry

> **Note:** Alerts on Debtor and Creditor Invoices are only triggered from Invoice Entry screens, e.g. the Creditor Invoice Entry screen or the Invoice Entry screen in EXO Job Costing. They are not triggered when creating the invoice from another screen, e.g. when creating a Debtor Invoice from a Sales Order. Similarly, creating an Opportunity by copying an existing one will not trigger alerts on Opportunities.

Rules using custom conditions can be attached to each of these system events; when a rule's conditions are met, a message can be displayed to the user and a notification email can optionally be sent to one or more addresses.

Business Alerts are set up in the EXO Business Configurator at **System > Event Log > Business Alerts**:
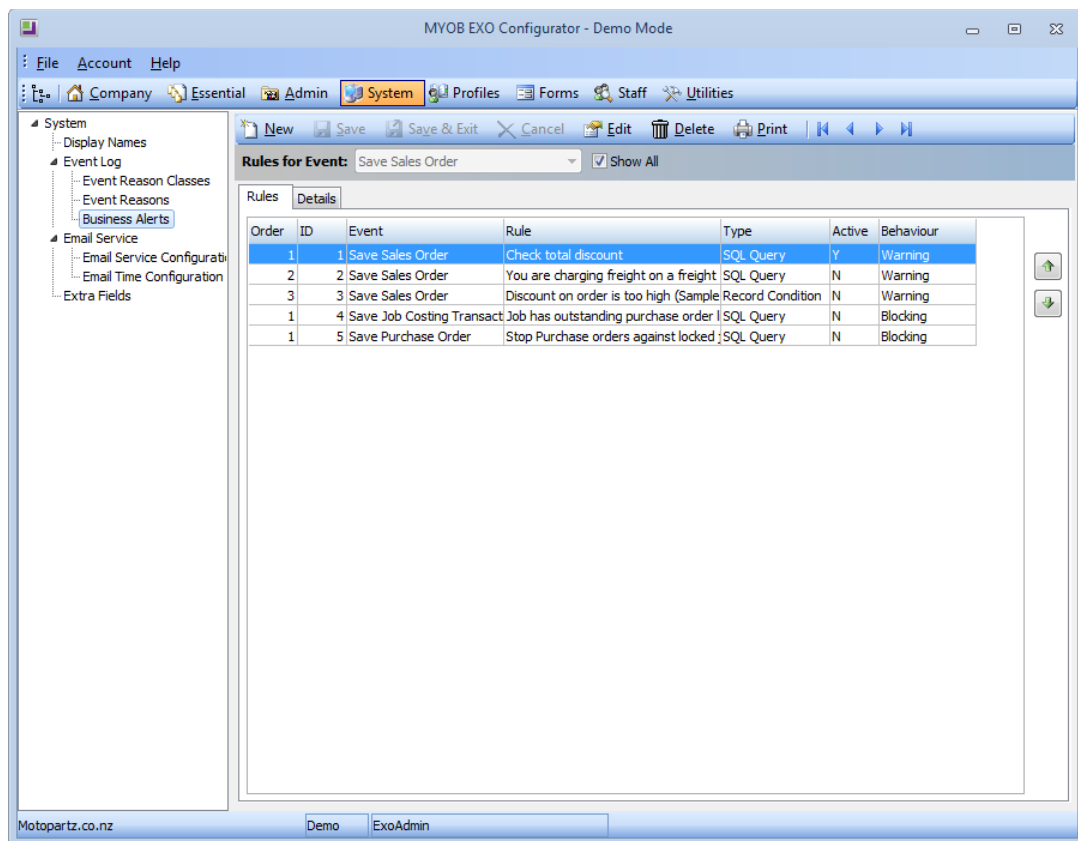
The Rules tab displays all rules defined in the system for the selected event; alternatively you can tick the **Show all** box to display all rules for all events. A selection of example alerts is installed with the system.

Rules are listed in order of priority, i.e. in the order that they will be applied. To change priorities, move rules up or down using the up and down arrow buttons.

Double-click on a rule to edit it or click **New** to create a new rule for the selected event (the **New** button is disabled when the **Show All** box is ticked). When adding or editing a rule, the Details tab appears. The Options sub-tab displays the conditions that must be met for the rule to be activated.
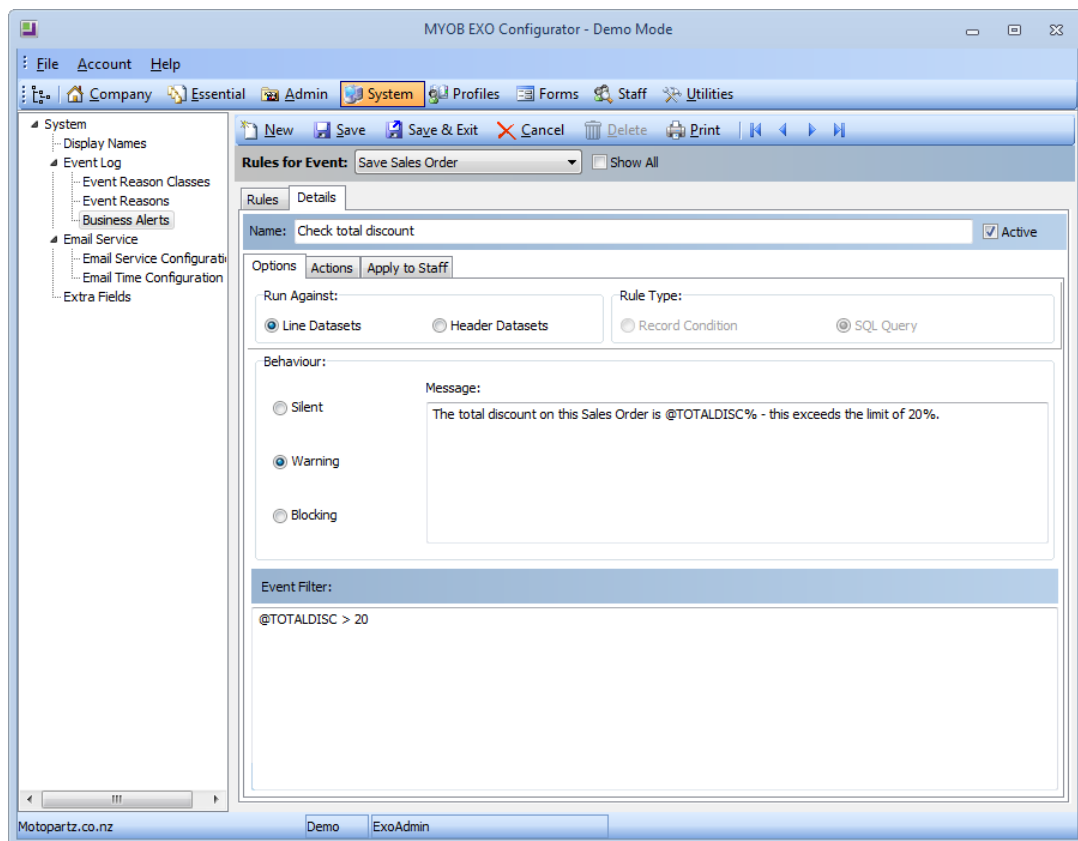
The **Run Against** option determine whether the rule should be applied to all lines related to the record, or to the record header.

The **Rule Type** option determines how the rule's conditions (see page 22) will be applied. Choose from:

- Record Condition – applies conditions against the record.
- SQL Query – applies a SQL query to each line individually.

Once the rule is saved, this property cannot be changed.

The **Behaviour** section specifies what should happen in the EXO Business interface when the rule is triggered:

- Silent – no message is displayed to the user, although the fact that the rule was triggered is still logged (see "Business Alert Auditing" on page 26).
- Warning – a warning message is displayed to the user with **Yes** and **No** options. The user can click **Yes** to proceed with the action or **No** to cancel.
- Blocking – a message is displayed to the user indicating that the action cannot proceed.

For "Warning" or "Blocking" rules, enter the message to display to the user in the section below. This message can contain the same parameters that are used to build rule conditions—see below.

Rule Conditions

The bottom section of the Details tab is where you enter the conditions that must be met to trigger the rule.

Rules with the type "Record Condition" are entered in the form of a filter that can include the parameters detailed below.

Rules with the type "SQL Query" are entered in the form of a SQL statement to run against the EXO Business database. The parameters below can also be used in SQL statements.

Parameter	Meaning
General (available for all rules)	
@CURRENT_USER	The ID number of the logged on user.
@STAFFNAME	The name of the logged on user.
@NOW	The current date and time.
@TODAY	The current date.
@EXOLINK	A formatted exo:// protocol hyperlink to the transaction, e.g. exo://saleorder(10001). Can be used in notification emails.
Sales Orders	
@ACCNO	The ID number of the Debtor account on the Sales Order.
@ACCOUNTNAME	The name of the Debtor account on the Sales Order.
@ORDERNO	The ID number of the Sales Order.
@SALESNO	The ID number of the salesperson on the Sales Order.
@SUBTOTAL	The Sub Total amount on the Sales Order.
@TAXTOTAL	The GST Total amount on the Sales Order.
@TOTALDISC	The total discount on the Sales Order.
@UNDISCOUNTED	The undiscounted total of the Sales Order.
@H	A specified field from the SALESORD_HDR table, e.g. @H.DUEDATE.
@L	A specified field from the SALESORD_LINES table, e.g. @L.STOCKCODE.
Purchase Orders	
@PURCHORDNO	The ID number of the Purchase Order.
@ACCNO	The ID number of the Creditor account on the Sales Order.
@ACCOUNTNAME	The name of the Creditor account on the Sales Order.

Parameter	Meaning
@SALESPERSON	The ID number of the staff member in the Purchase Order's **Ordered by** field.
@H	A specified field from the PURCHORD_HDR table, e.g. @H.ORDERDATE.
@L	A specified field from the PURCHORD_LINES table, e.g. @L.UNITPRICE.
Creditor Invoices	
@SEQNO	The ID number of the invoice.
@ACCNO	The ID number of the Creditor account on the invoice.
@ACCOUNTNAME	The name of the Creditor account on the invoice.
@H	A specified field from the CR_TRANS table, e.g. @H.TRANSDATE.
@L	A specified field from the CR_INVLINES table, e.g. @L.TAXRATE.
Debtor Invoices	
@SEQNO	The ID number of the invoice.
@ACCNO	The ID number of the Debtor account on the invoice.
@ACCOUNTNAME	The name of the Debtor account on the invoice.
@H	A specified field from the DR_TRANS table, e.g. @H.SUBTOTAL.
@L	A specified field from the DR_INVLINES table, e.g. @L.DISCOUNT.
Jobs	
@ACCNO	The ID number of the Debtor account on the job.
@ACCOUNTNAME	The name of the Debtor account on the job.
@JOBNO	The job number.
@H	A specified field from the JOBCOST_HDR table, e.g. @H.STATUS.
@F	A specified field from the JOBCOST_FLAGS table, e.g. @F.ISACTIVE.
@Q	A specified field from the JOBCOST_LINES table, e.g. @Q.STOCKCODE.
@T	A specified field from the JOB_TRANSACTIONS table, e.g. @T.QUANTITY.
Opportunities	
@ACCNO	The ID number of the company account on the opportunity.
@ACCOUNTNAME	The name of the company account on the opportunity.
@OPPORTUNITYID	The ID number of the opportunity, or "New" if it has not been saved yet.

Parameter	Meaning
@CONTACTID	The ID number of the contact associated with the opportunity.
@CONTACTNAME	The name of the contact associated with the opportunity.
@H	A specified field from the OPPORTUNITY table, e.g. @H.PROBABILITY.
@L	A specified field from the OPPORTUNITY_QUOTE table, e.g. @L.QUANTITY.

The alias parameters that give access to the fields of a table (@H, L@, etc.) can be used to access Extra Fields; however, computed fields are not supported in Business Alerts.

> **Note:** While these parameters are not case-sensitive, the values of table fields are, e.g. @F.ISACTIVE would need to look for the value "Y", not "y".

Rule Actions

The Actions sub-tab defines a list of actions to perform when the rule is triggered. At present, the only available action is to send an email to specified recipients using the new EXO Email Service (see page 27).
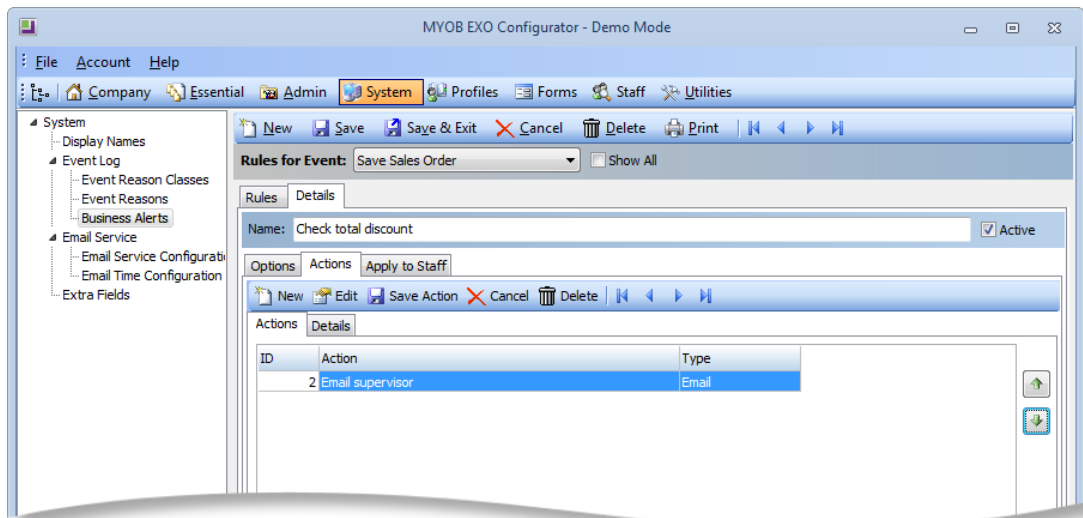
All actions set up for the rule are displayed in the order that they will be applied. Actions can be re-ordered using the arrow buttons on the right. Click **New** to create a new action.
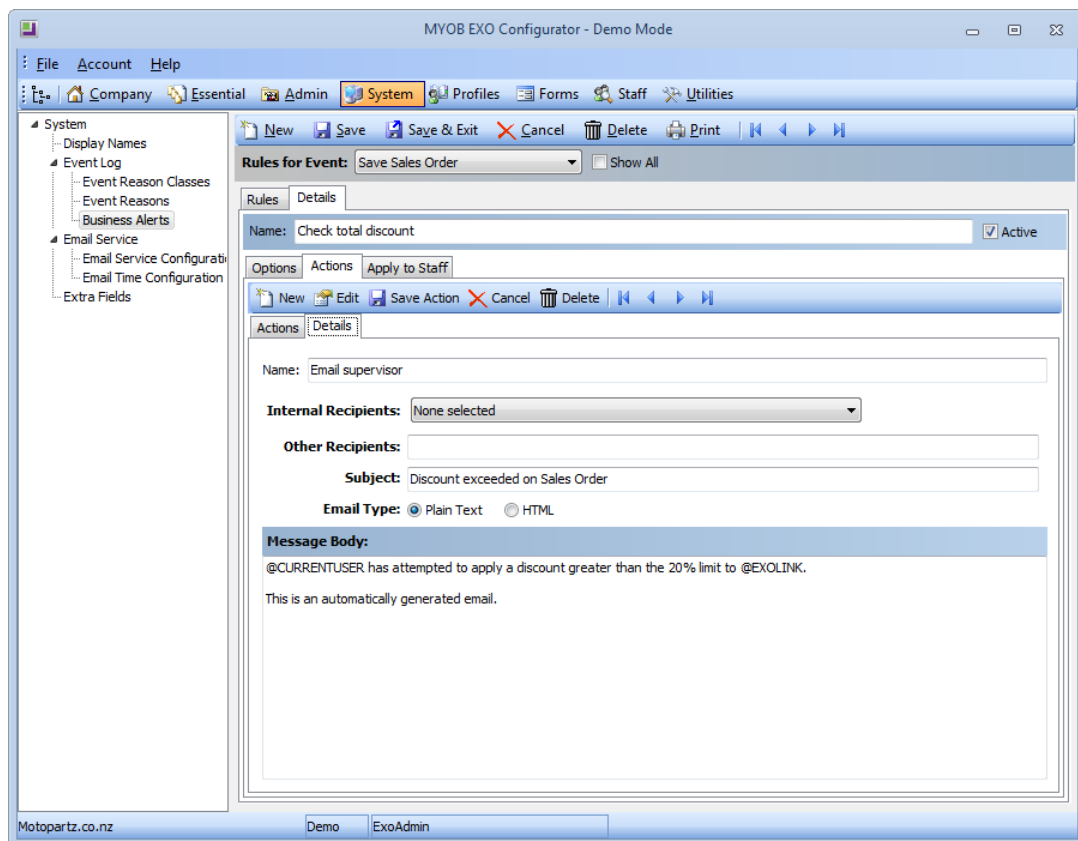
On the Details sub-tab, enter a descriptive name for the action, then specify who to send the email to. One or more EXO Business staff members can be selected as recipients from the **Internal Recipients** dropdown, and other email addresses can be entered manually into the **Other Recipients** field.

Enter a subject line and the message text to send/display. The message body can include any of the parameters that are available for the rule (see page 22). In particular, the @EXOLINK parameter can be used to insert a formatted exo:// protocol hyperlink to the relevant record into the email.

Once all information has been entered, click **Save Action** to add the action to the rule.

> Note: Clicking **Save Action** adds the action to the rule, but does not save the rule itself—click the **Save** button on the main toolbar to save the rule and all of its actions to the EXO Business database. Rules that have been added but not yet saved are listed on the Actions sub-tab with the ID "New".

Applying Rules to Users

The Apply to Staff sub-tab lets you specify which EXO Business staff members the rule applies to:
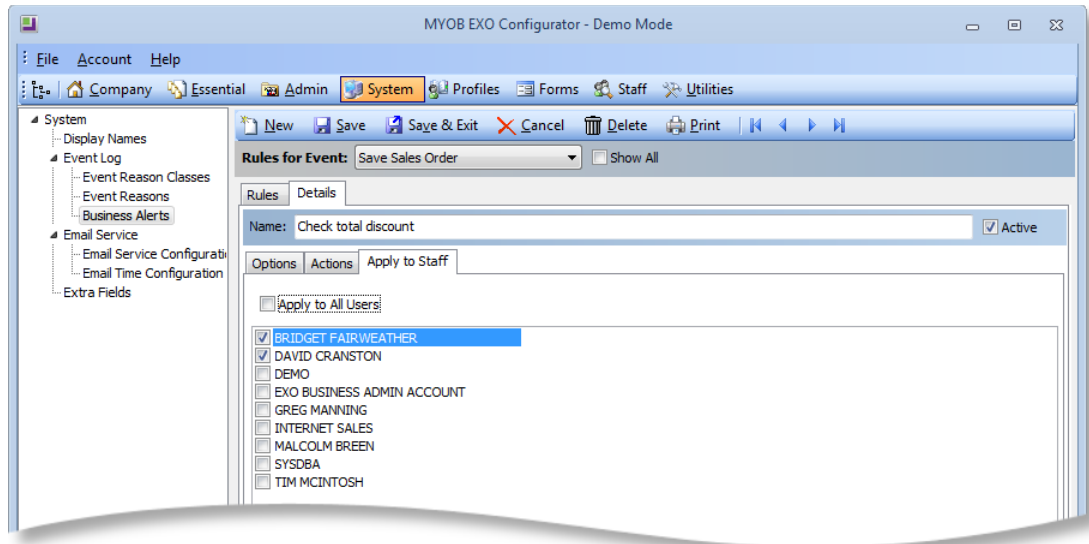
Tick the boxes for the users that this rule applies to, or tick **Apply To All Users**.

Business Alert Auditing

Every time a Business Alert is triggered, an entry is recorded in the REASON_EVENTS table. New Reason Classes are created automatically for each type of event that alerts can be created for.

For alerts that send a message, an entry is also stored in the new EVENTS_SCHEDULE table. Entries include the values of all parameters relating to the rule.

The Audit Report (**ReasonReportbyClass.CLR**) has been updated to include information on Business Alerts.

EXO API

This version includes new configuration options to support the EXO API. The local components needed to access the EXO API from an EXO Business server can be installed and set up using the MYOB EXO Business Services Setup Wizard and the MYOB EXO Business Service Configuration utility (see "**Error! Reference source not ound.**" on page **Error! Bookmark not defined.**).

A new "EXO API" module can be added in the Company section of EXO Business Config; when this module is added and licensed, a new API Access tab appears when editing staff members:
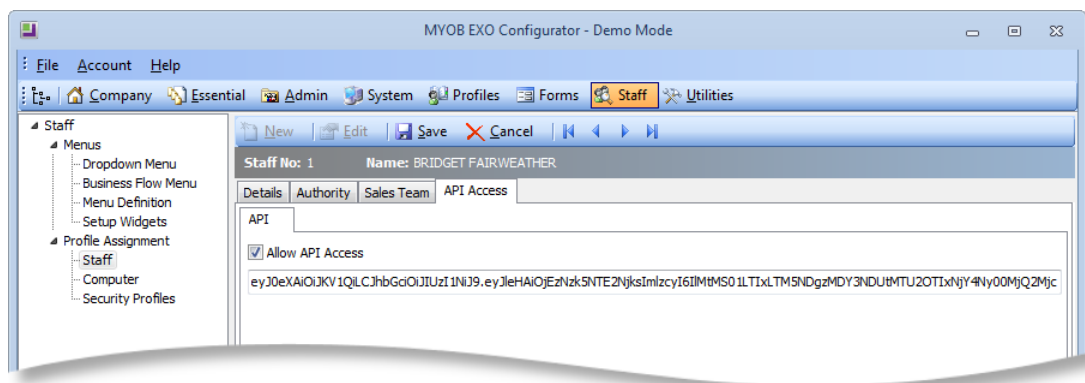
Ticking the **Allow API Access** box generates an API token for the staff member. You can right-click on the token to copy it to the clipboard.

See the *MYOB EXO API Release Notes* document for more information on the EXO API.

EXO Email Service

This release adds an email service utility, **ExoEmailService.exe**, which can be used to automate the sending of emails from the EXO Business system. This service is used by the new Business Alerts (see page 19), but it can potentially be used to send emails for any reason.

Installing the Service

You can install and set up the EXO Email Service using the MYOB EXO Business Services Setup Wizard and the MYOB EXO Business Service Configuration utility (see "**Error! eference source not found.**" on page **Error! Bookmark not defined.**).

Run the MYOB EXO Business Services Setup Wizard, and when asked which features you want to install, make sure that the **Messaging Service** option is enabled.

Once the wizard has completed, you are given the option of running the service configuration utility to set up the service. You can run the utility, **MYOB.ED.EXO.Cloud.ServiceConfig.exe**, at any time after installation.

> **Note:** The service configuration utility must be run on the server that the EXO Email Service is installed on, using an account with administrator privileges.

The email service can also be set up manually:

1. Copy the **ExoEmailService.exe** file to the main EXO Business install directory.
2. Open a command prompt with administrative rights at this location.
3. Enter `ExoEmailService.exe /install [connection]`, where `[connection]` is the connection name for the instance of EXO Business that you are installing the service for.

You can install the service for multiple instances of EXO Business by specifying multiple connection names, separated by spaces, e.g.

`ExoEmailService.exe /install Connection1 Connection2`

Once the service is installed, you can update the list of instances that it is installed for by entering:

`ExoEmailService.exe /config [list of connections]`

This removes all current connections and adds only those connections you specify, i.e. if you want to add a connection, you must list the new connection and all existing ones.

> **Note:** The EXO email service runs using the Local System account. This means that the EXO Business database connection must have been created while logged in as an administrator account; otherwise the service will not be able to find the connection details. If you receive the error "Failed to start service", you may need to open the EXO Business Connection Editor window while logged in as an administrator, then delete and re-create the connection.

Configuring the Service

Once the service has been installed, you can configure it in the EXO Business Configurator at **System > Email Service**. Two configuration screens are available. The first, **Email Service Configuration**, lets you configure the details of the email server, including address, authentication and default user information:
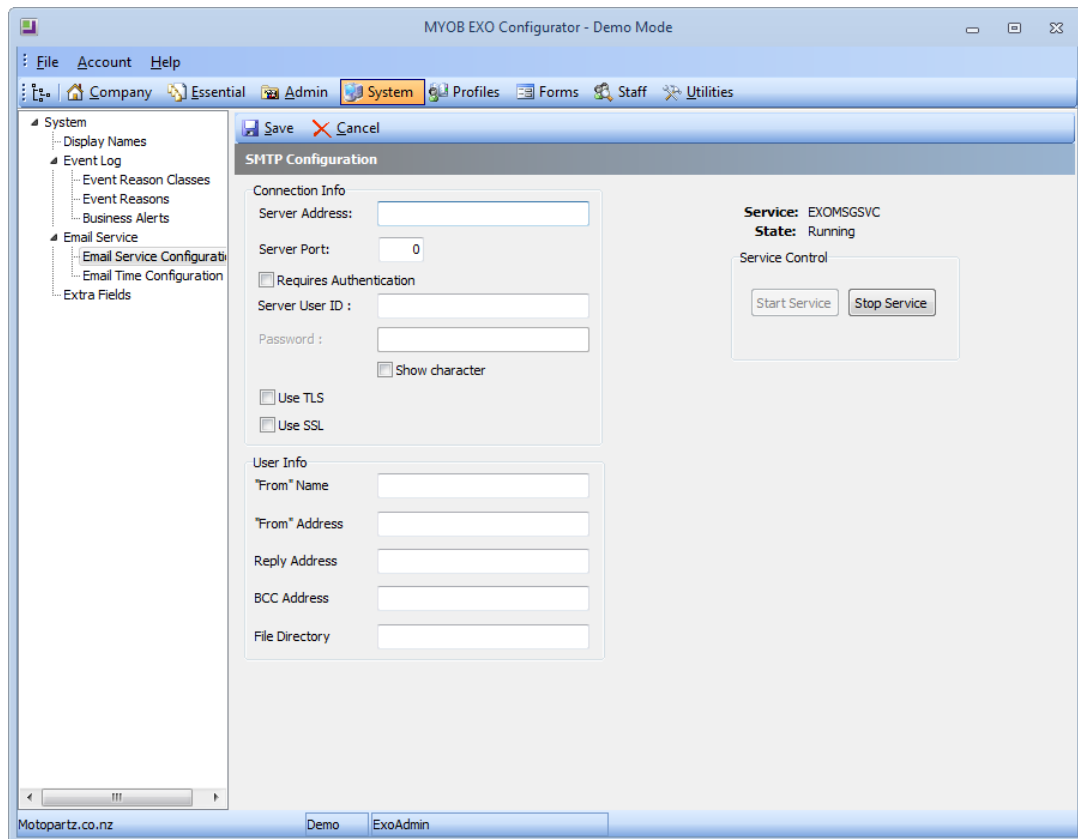
The second configuration screen, **Email Time Configuration**, lets you specify when the email service should and shouldn't send emails, and the how often it should check for new emails to send:
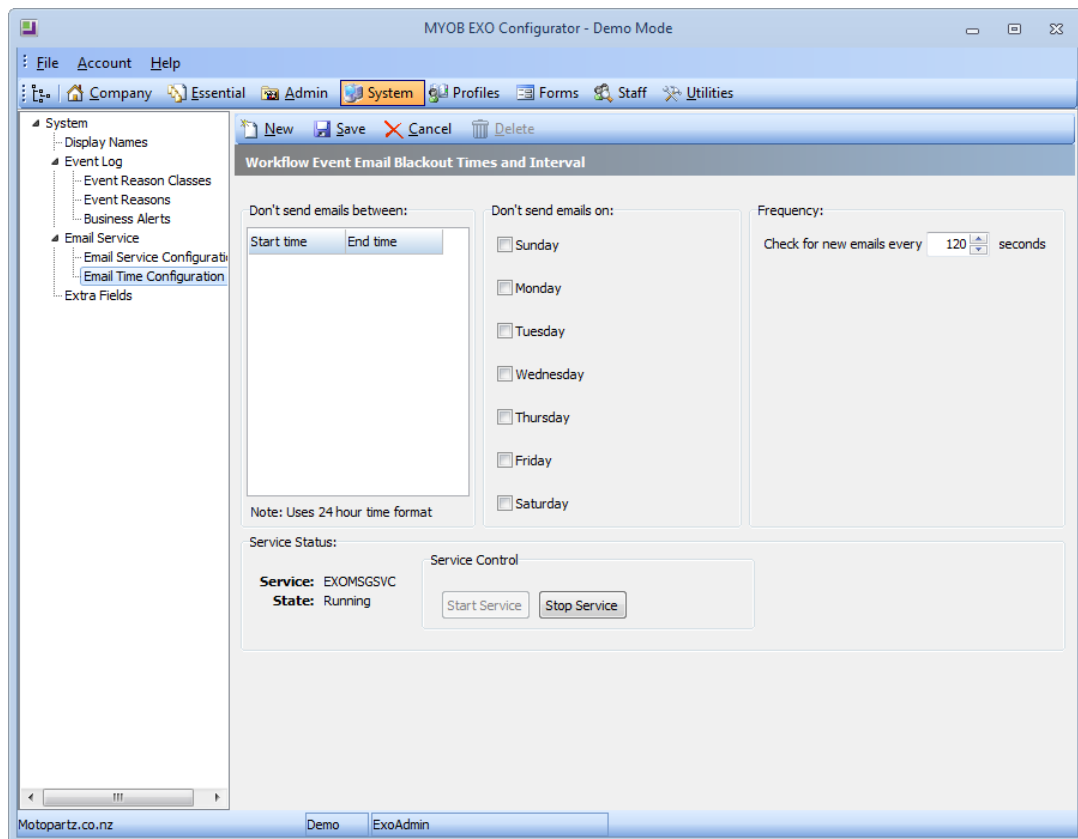
Both configuration screens have controls that let you stop and start the email service.

Once the EXO Email Service is running, it scans the EVENT_EMAILS table for unsent email messages, and attempts to send all messages that it finds. If an email fails to send, the service will attempt to send it again the next time it checks for emails.

> **Note:** More detailed information on installing, configuring and using the EXO Email Service are available in the *EXO Email Service* white paper, available on the new EXO Business Education Centre (see page 31).

EXO Education Centre

The release introduces the EXO Business Education Centre, a website that provides a central point of access to all EXO Business documentation. This includes:

- EXO Business Help files and User Guides
- Release Notes for the current and previous releases
- EXO Business White Papers
- A growing library of instructional videos
- Database schemas for selected areas of the EXO Business system

A search function is available, which searches all available documentation for the search terms entered. Search results can be filtered to show only one type of documentation, e.g. only Help pages or only Release Notes.

The Education Centre can also be accessed in any web browser at http://help.myob.com.au/exo. The new **Education Centre** option in the Help menu opens the Education Centre in your default web browser.

This release adds a new Education Centre widget, which displays the Education Centre on any dashboard interface. The EXO Business demonstration databases (EXO_DEMO and EXO_LIVE) include a new Education Centre tab on the default business flow menu:
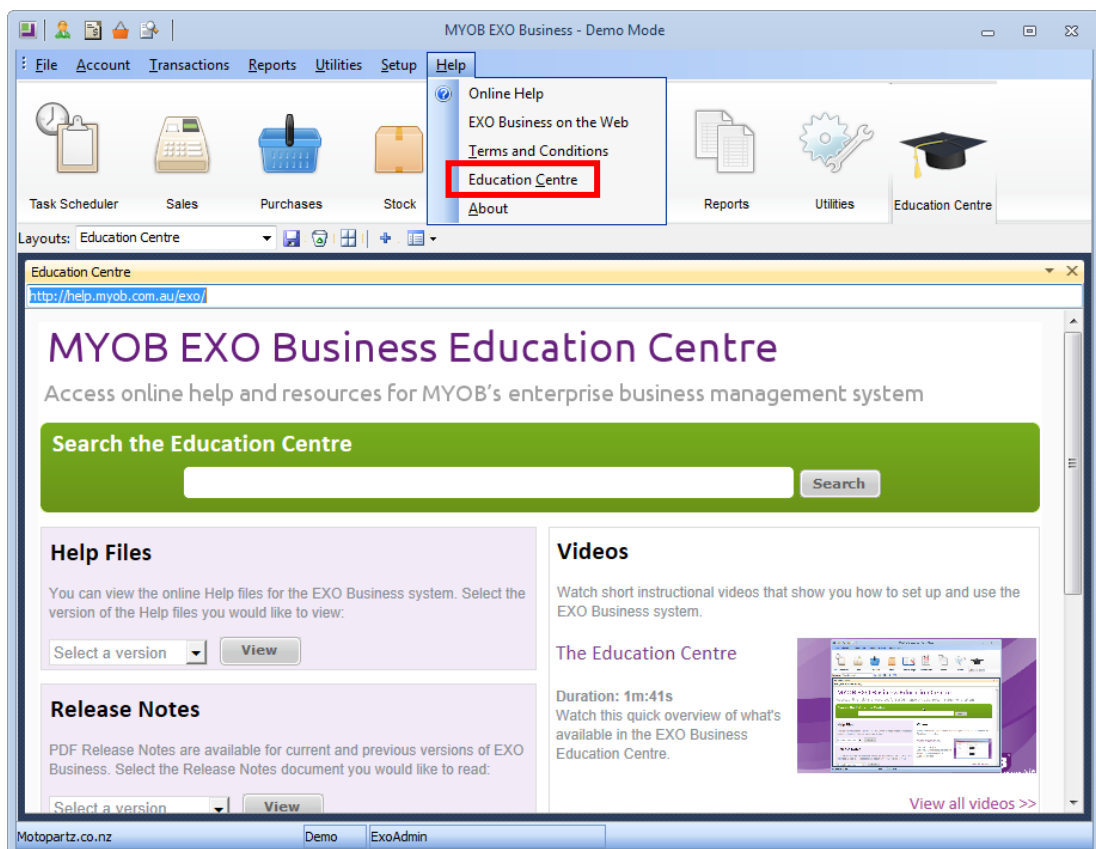
Online Help

The Education Centre includes new EXO Business Help files, which are now available online as a set of web pages that can be viewed in any web browser. EXO Business will open the online Help in your default web browser when F1 is pressed or when **Online Help** is selected from the Help menu.

The existing CHM Help files are still available for offline use. The help file that EXO Business will access is determined by the existing **Location of help files** Computer-level profile setting. If the location specified in this setting starts with **http://** or **https://**, EXO Business will look for online Help pages at the specified URL. If the location does not start with either of these strings, EXO Business will look for a CHM Help file at the specified location.

> **Note:** In an upgrade to EXO Business 8.7, the **Location of help files** setting is updated to the URL of the online Help pages by default.

Widget Enhancements

This release includes changes that make it easier to set up widgets and assign them to users. When creating or adding widgets, the **Module Visibility** dropdown now allows you select multiple modules:
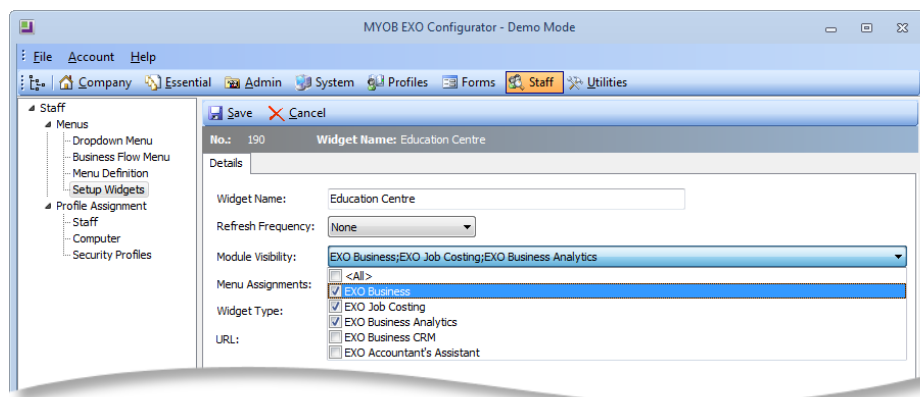
A new **Menu Assignments** dropdown lets you assign the widget to one or more menus immediately:
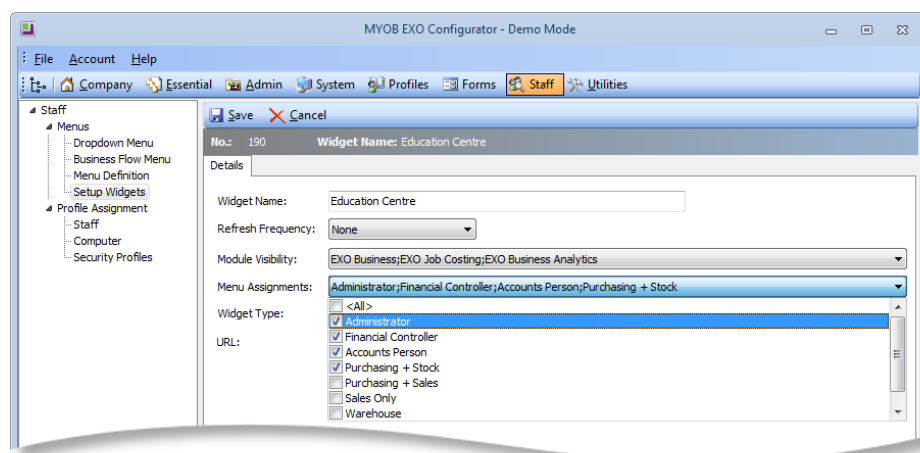
When adding widgets to staff members' menus manually, a new Widgets section appears at the bottom of the menu. All widgets added to the menu appear in this section now, making it easier to see which widgets have been added to each menu. In an upgrade to EXO Business 8.7, all widgets that are currently on menus are moved into this section automatically.
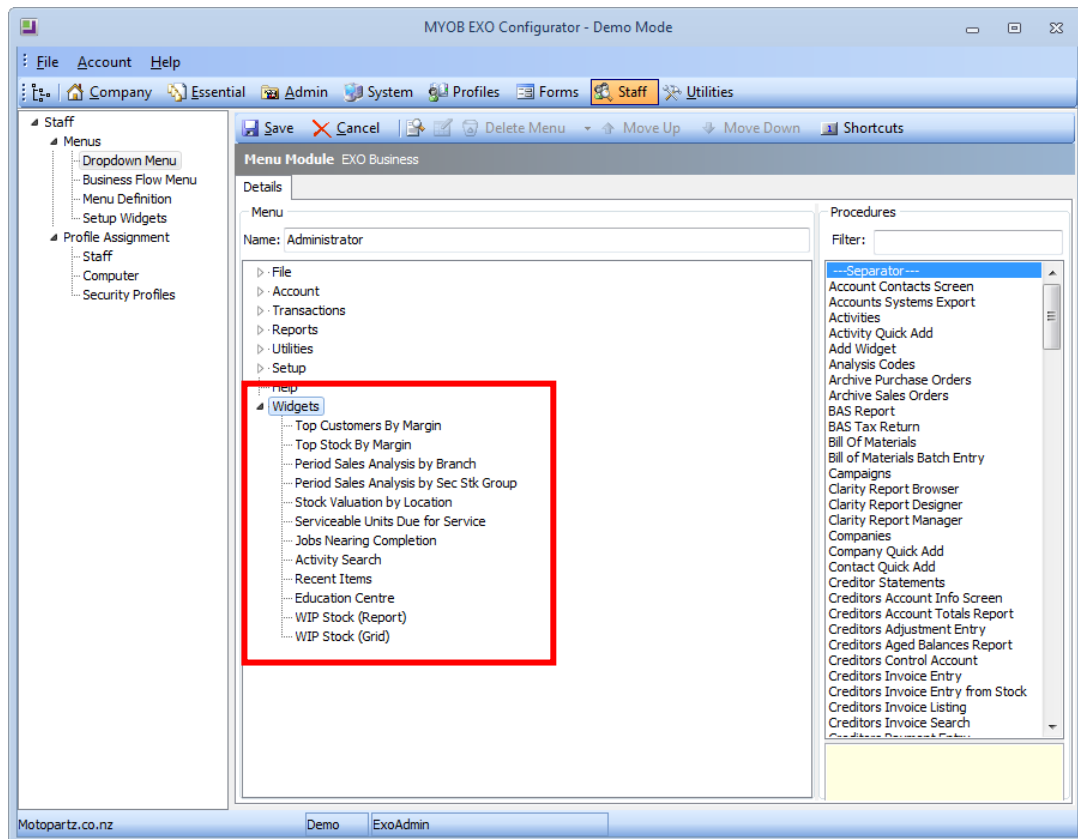
The Setup Widgets screen is now available from the **Staff > Menus** section of EXO Business Config as well as the **Admin > Dashboards** section.

Loading Widgets

The system has been updated so that dashboard widgets are not loaded until they are actually displayed. This means that on an interface that contains many different dashboards, e.g. the default business flow menus for some modules, the interface will be faster to start up, as the system no longer loads all widgets on startup, just those that are displayed initially.

Support for Windows Aero

It is now possible to enable support for the Windows Aero interface, including the Aero Flip and Peek features. To enable Aero features, run EXO Business executables with the /AERO flag.

> **Note:** This feature is currently still experimental, and may result in application windows behaving unexpectedly.

Resolved Issues

EXO Business Core

Service Request ID	Description
12225369598 12534777221 12330711451 12335935639 12330710671 12288245428 12258822196 12258822191 12257514511 12203693726 12190564240	When a large volume of records (greater than 10,000) existed in the PREVIOUS_ITEMS table, the error message "Record not found or changed by another user" could appear and the Recent Items widget would take a long time to load. These issues have been resolved; the PREVIOUS_ITEMS table is now cleaned out every time a module containing the Recent Items widget opens, so that there can be no more than 100 items in the Previous Days section, and no more than 50 items in the Today section.
11520852631 12669390091 12380261751 11517609781 11050594604	When the profile setting **Allow manual entry/override of discounts on debtor invoice and sales order lines** was disabled, discounts were automatically removed from Sales Order lines. This has been resolved. When this setting is disabled, the **Discount** column becomes read-only; any discounts that apply to each line are not removed, and cannot be manually edited.
11264696622 12240013331 11262280731 11133474541	After running the CSV Import wizard in the Utilities section of EXO Business Config, the confirmation/error message indicating whether or not the import was successful did not appear. This has been resolved.
12710887119 12675954051	The **Total Stk Qty** and **Loc Qty** columns on the Transactions tab of the Stock Item Details window did not update after a stock transfer. This has been resolved.
11749626982 12266358381 12140668151 11808078581 11674594226 11325750512 11325736979 11325562782 11325562769	The maximum attachment size of batch invoice mailshots can now be set by the **Batch Invoice Mailshot Attachment Size Limit** Computer-level profile setting.
12119946463 12108433341 11518862466 11518258309	The output item of a Bill of Materials cannot be a lookup item; however, if an item wasn't specified, it would default to the DEF BOM OUTPUT item, which was a lookup item. This no longer occurs, and Bills of Materials cannot be saved unless the output item is a valid stockcode.
11878121991 12490212311 11876509880	It was not possible to copy the delivery address from a fully processed Sales Order. This has been resolved.
-	The **Loc** and **To loc** columns on the Transactions tab of the Stock Item Details window were blank if the stock levels in the relevant locations were zero. This has been resolved.

Service Request ID	Description
-	The errors "Catastrophic failure" or "Database connection terminated" could occur when running an invoice mailshot on Windows XP. This has been resolved.

EXO Job Costing

Service Request ID	Description
11211409487 11242763874 11242763871 11243689671 11209601321	Foreign currency Debtor accounts can be used in EXO Job Costing when **the Allow foreign currency debtors in Job Costing** profile setting is enabled—see page 12.
11904033522 11893574862	The exchange rates stored in the JOBCOST_HDR, JOBCOST_LINES and JOBCOST_TRANSACTIONS were limited to two decimal places. This has been resolved; there is no longer a limit on the number of decimal places.
12456243029 11299059921	Proforma invoices (Progress Billing) now display detail at the line level, instead of containing only a single line—see page 13 for more information.
11933973297 12151994441 11914519751 11861683041	The **Convert Quote to Invoice (No Stock Movement)** right-click option on the Quote grid is now hidden if Progress Billing is not available or if the **Job Cost Billing Mode** profile setting does not contain "P".
11303441646 12033811491 11317808907 11297333301 11290984409 11277532431 11242763376	When moving a lookup item from one job to another, some of the required stock transactions were not generated, if the item was originally receipted onto the job via a Creditor Invoice. This has been resolved.
11072642086 11071738179	"Invalid floating point operation" error messages appeared when creating assets from output items, if the sum of the latest costs added to zero. This has been resolved.
11181505006 11178980391	This release adds a **Send All to Invoice** button to the Timesheets tab of the Job Details window—see page 13.
11825062615 11869133431 11819161371 11818882638	This release adds improvements to the job invoicing process, including the ability to view sub job lines when invoicing a master job—see page 9.
11858591170 11830853102 **11690197932** 11862086701 11679364921	It was not possible to assign sub job lines or allocate sub job costs to a Billing Schedule raised in the master job. This has been resolved.

Service Request ID	Description
12281250008 12269530681	Saving a job without populating the **Cust O/N** field on the header resulted in a single space being inserted into the CUSTORDNO field. This has been resolved; if the **Cust O/N** field is left blank, the CUSTORDNO field remains null.
11508049699 11508049716 11508049679	Using the **Marked Lines > Set Markup %** right-click option on kit lines generated the error message "QuoteQuery: Dataset not in edit or insert mode." This has been resolved.
12414135276 11518112484 11517448482	Job retentions were incorrectly rounded for large values. This has been resolved. Also, the display of decimal places on job retention rates was rounded according to the EXO Config setting on discount decimal places, which should have no bearing on it. This has been resolved; the % Rate field on the Job Retention Levels window now displays however many significant decimal places are entered, up to a maximum of three.
12528452385 12518087951	It was possible to edit the Sell Price of an invoiced job transaction. This has been resolved; the Cost Price and Sell Price of lines on the Cost or Timesheet tabs with a status of W, I, X cannot be edited.
11649454401 11649255801	When job quote lines were sent directly to the Invoice tab set, these lines would not be included in job cost totals. This has been resolved; when sent directly to invoice, job quote lines' TRANSTYPE property is now set to "C" instead of "Q". In an upgrade to EXO Business 8.7, all job transactions with the TRANSTYPE "Q" are updated to "C".
11166944048 12005148360 11128677329 11122187496 **11171450927** 11128677333 **11258970197** 11218544311 **11516889707** 12304857901 12145520731 11819161931 11302391091 **11822322889** 11818042061 11519395399 **12034937870** 11087665264 **12391646454** 12352479811 11297950906	This release includes fixes and enhancements to the Job Costing Analysis tab (see page 14). These include: • Improperly aligned data. • Hours were not displayed for the Timesheet, Quote and Invoice sections of the Job Summary, or total hours for sub-jobs when viewing a master job. • Analysis information on a master job did not update when a sub-job was removed. • The Analysis graph and report incorrectly divided by the exchange rate, when all prices were already in the local currency. • The analysis functions are now widgets, allowing the Analysis tab to be customised according to the needs of the site. • Allocations to a progress invoice were not reflected on the Analysis tab.

Service Request ID	Description
12544419179 12518088012 12518088008 12518088004 12518088000 12518087996 12518087992 12518087988 12518087984 12518087980 12518087976 12518087971	It is now possible to multi-select stock items on the Stock Search window when adding lines to a job.
11231525462 **11682925091** 11828447891 11789037580 11789037574 11789037568 11789037561 11693304021 11679364391 11219651311 11069369382	Extra Fields now appear on the Direct Time Entry and Direct Material Entry windows (see page 12).
11920430308 12151994911 11915105861 11305389293 11211529341 **11609950418** 11618131043 11601088868 **11116623996** 11112592829 **11110439406** 11110350369	Incorrect journals were generated when choosing to create an asset instead of invoicing the item. This is resolved by the changes to WIP stock movement methodology introduced in this release.
11087712512 11087764921 11087739481 11087739375 11087712685 11087665269	The changes to Progress Billing in this release (see page 6) add the ability to provide an effective means of invoicing as per the job quote.
11622948725 12946812301 12181156501 11584102834 11514712434	The description fields on jobs did not obey the **Stock item description length** profile setting. This has been resolved.
11726365291 11799532881 11717446661	When invoices from Job Costing were posted to GL, the branch would default to 00 instead of the branch on the invoice if the profile setting **Enable display and override of GL code from stock item** was set to "Y". This has been resolved.

Service Request ID	Description
12167870246 12860989279 12809334791 12156064466	The date picker on the Direct Time Entry and Direct Material Entry windows did not display correctly. This has been resolved.
11792328925 12739896142 11288883151	The profile setting **Default Status of Job Transactions on Entry** was not being respected on the Direct Time Entry and Direct Material Entry windows. This has been resolved.
11999454069 12813710772 12108433391	Allocating lines to progress billing now updates the cost of sales, so that accurate sales analysis reports can be generated.
12057911829 12784233511 12054652593	When tracking serial numbers on stock, when stock is sold the item was not updated correctly, so that it still showed as still in stock and assigned. This meant that the item could not be credited back into stock after being invoiced from the job. This has been resolved.
11749296470 12320409811 11054719452	In some circumstances, assigning a serial number to an item on a job did not correctly update the STOCK_SERIALNOS with details of the job. This has been resolved.
11872105571 11869133068	This release improves the reliability of the Progress Billing feature on GST-inclusive systems.
12106116770 12082927861	Times and costs on a sub job can now be allocated to the master job's billing schedule.
12421542925 12419559021	Error messages appeared if the EXO Job Costing module was added to a blank database, due to a missing table. This has been resolved.
12660127711 12636731228	The size of the CUSTORDNO field is different lengths in the JOBCOST_HDR and DR TRANS tables. The length of this field can be edited in the database if necessary, so issues should not occur.
12144299121 11269894941	Lines from a direct creditor invoice that were moved from one job to another posted incorrect stock movement transactions. This has been addressed by changes to the EXO Job Costing workflow: lines must now be cancelled and added to the new job separately.
12735760708 12700864851	When EXO was Job Costing set to only move stock when invoicing, serial number assignment failed, because the serial numbers were moved to location 0. This has been resolved.
12144024314 11286975274	Debtor invoices cannot be edited if they originate from progress billing—see page 6.
12144182394 12172383070 11286975811	This release includes improvements to the process of crediting job invoices—see page 6.
12150278780 12137672943	This release adds the ability to record multiple invoice lines against a single Billing Schedule line—see page 7.

Service Request ID	Description
-	Quantity values appeared rounded in EXO Job Costing, e.g. a value that was recorded in the database as 1.5 would be displayed as 2. This meant that the Total Quantity could appear to be different from the sum of the line quantities. Quantity values are now displayed unrounded.
-	When using perpetual inventory, the transactions generated by creating assets were incorrect; any receipt transactions that did not have a source of 'I' generated an additional zero journal to the On Cost Clearing account. This has been resolved; journals no longer make reference to the On Cost Clearing account.
-	The main Job Details window appeared truncated at 1024 × 768 resolution. This has been resolved.
-	When duplicating an open job, no object lock created for the new job and a residual object lock was left on the job that was open when the duplicate job action was performed. This has been resolved; it is no longer possible to create a duplicate job from an open job. Duplicate jobs can only be created from the job search screen.
-	When the profile setting **Allow invoicing of sub jobs from master jobs** is disabled, sub job lines can still be displayed on master jobs, even though they will not be invoiced. Warning messages displayed when invoicing the master job now make it clear that the sub job lines will not be invoiced.
-	The **Serviced By** filter on the Search tab of the Job Management screen did not respect the Display Name value for JOB_MGR set up in EXO Business Config. This has been resolved.

EXO CRM

Service Request ID	Description
12741544032 12676495361	If an Opportunity contained a Bill of Materials with a quantity greater than 1, when converted to a Sales Order or a Job, the Bill of Materials header item would have an incorrect unit price. This has been resolved.
11986421824 11980426661	It is now possible to search Opportunities by the ACCNO of the related company.

Clarity Reports

Service Request ID	Description
13279692823 12279555673 12580244551 12737119552 12954934973 11165737156 11723404822 11846685938 11874880768 11895473528 12099734872 12120976832 11295302863 12534776778 12534776784 12725539281 12947497951 13030789361 11161545626 11161545630 11161545648 13215340683 13215340660 13215340646 13215340640 13215340626 13215340611 12637421181 12472451652 12148859871 11986255671 11953920011 11935596221 11876509871 11711683761 11674269714 11657691325 11627894981 11805921771 12257347151 11818861381 11893807201 12145520246 12190002879 12071712348 13216972101 12099154471 12580139011 12605005101 12768258096	This release includes fixes to the following reports: • CRM_ActivityTypeForCustomer.CLR • CRM_CustNoReportWithin30Days.CLR • CRM_CustomerBreakdownOfActivity.CLR • CRTAgedBalsRetro.CLR • DRLDrSalesByStock.CLR • DRLStkSalesbyDebtor.CLR • DRTPaylist.CLR • DRTAgedBalsRetro.CLR • FinPPChqRunRep.CLF • IGPurchasesClearing.CLR • POHOrderListing.CLR • POIGListing.CLR • STLStkValue.CLR • STTopstockTurnbyValue.CLR • TAXByRateType.CLR

EXO Business 8.6 SP3

Resolved Issues

EXO Business Core

Service Request ID	Description
12768452490 12946812281 12730963591	When using the Creditor Payment Processor, multiple (duplicate) invoices would be sent to the same Creditor if the Creditor appeared in multiple Account Lists. This has been resolved.
12884087410 12860291021 12860290971	In some cases, HTML emails were not formatted correctly when using Outlook 2013 on 64-bit systems. This has now been resolved with an update to the **RWEasyMAPI64.exe** and **RWEasyMAPI32.exe** components provided with EXO Business. You must install the new version of this component and register it on affected workstations.
11898348699 12946812221 12636799335 12550160851 12379288361 12180703918 11990949911 11931978081 11895163322 11819161356	Searching for a value when selecting fields to include in the filter criteria in the Sales Analysis Designer always returned all records. This has been resolved.
-	The **Released invoices** field on the Transactions tab of the Creditors Payment Processor displayed an incorrect count. This has been resolved.

EXO Job Costing

Service Request ID	Description
-	The SQL error "Filter could not be applied. Incorrect syntax near the keyword 'AND'" appeared when attempting to search for a stock code on the Direct Material Entry window. This has been resolved.

EXO Business 8.6 SP2

New Features

Changes to Supported Platforms

Office 2013 Support

MYOB EXO Business now supports use with Microsoft Office 2013, including Outlook 2013. 64-bit and 32-bit editions are supported.

Resolved Issues

EXO Business Core

Service Request ID	Description
12746621438 12763227301 12739937451	An error in the ledger posting logic was introduced in EXO Business 8.6, which meant that Inwards Goods stock cost variance journals could be posted to the General Ledger more than once. This has been resolved; postings will no longer be duplicated, and if the DBUpdate process detects any duplicate postings that are about to occur, the pending inwards goods lines are corrected so that they will not be included in the next posting.
	See knowledge base article 35464 for further information.
	Any existing duplicate journal postings will need to be reversed by means of general journals in the periods in which they occurred. When upgrading to EXO Business 8.x, if any duplicate postings are detected, a warning message will be displayed in the Important Warnings section of the DBUpdate window, giving details of the reversal postings that need to be entered into the General Ledger Transaction Entry screen.
	Example
	The following details are listed in the Important Warnings section:
	Period Seqno = 71 June 2013 1-2050-0 COST OF GOODS SOLD 0.00
	Period Seqno = 71 June 2013 1-3350-0 FOREIGN EXCHANGE VARIANCE 132.00
	Period Seqno = 71 June 2013 1-5550-0 STOCK CLEARING -132.00
	In this case, there have been duplicate postings totalling $132 inserted in June 2013, which need to be reversed by a one-off journal entry debiting Foreign Exchange Variance and crediting Stock Clearing.
	It may be necessary to temporarily allow general journal postings to these accounts in order to process the journal sets.

Service Request ID	Description
12658615476 12658095088 11508345674	When processing M-Powered Payments through the Creditor Payment Processor, all payments would be processed, even if they had not been released or marked as 'Y' to pay. The unreleased transactions would appear as $0 transactions in the CR_TRANS table. In some cases, the system failed to create the consolidated Creditors control account entry for the M-Powered batch. Users could also experience an exception error message associated with the confirmation pop-up when confirming to process the batch. These issues have been resolved.
12761095444 12738328374 12738328368 12738328361 12711551221	It was possible for "phantom" retained earnings journals to be reversed as foreign exchange variance in the first period following an upgrade to EXO Business 8.5 or later, which would result in the General Ledger becoming out of balance. This has been resolved. Contact MYOB partner support or refer to knowledgebase article 35465 if you require additional information to help you identify if you have been affected by this issue, or to help to resolve this issue.

EXO Job Costing

Service Request ID	Description
12701339950 12661249591	When searching for a stock item to add to a job, if a stock item had Extra Fields and was restricted, it would not appear in the search results when searching on the content of the Extra Field, even if the Debtor account associated with the job was allowed access to restricted goods. This has been resolved. **Note:** This issue also occurred for opportunities in EXO CRM—it has been resolved there as well.
12389913875 12605004838 12387088448	In previous versions, when a kit/bill of materials was added to the Quote tab, it was possible to select a different Quote Option for the kit header and each kit line individually, which could cause problems with timing of recalculations of the hidden cost and hidden sell. This has been resolved; the Quote Option selected for a kit header is now copied to all the lines on the kit, and the Quote Option for kit lines cannot be changed. Selecting /deselecting Quote Options no longer cause the hidden cost and hidden sell prices to be incorrectly updated.

EXO Business 8.6 SP1

New Features

Taxable Payments (Australia Only)

From July 1 2012, businesses in the building and construction industries that make payments to contractors for building and construction services are required to report these payments to the Australian Tax Office (ATO) on the "Taxable payments annual report"—this is an annual report providing details of taxable payments for building and construction related activity.

This release of EXO Business adds the ability to track taxable payments, which will aid in completing this report. For more information on taxable payments, refer to the ATO website.

To enable the features relating to taxable payments, tick the new **Track Taxable Payments to suppliers for building and construction related activity** Company-level profile setting.

Tracking Creditors

When taxable payment features are enabled, a new **Track Taxable Payments** option becomes available on the Details 2 tab of the Creditor Account Details window:
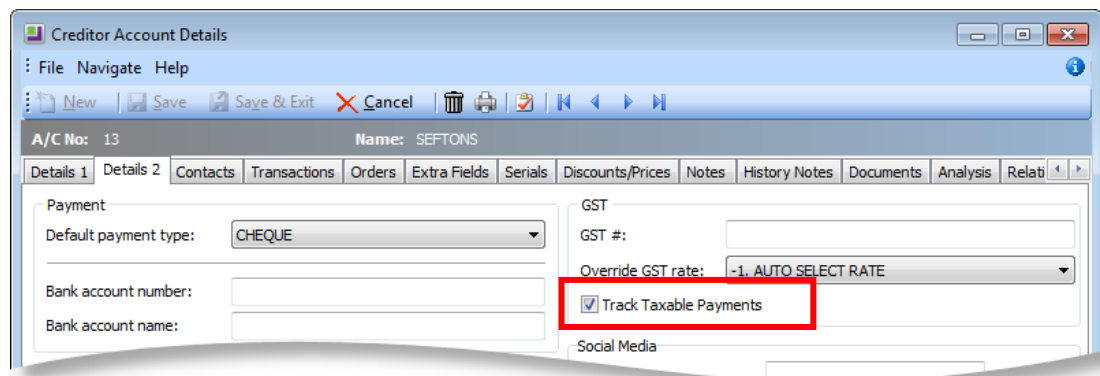
When this option is ticked, all payments from the Creditor will be tracked for reporting on the Taxable payments annual report.

> **Note:** Ticking this option sets all past payments for that Creditor to be tracked—it is assumed that any non-taxable payments for this Creditor will be exceptions and can be marked as such manually (see below).

Tracking Payments

When entering Creditor Payments, if the selected account has its **Track Taxable Payments** option enabled, a **Taxable payment** option becomes available on the Creditor Payment Entry window:

This option is enabled by default, and can be enabled or disabled to include or exclude payments from tracking on an individual basis.

Similarly, when editing a payment transaction that has already been processed via the **Edit Ref Fields** right-click option, the **Taxable Payment** option can be edited:

> **Note:** Access to the Edit Ref Fields option is controlled by the Permitted level of access to creditor transaction editing profile setting.

When processing payments using the Creditors Payment Processor utility, transactions are automatically marked as taxable if the Creditor account they relate to has its **Track Taxable Payments** option enabled.

Reporting on Taxable Payments

This release adds a new **Taxable Payments Reporting Worksheet** procedure that can be optionally added to your menus. When added (commonly under Reports/Tax Reports) to a menu in the EXO Business core module, this item opens a window where taxable payments for Creditors can be reviewed, modified and reported on:

Initially, the worksheet displays all Creditors whose **Track Construction Payments** option is enabled, and the period selected is the current year. To specify a different year or a specific period/date range to include in you report, select it using the **Filter Criteria** controls, then click **Search**. Double-clicking on a Creditor opens the Creditor Account Details window.

The **Account** filter allows you search for a single Creditor account; this includes all Creditors, so you can change a Creditor to be tracked for taxable payment reporting by selecting the account and drilling in to change their tracking status. That Creditor will then appear in the list of tracked Creditors when you clear the search text and click **Search** again.

Ticking the **Show Payments** options shows all payments for the selected Creditor in the lower part of the window. Payments that have been marked as taxable are displayed normally; payments that have been marked as non-taxable are highlighted purple. You are not required to report on all payments to a tracked creditor; for instance if the payments are for materials only (such as building supplies and materials) then you can exclude these individual payments when you enter the payment or on this worksheet. Double-click on a payment or select it and press SPACE to toggle its taxable status (doing so updates the totals in the grid above automatically). You can also right-click on a payment to view the payment's allocation details and to edit it using the Edit Transaction Reference window (if the **Edit Ref Fields** option is available).

The **Print** dropdown contains options for printing two CITP reports:

- **Taxable Payments Return** (CITP_TaxReturn.CLF) – this report displays, for each Creditor over the selected year or period/date range, the information that needs to be entered on the Taxable payments annual report. Information is summarised and presented in a form that is directly transposable to the Taxable Payments Annual Report form.

Taxable Payments Annual Report (worksheet)

Do not submit this report directly to the ATO, use it to complete the NAT 74109-05.21012
Includes Tax Withheld where the supplier did not provide an ABN when payment was made

Section A: Payer Details   *- this is the business that is making the payment*

Payer's ABN :	12-345-678
Payer's Name :	MOTOPARTZ.COM
Payer's Address :	PO BOX 6894
	YORK ST
	SYDNEY
Payer's Phone Number :	02-8234-2800

Section C: Payee Details

Payee's ABN :	90499217157	Invalid ABN !	Account No : 4
Payee's Name :	FWP AUTOMOTIVE		Alpha Code :ABC
Payee's Address :	PO BOX 429		Tax Rate : 10.00 %
	ROSE BAY		
	SYDNEY		

	Total Tax Withheld where ABN was not Quoted	Total GST	Gross Amount Paid (Including GST Plus any Tax Withheld)
Note: Report only whole dollar amounts	$140	$10	$2,476

- **Taxable Payments Details** (CITP_Details.CLF) – this report display all of the transactional details of all taxable payments for the selected Creditor over the selected year or period/date range.

Taxable Payments Annual Report (Detailed)

Do not submit this report directly to the ATO, use it to complete the NAT 74109-05.21012
Includes Tax Withheld where the supplier did not provide an ABN when payment was made

Section A: Payer Details — *this is the business that is making the payment*

Payer's ABN :	12-345-678
Payer's Name :	MOTOPARTZ.COM
Payer's Address :	PO BOX 6894
	YORK ST
	SYDNEY
Payer's Phone Number :	02-8234-2800

Section C: Payee Details

Payee's ABN :	90499217157 *Invalid ABN !*	Account No :	4
Payee's Name :	FWP AUTOMOTIVE	Alpha Code :	ABC
Payee's Address :	PO BOX 429	Tax Rate :	10.00 %
	ROSE BAY		
	SYDNEY		

Date	Details	Withholding	GST	Gross Amount Paid
12.25.2012	CHEQUE 66			$2,076.19
02.06.2013	CASH	$46.50		$100.00
02.06.2013	CASH	$93.00		$200.00
02.07.2013	CASH		$10.00	$100.00
		Total Tax Withheld where ABN was not Quoted	**Total GST**	**Gross Amount Paid (Including GST Plus any Tax Withheld)**
Note: Report only whole dollar amounts		**$140**	**$10**	**$2,476**

These reports also validate each supplier's ABN for correct formatting.

Ticking the **Include payments to suppliers where an ABN wasn't quoted** checkbox sets the reports to include payments where taxes were withheld or retained and paid to the ATO on the suppliers' behalf. This is dependent on the use of **Withholding Tax on Creditor Payments** setting, which is available in the Essential > General Settings section of the EXO Business Configurator. A Creditor may begin the reporting year without an ABN, and then supply an ABN later when trading within the same tax year.

Resolved Issues

EXO Business Core

Service Request ID	Description
12542828431 12534776790	Branch and Subaccount were not available as grouping options on the Transactions tab of the General Ledger Account Details window. This has been resolved; **Br.** and **Sub.** options have been added to the **Grouping** dropdown.
12599707293 12596471271	Performing an End of Year rollover could result in an incorrect calendar year being recorded in the LEDGER_PERIODS table. This has been resolved. This release also improves the behaviour of the End of Year process. At year end: • If a valid incoming financial year has already been defined, this year is used. The dates from the incoming year are copied to the Current Year. • If a valid incoming financial year has not been defined, a new year is created automatically; the year is incremented by 1 from the outgoing year and standard calendar dates are used. In both cases, the user is prompted to review the incoming year and make edits if necessary. **Note:** For an incoming financial year to be valid, the start date of the first period of the incoming year must be greater than end date of the last period of outgoing year. On an upgrade to this version, if an invalid incoming financial year is detected, it will be deleted as part of the DBUpdate process. A message indicating that the year has been deleted will be displayed in **the Important Warnings** section of the DBUpdate window. To make configuration of financial years more intuitive, the **Year names** set up in the Essential > Current Period section of EXO Business Config are now used for the titles of the tabs in the Essential > Financial Year section:
12590759649 12567933109 12567933101 12567932982	After updating the GL account code structure, the system would apply the default GL Account Group properties to all GL accounts, overwriting any changes that may have been made. This has been resolved; updating the account structure does not affect any other GL account properties.
-	Grouping transactions on the Transactions tab of the General Ledger Account Details window did not work if the GLTRANS table had any additional non-standard columns. This has been resolved.
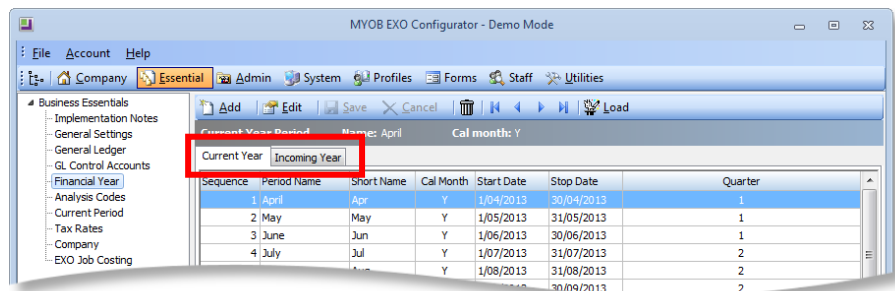
Service Request ID	Description
-	The **Search automatically** profile setting was not correctly observed by all search windows. This has been resolved; the setting now affects the behaviour of the three types of search windows: • Account – Main account search windows, e.g. Debtors, Creditors, Contacts • Documents – Transaction search windows, e.g. Sales Orders, Purchase Orders, Stock Requests • Account Search – Search windows that appear when entering ? in transaction screens
-	When quarterly columns were added to a GL Report, reordering columns did not update the report preview; it was necessary to regenerate the report table to be able to successfully preview with data again. This has been resolved.

EXO CRM

Service Request ID	Description
12183768839 12180703121	Although an **Analysis Codes** column was available on the Opportunity Quote grid, it was not possible to select and add Analysis Codes to an Opportunity Quote line. This has been resolved.

EXO Accountant's Assistant

Service Request ID	Description
-	The Ledger Reconciliation widget has been updated as follows: • The ledger value no longer includes forex, as this caused imbalances between the ledger and account. • The forex total in the forex drilldown was calculated incorrectly in the Receivables Reconciliation report. This has been fixed.

EXO Business 8.6

New Features

Changes to Supported Platforms

Supported Operating Systems

The following changes to operating system support come into effect as of the release of MYOB EXO Business 8.x:

- Windows 8 is now supported as an EXO Business Client Workstation operating system.
- Windows Server 2012 is now supported as an EXO Business Server operating system.

Support for 64-bit Outlook

This change was introduced in EXO Business 8.5 Service Pack 1.

MYOB EXO Business now supports 64-bit editions of Microsoft Outlook. Emails can be sent from EXO Business on PCs where 64-bit Outlook is installed, when the **Email client** profile setting is set to "Default Email Client".

EXO Business uses a new MAPI component, **rweasymapi64.exe**, which is installed ready for use by the EXO Business installer. This is the recommended method of installing **rweasymapi64.exe** (it also ensures that other components such as the EXO Protocol and the Social Media additions are installed correctly). However, if you want to install it manually, it can be copied off the EXO Business CD and installed using the command:

```
rweasymapi64 /regserver
```

> **Note:** The new MAPI component overwrites the existing component used by previous versions of EXO Business. This component is not backward compatible, which means that if EXO Business installations prior to 8.5 Service Pack 1 are present on the same PC as installations of 8.5 Service Pack 1 or later, emailing will not work on the older version installations. Be aware of this when installing 8.5 or newer for pilot upgrades for your clients.

Enhancements to EXO CRM

Drill to Campaigns from Activities

It is now possible to drill to campaign waves from the Activity window. Double-clicking on the **Campaign Wave** field on the Activity window (in the core EXO Business application or in EXO CRM) opens the Campaigns window in EXO CRM, with the Campaign Waves tab displayed.

> **Note:** The user must be licensed for EXO CRM in order to use this functionality.

Copying Opportunities

It is now possible to create a new Opportunity by copying an existing one. A new **Copy** button is available on the Opportunity Search widget and the standalone Opportunity window. Clicking this button creates a new Opportunity based on the Opportunity that is selected on the search grid (it is also possible to right-click on an Opportunity and select **Copy**). The new Copy Opportunity window opens, allowing the user to specify which attributes of the Opportunity to copy:

Users specify the details of the new Opportunity, including which attributes of the existing Opportunity to duplicate, then click **Copy** to create it. The new Opportunity appears, so that any additional edits can be made. Users are given the option of keeping the prices of copied line items, or re-applying pricing rules to them.

> **Note:** If the option to duplicate quote lines is selected, the statuses of the quote lines on the new Opportunity will all be set to "QUOTE".

Copying Extra Fields

Any Extra Fields on the Opportunity can be copied to the new Opportunity. Whether or not fields are copied is determined by a new **Copy field** property, which is available when setting up Extra Fields:
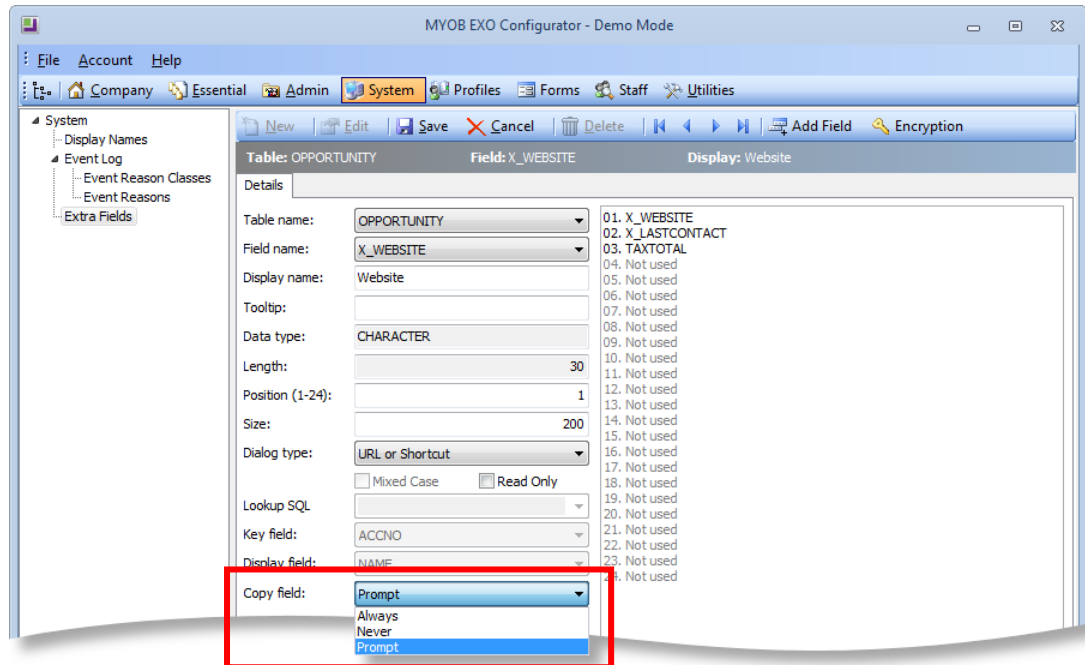
This field is only available when the OPPORTUNITY or OPPORTUNITY_QUOTE table is selected for the **Table name**. It contains the following options:

- Always – the Extra Field will not appear on the Copy Opportunity window; it will always be copied when an Opportunity is copied.
- Never – the Extra Field will not appear on the Copy Opportunity window; it will never be copied when an Opportunity is copied.
- Prompt for value (OPPORTUNITY table only) – the Extra Field will appear in the Extra Fields section of the Copy Opportunity window, where the user can choose to keep the original value or enter a new one.

> **Note:** For Extra Fields that have events set, this setting is disabled and set to "Never", as the event would override any copied values.

Opportunity Extra Field Logic

Functionality has been added to allow Extra Fields on Opportunities to be populated automatically. Extra Fields on the Opportunity header can be configured to update their values when the company account number on the Opportunity is first specified or when it is changed; similarly, Extra Fields on Opportunity quote lines can be configured to update whenever the Stock code on the line is specified/changed. Setting up events on Opportunity Extra Fields means that it is possible for the Extra Fields set up on a company/Stock item to flow through to the Opportunity.

> **Note:** This feature behaves in the same way as the functionality that was added for Sales Orders in MYOB EXO Business 8.5.

When setting up Extra Fields in EXO Business Config, if OPPORTUNITY or OPPORTUNITY_QUOTE is selected for the Table name, an Events tab becomes available:
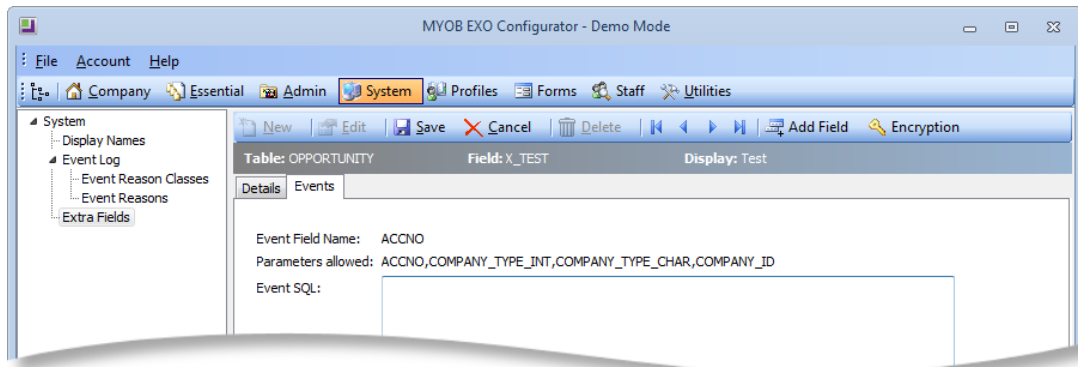
The **Event Field Name** field displays the field on the Opportunity window that will trigger the Extra Field update. For Extra Fields on the Opportunity header, this is ACCNO; for Extra Fields on Opportunity quote lines, it is STOCKCODE.

The **Event SQL** field contains the SQL statement that will be used to populate the Extra Field when the relevant Opportunity field is set or changed. The following parameters can be used to pass in details:

Opportunities	Opportunity Quotes
• :Accno	• :Stockcode
• :Company_Type_Int	• :Opportunity_Seqno
• :Company_Type_Char	
• :Company _Id	

Note: Extra Field events override default values—if a default value is specified for an Extra Field that is populated by events, it will be ignored.

Editing GST Rates on Opportunity Quotes

It is now possible to edit the GST rate on each line of an Opportunity quote. The **GST No.** field on each line is now a dropdown, allowing a new GST rate to be selected:
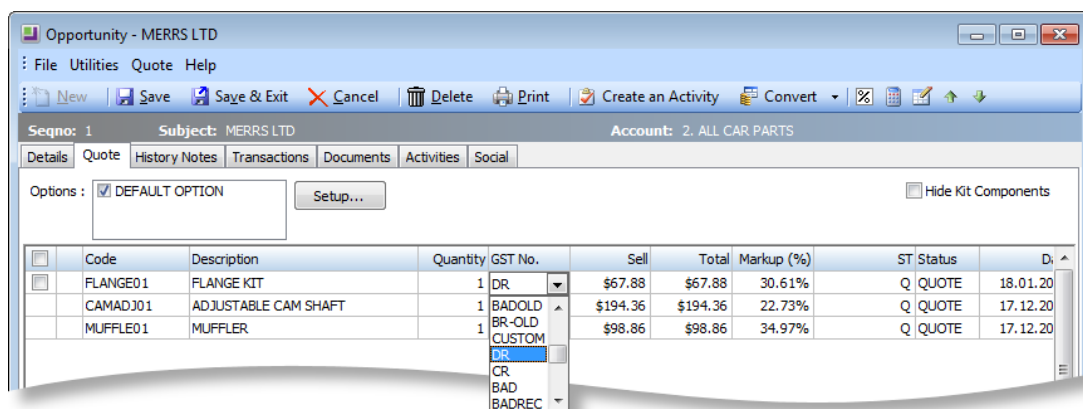
Opportunity Quote Line Statuses

Line statuses on the Quote tab of the Opportunity window are now updated in the case where an Opportunity is converted to a Sales Order or a Job, and then lines are deleted from the order/job.

As in previous versions, the following window appears when the order/job is closed:
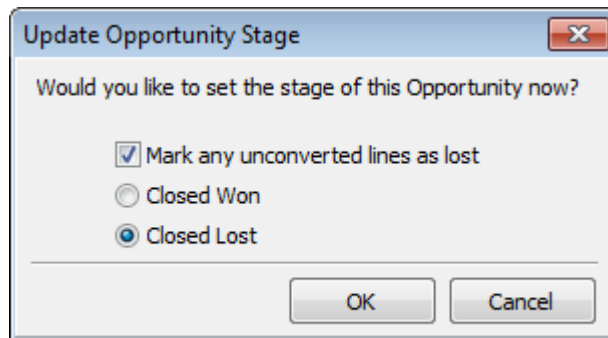
The **Mark any unconverted lines as lost** option has the following new effects:

- If the option is ticked, then any lines on the original Opportunity that were deleted from the order/job will be set to "LOST".
- If the option is not ticked, then any lines on the original Opportunity that were deleted from the order/job will be set back to "QUOTE".

(In previous versions, these lines would retain the status of "ORDER" or "JOB", despite no longer being included in the order or job.)

> **Note:** The grid on the Quote tab of the Opportunity window included two **Status** columns: one containing the name of the line's status, e.g. "QUOTE", and one containing the one-letter code for the status, e.g. Q. To avoid confusion, the column containing the one-letter code has been renamed to **ST**.

Opportunity Costing Methods

Profile settings can now be used to control the costing methods used on Opportunities when the EXO Job Costing module is also installed. If Job Costing is not installed, the **Stock cost method** selected in the EXO Business Configurator is used; however if Job Costing is installed, the following Company-level profile settings are now used to determine costing methods:

- Cost Method for Stock Items to use on Quote tab
- Cost Method for Lookup Items to use on Quote tab

These are existing settings that affected only Job Costing in previous versions; as of this release, they now affect Opportunities in EXO CRM as well. The settings default to "Average".

Object Lock on Opportunities

Object locking has been added to Opportunities, to prevent the same Opportunity from being edited by two different users at the same time:
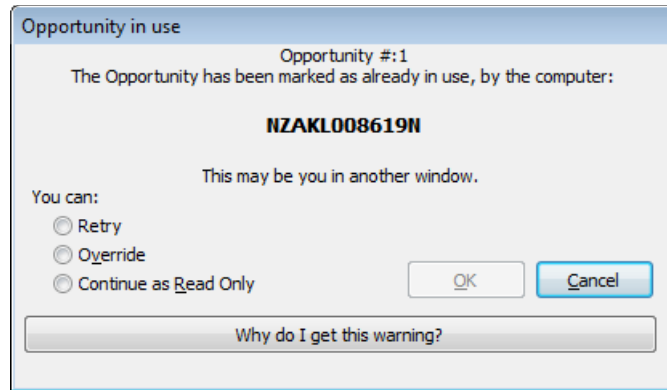
As with other records in the EXO Business system, object locking on Opportunities is controlled by the **Enable override of business record locks** User-level profile setting.

Mailshot Enhancements

This release includes enhancements to the mailshot functionality in EXO Business, which allows the bulk sending of emails to a list of Contacts.

> **Note:** The system has been updated to use **EmailInvoice.clf** in all cases when an invoice is being emailed. In previous versions, **Invoice.clf** would be used when emailing an invoice during the sales process (i.e. sending the invoice with the **Debtor invoice label form email option** profile setting on). After installing EXO Business 8.6, check your CLF files (**Invoice.clf**, **EmailInvoice.clf** and **ViewInvoice.clf**) to ensure that they are all suitable for the purposes that they will be used for.

Drill to Contacts

It is now possible to drill to Contact records from the Mailshot window. Double-click on a Contact record on the lower section of the window to open it.

Mailshot on Batch Invoices

A **Mailshot** button is now available on the Invoice Batch Printing window:
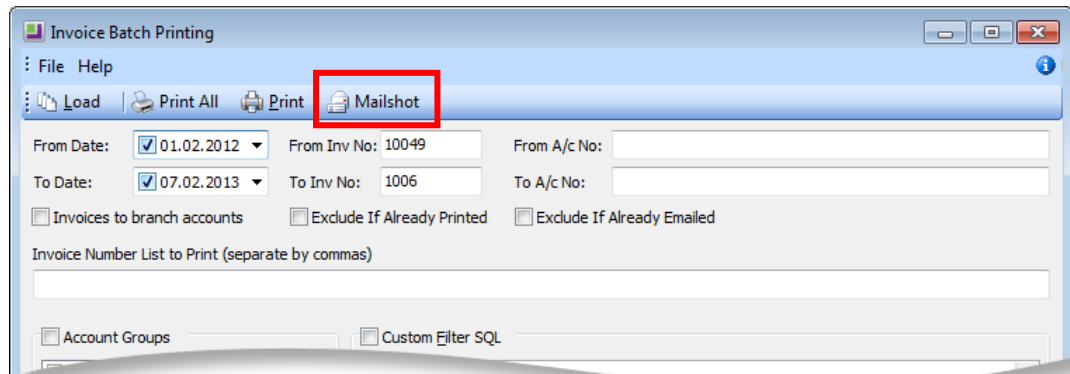
Clicking this button opens the Mailshot window, allowing all Debtor Invoices to be sent to the relevant Debtor accounts (the mailshot function uses the address specified by the **Statement Contact** for each Debtor account).

A new **# Invoices** column shows how many invoices there are for each Debtor (this column only appears when running a mailshot from the Invoice Batch Printing window):
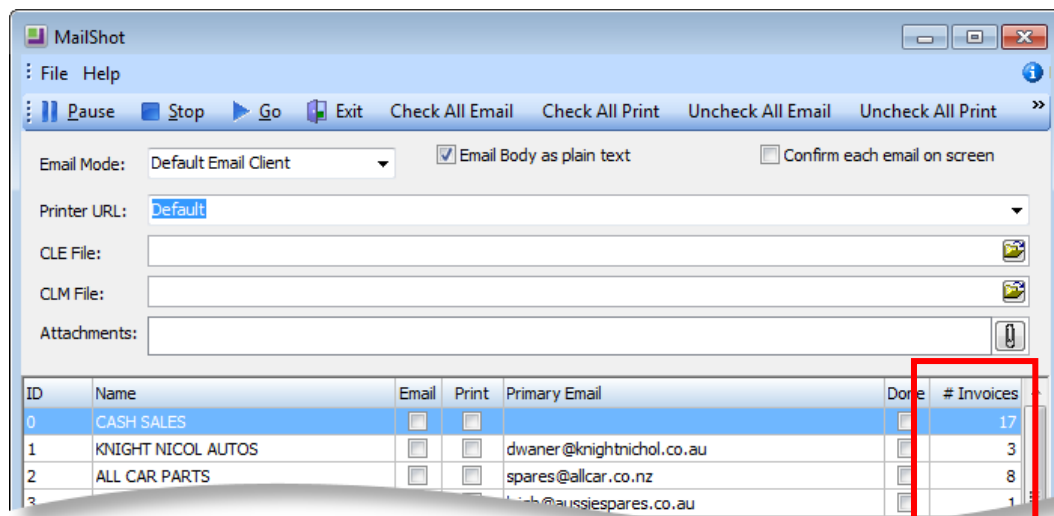
On running the mailshot, users are given the option of collating invoices for Debtor account—in this case, a single email is sent to each Debtor, with all invoices for that Debtor attached; otherwise each invoice will be emailed separately.

Batch Invoice CLE

A separate Clarity email template (CLE file) is used for batch invoices: BatchInvoice.CLE. A sample BatchInvoice.CLE is available in the **Variations** folder; to use this template you can copy it to the **Custom Reports** folder and customise it as necessary.

> **Note:** Only one email template (CLE file) can be used in a batch invoice mailshot. The **CLE File** specified on the Mailshot window will be used for all emails. However, it is still possible to use multiple invoice templates (CLF files), e.g. EmailInvoice1.CLF, EmailInvoice2.CLF, EmailInvoice3.CLF, etc.

Collated Invoice Attachment Size Limit

When collating a batch invoice mailshot by Debtor, all invoices are attached to a single email; however, if the attachments to an email exceed a set limit, the invoices will be split over multiple emails. This allows the system to conform to any outbound email size limit rules that may be implemented in your mail system.

The attachment size limit is set by the new **Batch Invoice Mailshot Attachment Size Limit** Company-level profile setting. This setting specifies the maximum size (in KB) that the attachments on an email can sum to before the email is split. The default value is 7000KB.

> **Note:** The calculated attachment size is an estimate only, as the final size of the email may be 35 – 40% larger once encoded by your mail sender. Be conservative when setting the attachment size limit.

New Toolbar Buttons

The following options, which were previously only available on the right-click menu, are now available on the Mailshot window toolbar:

- Check All Email
- Check All Print
- Uncheck All Email
- Uncheck All Print
- Uncheck All Done
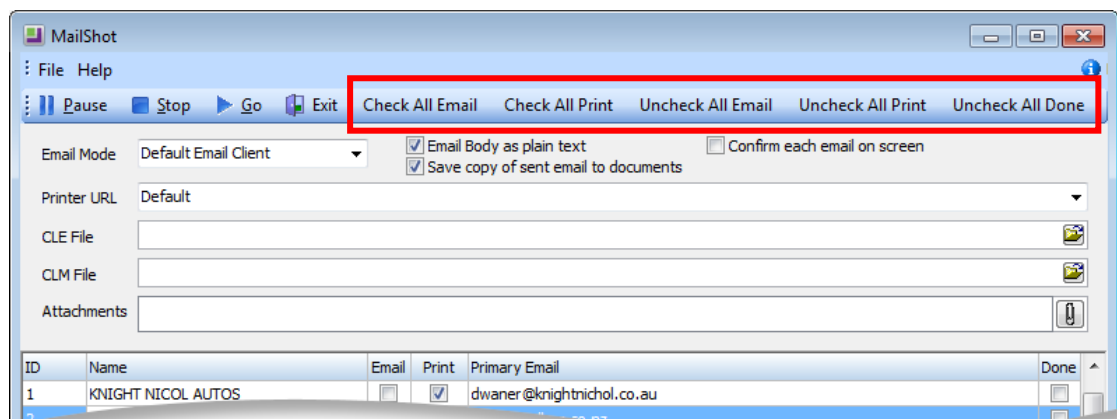
Saving Emails

In previous versions, when a mailshot was run from a Campaign Wave in MYOB EXO CRM, a **Save copy of email sent** option was available. When ticked, this option created a History Note for each Contact in the mailshot and saved a copy of the mailshot email to the Docs tab of each Contact.

This option has been changed as follows:

- The option has been renamed to **Save copy of sent email to documents**.
- When ticked, this option only affects whether or not the mailshot email is saved to the Docs tab.
- A History Note is always created for Contacts, regardless of whether or not the option is ticked.
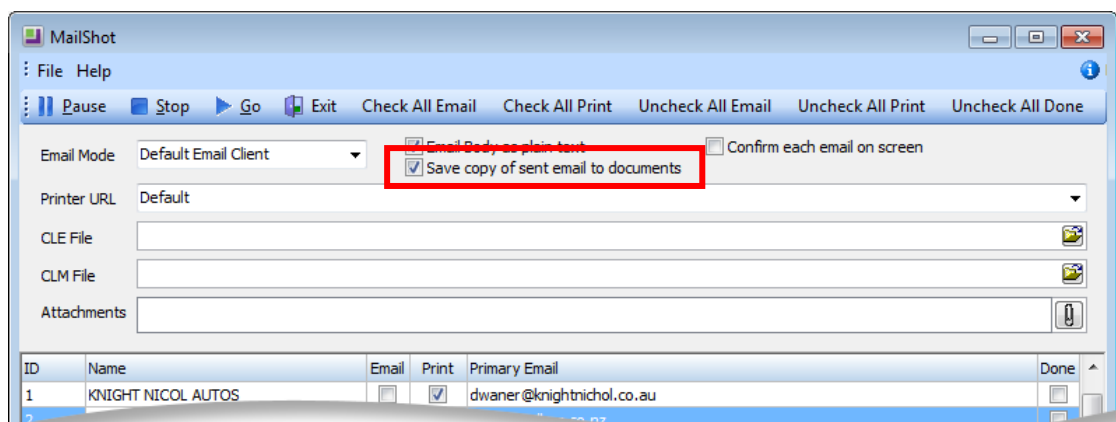
New HTML Editor

Basic WYSIWYG editing functionality has been added to MYOB EXO Clarity Reports. After adding an HTML text box in the EXO Business Report Designer, right-clicking on the box and selecting **Edit HTML** now opens the new editor:
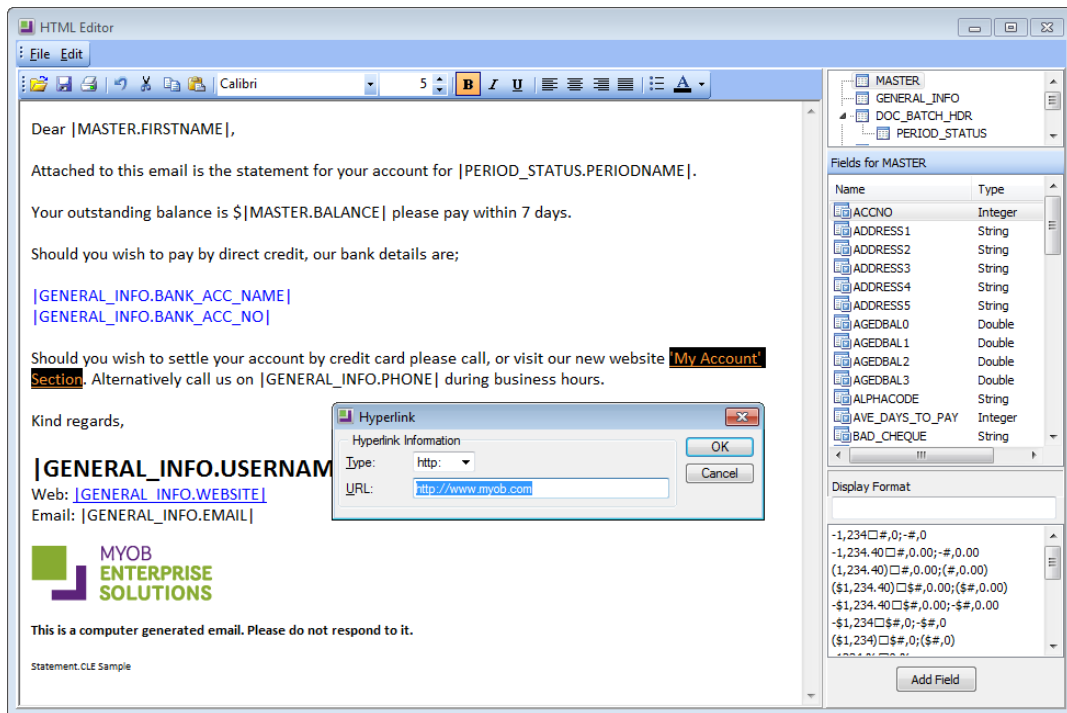
Basic formatting options are available to change the font, size and colour of the text; make the text bold, italic or underlined; or organise text into bulleted lists.

As with the old HTML Editor, database fields can be added to the HTML content using the controls on the right.

> **Note:** When adding text formatting to a database field, it is best to apply the formatting to the entire text of the field, including the pipe characters, e.g. **|MASTER.BALANCE|**, rather than |MASTER.**BALANCE**|.

Hyperlinks can be added by selecting text, right-clicking and selecting **Edit hyperlink** from the right-click menu.

Images can be added by right-clicking on the text and selecting **Insert image** from the right-click menu. A window opens for specifying the image source and properties:
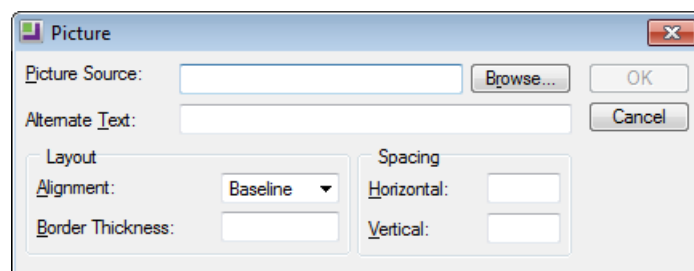
> **Note:** Due to the changes in how HTML is handled, CLE files from previous versions of EXO Business that included HTML will not work. To use existing CLEs with EXO Business 8.6, they must be re-created using the 8.6 EXO Business Report Designer.

Editing HTML from the EXO Business Email Sender

When sending HTML emails via EXO SMTP, if the **Confirm each email on screen** option is enabled, emails appear in the EXO Business Email Sender window, where they can be edited as required:
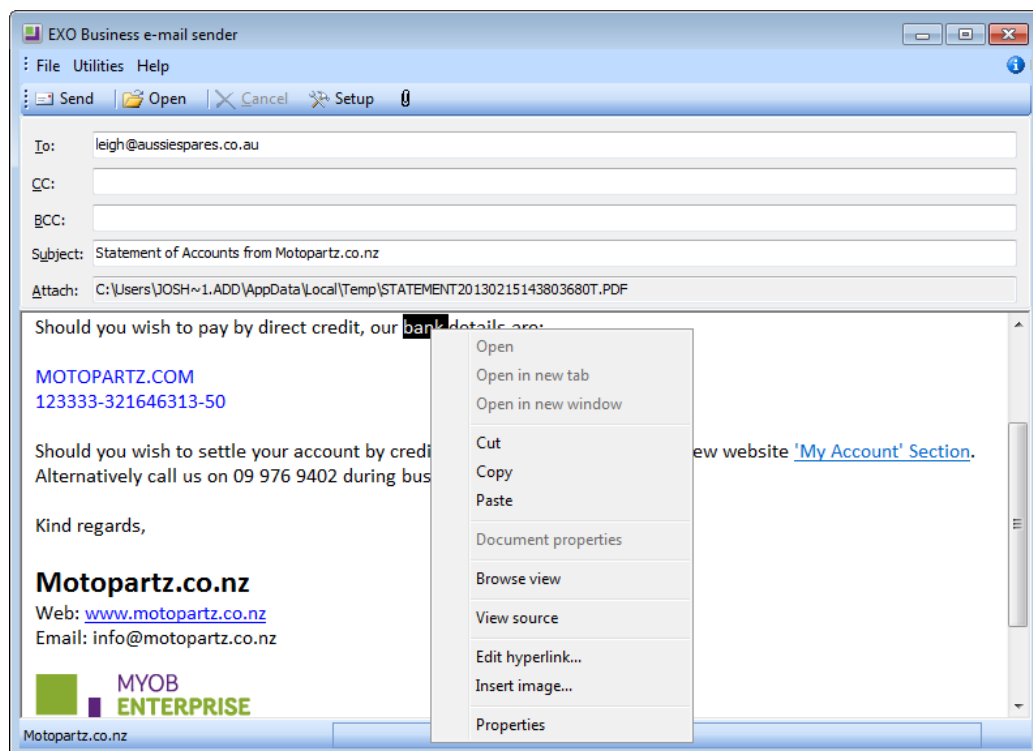
Text can be made bold, italic or underlined by pressing CTRL+B, CTRL+I or CTRL+U respectively. Right-click options for adding hyperlinks and images are also available.

New Email Templates

This release adds a set of generic CLE Clarity email templates for a range of forms, which can be customised as necessary and which will be used by EXO Business whenever these forms are emailed. The following CLEs are available:

Module	Form	Filename
Core	Backorder Notification	BackOrd.CLE
	Sales Order Confirmation	SalesOrd.CLE
	Debtor Invoice	Invoice.CLE
		EmailInvoice.CLE
	Packing Slip	Packslip.CLE
	Purchase Order	PurchOrd.CLE
	Purchase Order Quotation	POQuote.CLE
	Quote	Quote.CLE
	Batch Invoice	BatchInvoice.CLE
	Statement	Statement.CLE
	Proforma Invoice	Proforma.CLE
CRM	Campaign	Sample_HTMLCampaign.CLE
		Sample_HTMLTemplate.CLE
	Opportunity	Opportunity.CLE
Job Costing	Job Costing Proforma	JobPreview.CLE
	Job Costing Quote	JobQuote.CLE

Note: Running the EXO Business installer copies these files to the **Clarity\Master Reports\Variations** folder. To begin using any of the new CLE templates with their associated forms, move them into the **Custom Reports** folder. As these forms pull certain fields from database tables, the PDF samples should be reviewed with clients, then the forms can edited as required to suit clients' language and field requirements.

Enhancements to Activities

Assigning Activities to Multiple Staff Members

Activities can now be assigned to more than one staff member. The **Assigned To** dropdown now allows for multiple selection:
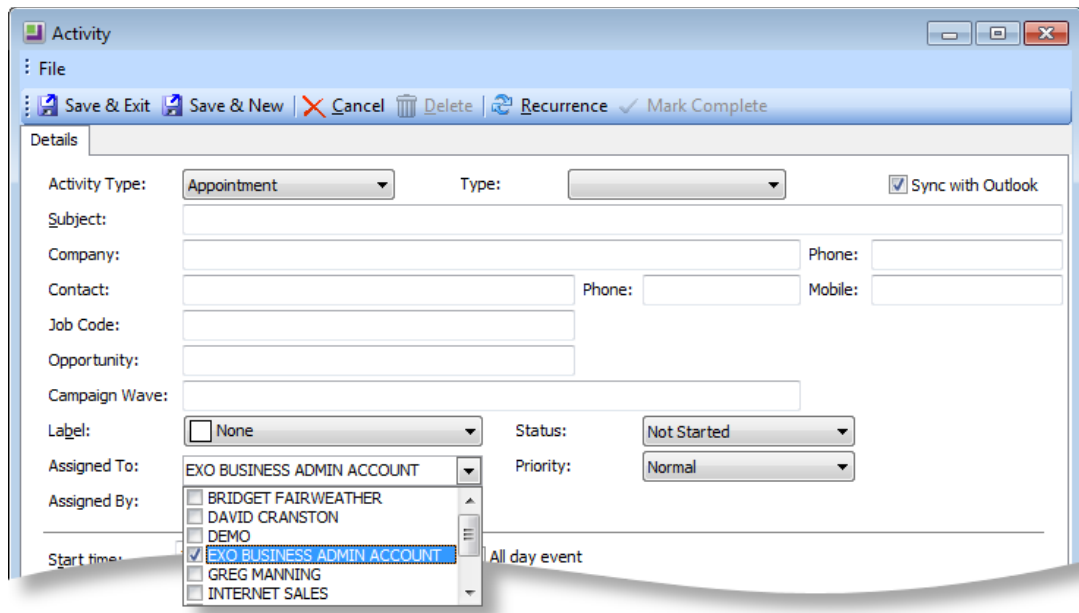
> **Note:** The new dropdown also allows you to assign an Activity to no-one (by unticking all boxes). If you intend to have Activities that are not assigned to anyone, we recommend you create a custom view on the Activity search window to show them.

Save and New

A **Save & New** button is now available on the Activity window toolbar:
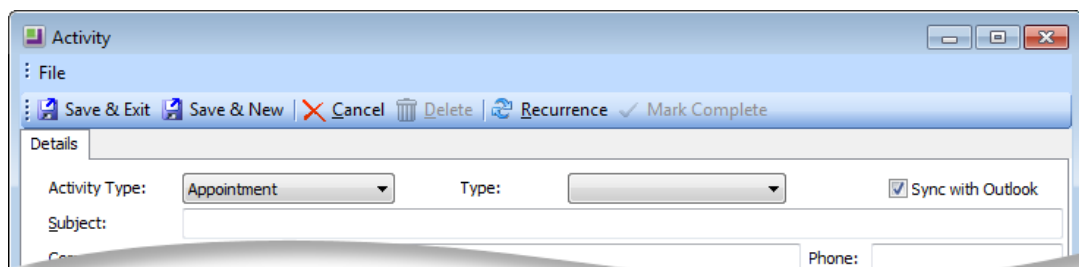
Clicking this button saves the current Activity, then clears all fields so that a new Activity can be entered straight away. This allows multiple Activities to be added quickly from the Activity window.

> **Note:** The **Save** button has been renamed to **Save & Exit** for consistency with other windows.

Confirming Deletion

A confirmation message now appears when deleting an Activity:
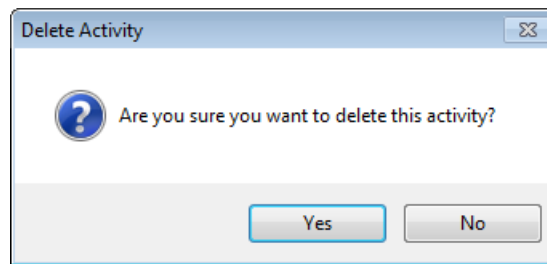
This prevents the loss data due to mistakenly clicking the **Delete** button.

Saving Resource Layouts

The **Resources layout editor** right-click option on the Activity Search widget can be used to display multiple resources. When a dashboard layout is saved, the resource layout is now also saved, so that the next time the user logs in, the resources they selected will appear as they were.
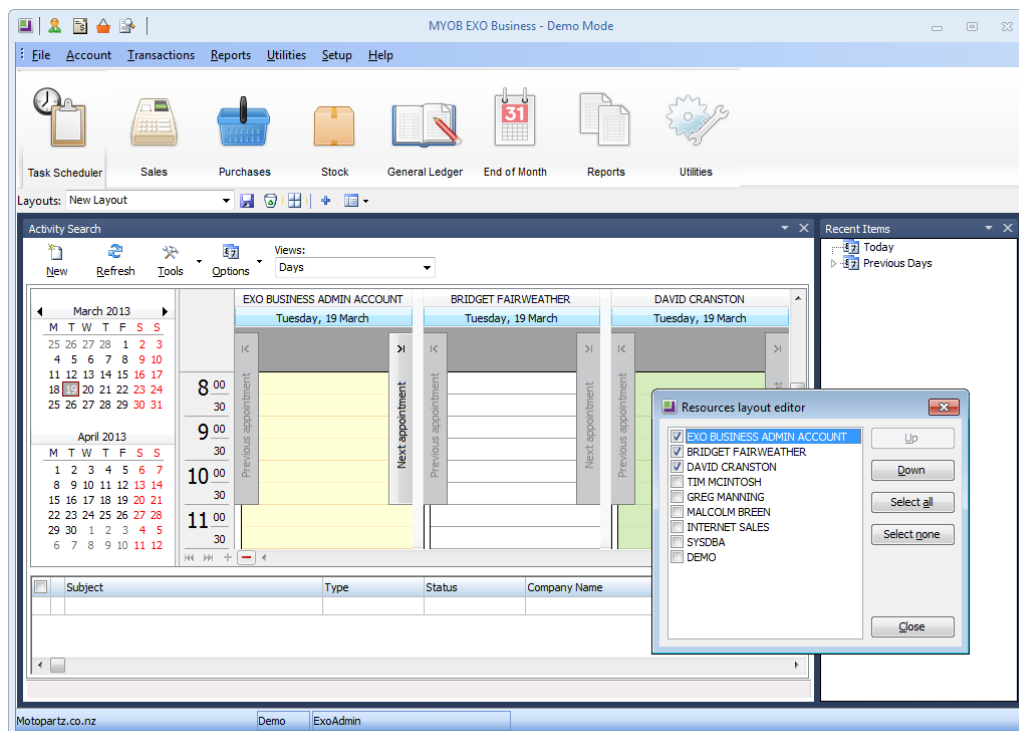
Quarters in GL Reports

This release adds the ability to report on financial quarters in GL Reports. New options are available when setting up columns in the GL Report Writer:

Four new column types are available in the **Type** dropdown:

- QUARTER – Displays the individual periods a total for the quarter to their right.
- QUARTER TOTALS – Displays only the totals for the quarter.
- QUARTER BUDGET – Displays individual periods with totals for the quarter to their right. As with existing BUDGET columns, the total variance for the entire quarter (budget vs. actuals) is always displayed when this type is selected.
- QUARTER BUDGET TOTALS – Displays only the totals for the quarter. As with existing BUDGET columns, the total variance for the quarter (budget vs. actuals) is always displayed when this type is selected.

When one of these types is chosen, two new settings become available:

- The **Quarter Offset** field lets you report on quarters prior to the current quarter. Entering 0 means that the current quarter will be reported on; numbers greater than 0 signify past quarters, e.g. 1 is the previous quarter, 4 is the current quarter in the previous year.
- If the **Include Rolling Quarters in the financial year of the specified quarter offset** option is ticked, the system will report on quarters in a financial year going back from the quarter entered in the **Quarter Offset** field.

For QUARTER columns, you can enter the parameter <QUARTER> into the **Heading** field; at runtime it will be replaced with the quarter's name in the format Q1, Q2, etc.

> **Note:** If a report is run mid-quarter, it will contain blank columns for those periods that do not yet have data. This will then result in blank columns if the report is exported to Excel.

Copying Contact Details

The options to copy company details on the Contacts window in EXO Business and EXO CRM have been updated:
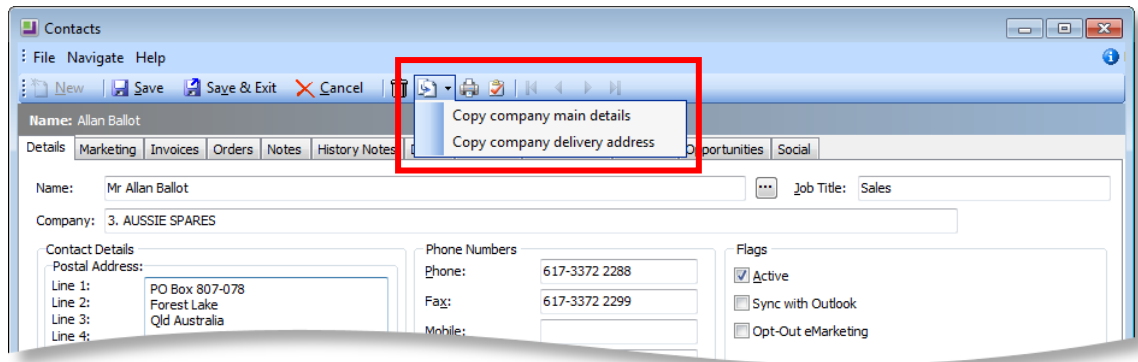
Note: These options are now always present on the Contacts window, but they are greyed out if a company has not yet been specified in the **Company** field.

The **Copy company postal address** option is now **Copy company main details**. Selecting this option copies the following information to the Contact:

- Postal Address
- Phone
- Fax
- Email
- Sales person

The **Copy company delivery address** option remains unchanged.

When a new Contact is created from a Debtor account, all company details are now copied from the Debtor to the Contact automatically, as though both the **Copy company main details** and **Copy company delivery address** buttons had been clicked.

Additional Changes

The following additional new features and enhancements are included in this release:

Module	Description
EXO Business Core	A new **Include Invoices to Branch Accounts** option is available on the Invoice Batch Printing window:
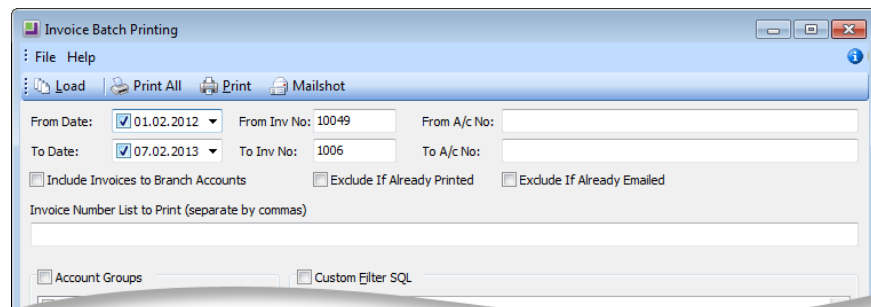
Ticking this option means that invoice searches will be based on sales branch, rather than the head office, so that invoices from all branches will be shown.

Debtor and Creditor invoice file names are now suffixed with the Invoice Number entered for the invoice (DR_TRANS.INVNO or CR_TRANS.INVNO) when saved as a PDF. For example, if an invoice with the number 1234 is emailed as a PDF from the Transactions tab of the Debtor Account Details window, it would have the filename **Invoice1234.PDF**.

> **Note:** While Invoice Numbers can contain any characters, certain characters are restricted in file names, e.g. / : ? *. Any restricted characters are replaced with hyphens in file names.

The Data Verification utility now displays summary information at the end of the report:
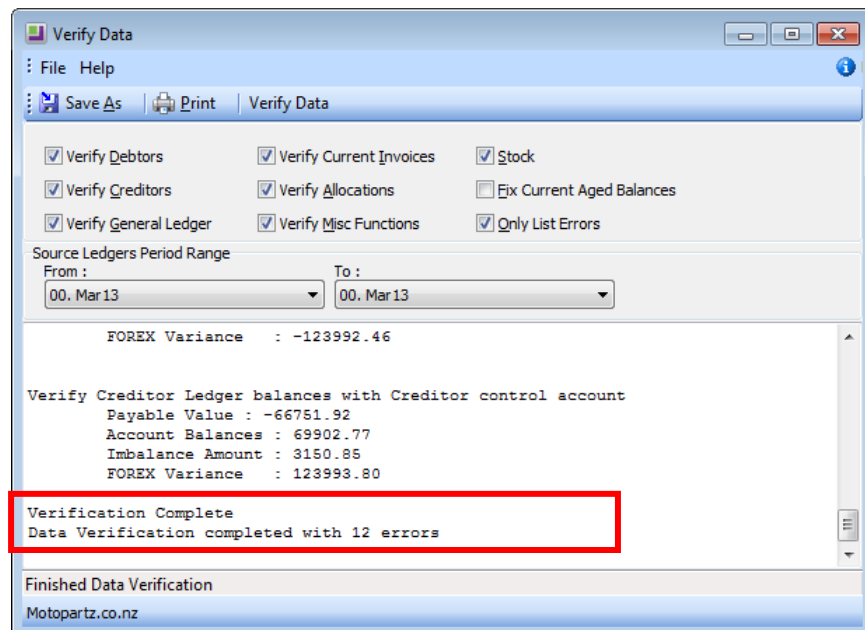
This information is now stored in the VERIFICATION_HDR table.

Module	Description
	Previously, the Data Verification procedure for Stock updated the physical stock levels for lookup items. This no longer occurs; stock levels are not updated for lookup items. **In an upgrade to EXO Business 8.6, the stock levels for all lookup items are reset to zero to correct any changes made because of this.**
	The behaviour of the **Release All** and **Release None** buttons on the Creditors Payment Processor window has been changed to make the interface more intuitive. Previously, these buttons applied to <u>all</u> Creditor accounts in the system, regardless of whether or not they appeared on the Creditors Payment Processor window; these buttons now apply only to the accounts that are currently displayed on the Creditors Payment Processor window.
EXO CRM	It is now possible to search for Opportunities, Activities and Companies using the company ACCNO or ALPHACODE. An **ID** column is now available on the Opportunity, Activity and Company Search windows: This column shows each company's account type and ACCNO.
	A **Delete** button has been added to the Contact Lists window: When deleting Contact Lists, the user is warned if a list has been associated with any Campaigns or Campaign Waves.
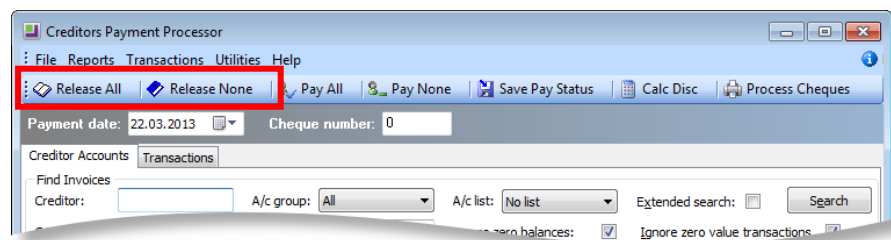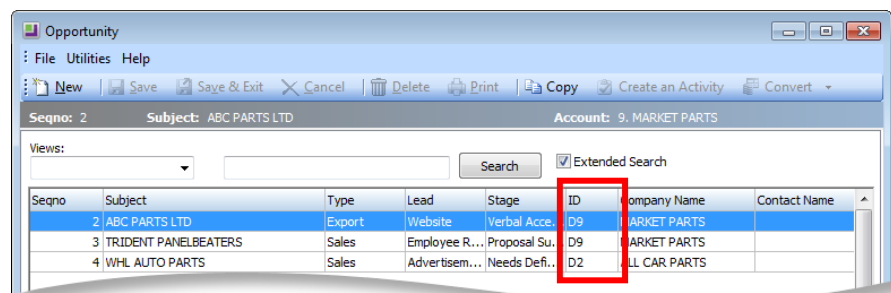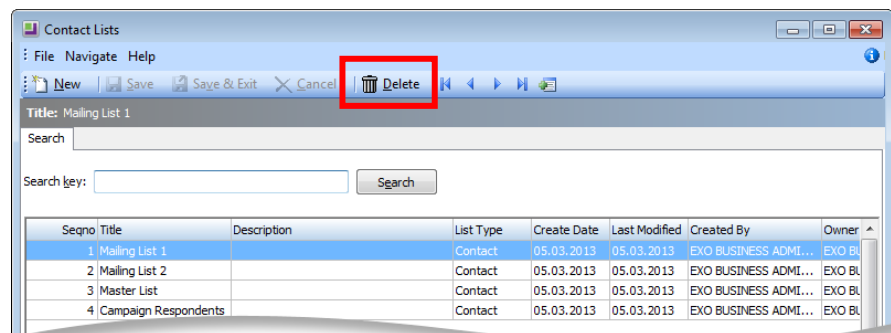
Resolved Issues

EXO Business Core

Service Request ID	Description
11067985110 12374153871 12333923871 12257514491 12240013231 12023208041 11799353901 11553855231 11022208820 **11152767185** 11869133401 11144042391	Debtor invoices are now given meaningful names when saved as PDF—see page 67 for details.
11721703553 12256066521 11904148631 11745006378 11717446281 11508345674 11508345637 11508049590	The behaviour of the **Release All** and **Release None** buttons on the Creditors Payment Processor window has been changed to make them more intuitive—see page 68 for details.
12238124282 12320409951 12327845452 12233122451 12212364601 11637070421 11463594004 11237902281	The GL journals posted for Stock Variance had incorrect SOURCE_SEQNO values, which meant that attempting to view the transactions for these journals opened the wrong transactions. This has been resolved.
11110005065 12293056158 12145520201 11846327101 11236128971 11109156348 11085188126	When a lost Sales Order quote was converted back to an order, its PROCESSFINALISATION value would not be reset to 0, which meant that the order would not appear on the Sales Order search window after it was processed. This has been resolved.
12243697759 12320682011 12279028668 12240012911	The mailshot function would not accept many special characters in email addresses, even though these characters were valid for email addresses. This has been resolved.

Service Request ID	Description
11258609698 12352479801 12293710646 11258970184 11245056531 11086478139	The Stock Level Enquiry window (accessed from Stock transaction grids by pressing CTRL+L or right-clicking and selecting **Stock Levels**) did not display the correct number of decimal places, as specified by the **Quantities** value in the Business Essentials > General Settings section of EXO Business Config. This has been resolved.
12145468982 12330711051 12145520271 12121197737 11869133001	In certain situations, "Floating point division by zero" errors could appear on the Analysis tab of the Stock Item details window. This has been resolved.
12265375087 12257514502 **11901208837** 11915313251 11895163396	If the **Resources layout editor** right-click option on the Activity Search widget was used to customise the resource layout, these customise options were not saved when the Dashboard layout was saved. This has been resolved—see page 64.
12437481978 12473257381 12431328911 12476937169	Reports generated by the Sales Report Designer displayed account ID numbers and descriptions in one column, e.g. "0 CASH SALES". ID numbers and descriptions are now displayed in separate columns. The **Fieldgroup** column on the Sales Analysis Group Search window displayed only asterisks; this column is now correctly populated.
11878121991 12490212311 11876509880	It was not possible to highlight and copy the Delivery Address on Fully Processed Sales Orders. This has been resolved.
11251875999 11506563402 11245056581	In some cases, rounding issues meant that small batch quantities did not appear on the Batch Qty tab of the Stock Item details window unless the **Include batches with zero quantity** option was ticked. This has been resolved.
11904525284 12284700211 11895163481	If EXO Business CRM was not installed, it was not possible to drag emails from Outlook into EXO Business accounts, contacts, jobs, etc. in any EXO Business module. This has been resolved.
12140292479 12137673111	When authorisation was enabled on Creditor payments, it was not possible to authorise to approve or pay invoices for the Creditor account with the highest ID number (ACCNO) in the system. This has been resolved.
12219413079 12212010581	No confirmation prompt appeared when deleting an Activity, which could result in lost data due to mistakenly clicking the Delete button. This has been resolved—see page 64.
12269321444 12258822333	The Subject fields of History Notes created when emails are imported into EXO Business contained irrelevant authentication details; this has been resolved. Additional email details (From, To, CC, Date and Subject) are also included in the body of the History Note.

Service Request ID	Description
12339788210 12338921611	Selecting one of a Stock item's sell prices and pressing DELETE to clear the value meant the sell price would be saved as NULL, rather than 0.00. This has been resolved; when a sell price is cleared, it is reset to $0.00 as soon as another field is selected or the Stock item is saved.
12448479555 12435049731	If read-only Extra Fields were added to the Sales Order header, errors would appear when a new Sales Order was created. This has been resolved.
12553551349 12550160741	When invoicing Sales Orders with kits that were priced by total or that contained serial numbers on kit components, the order of the DR_INVLINES lines did not match the order of the SALESORD_LINES lines, and serial numbers were not referenced correctly, so that it was not possible to determine which serial number related to which Stock item. This has been resolved.
-	In some situations, the error message "Field 'ExchangeRate' not found" could appear when posting Debtor receipts on the Post Ledgers to GL window. This has been resolved. **Note:** The profile setting that controls the availability of the **Debtor Receipts** option on the Post Ledgers to GL window, **Allow exclusion of payments when posting debtors to general ledger**, was not functioning correctly. This has also been resolved—see Appendix 1 on page 284.
-	When copying a Stock item, the **Set new stock items to default to 'Lookup' type items** profile setting would override the setting of the **Lookup** field on the Copy Stock Item window. If the **Lookup** field was ticked and the profile setting was unticked, the **Lookup** field would be unticked in the new Stock item. This has been resolved; the **Set new stock items to default to 'Lookup' type items** profile setting no longer affects the status of the **Lookup** field when copying Stock items. The status of the **Lookup** field defaults to the status of the Stock item being copied.
-	The Sales Order and Purchase Order grids could generate "divide by zero" errors on the LOCALVALUE computed fields if EXCHRATE was zero or NULL. This has been resolved.

EXO Job Costing

Service Request ID	Description
12183768011 12156064211	Using the split line function on the Quote tab resulted in incorrect GST totals (totals were calculated correctly when the split line function was used on the Costs tab). This has been resolved. **Note:** This issue also affected the Quote tab on the Opportunity window in EXO CRM; it has been resolved there as well.
-	When appending a line to a Job quote (or an Opportunity quote in EXO CRM), the Quote Option assigned to the line would be the default option, instead of the option assigned to the kit header. This has been resolved.

EXO CRM

Service Request ID	Description
12265569369 12257514518 12257514513	Some fields on the Activity window overlapped when the window was resized to a larger size. This has been resolved.
11889496473 12033811211 11876510616	A **Save & New** feature has been added to the Activity window—see page 63.
12155049488 12190562028 12151994331	It was not possible to delete a Contact List once it had been created. This has been resolved—see page 68.
12331859697 12335935631 12288245426	When opening Non Accounts from linked Activities or from the Recent Items widget, it was possible to convert them to Debtors or Creditors multiple times, creating duplicate records. This has been resolved; once a Non Account has been converted, the **Convert to Debtor** or **Convert to Creditor** button is disabled, and the Non Account is made inactive.
11950234516 11944007761	"Floating Point Division by Zero" errors occurred when editing an Opportunity quote to add a kit item that was priced by total and that had the sell price set to $0.00 for all components. This has been resolved.
11863639320 11855920214	This release adds the ability to copy Opportunities—see page 52.
12277315145 12228650480	It was not possible to edit the GST rate for lines on the Quote tab of the Opportunity window. This has been resolved—see page 53.
12243601125 12233355531	Opportunity Quote line statuses are now updated when the Opportunity is converted to a Sales Order or a Job, and then lines are deleted from the order\job. See page 55 for details.
12390322493 12333924058	Stack overflow errors could occur when entering quote lines on an Opportunity, when the system was set to use GST-inclusive pricing. This has been resolved.
12227551511 12293766541	After converting an Opportunity to a Job Quote, the values on the Transactions tab of the Opportunity were incorrect. This has been resolved.
12337861931 12335935646	When creating an Activity, it is optional to specify a Company; however, when creating an Activity via the Activity Quick Add function, the **Company** field was mandatory. This has been resolved; the **Company** field on the Activity Quick Add window is no longer mandatory.
11870479903 11860169269	The subject of an Activity can be up to 60 characters; however, the Subject field on the Activity window and the Activity Quick Add window allowed more than 60 characters to be entered, which could result in data loss when the Activity was saved. This has been resolved; these fields do not allow more than 60 characters to be entered.

Service Request ID	Description
12275893943 12269530138	When the **Allow edit list option in dropdown selection dialogues** profile setting was disabled, selecting the last company type in the **Type** dropdown on the Non Account Details window would open the Setup Company Type window. This has been resolved.
12340886290 12338922331	When converting a Non Account to a Debtor, the settings in the Non Account's Account Template would be ignored and default settings would be applied to the new Debtor. This has been resolved; changes have been made as follows: The base price for a new Non Account is set as per the Account Template. When clicking the edit button next to the **Account Template** field on the Non Account window, only the account number is passed as search text into the search window that opens. When Converting a Non Account to Debtor, the new Debtor account inherits the following information (if it exists) from the template account: - Primary Group - Secondary Group - Base Price - Credit Terms - Credit Limit - Currency - Default Payment Type - Prompt Payment Discount % - Invoice File - Statement Delivery
12335415874 12320682291	When searching for a Company from a transaction, e.g. when selecting a Company for an Opportunity, the Company Search window did not include the options to filter by Active/Inactive status or to set a custom filter. (These options are available when opening the Company Search window from the Account menu.) This has been resolved; the Company Search window always includes all search options.
11978347328 11965022681	If the **User has Opportunity Administrator Rights** profile setting was disabled for a user, certain dropdowns on the Opportunity window did not behave correctly: the **Stage** dropdown did not display stages correctly according to their workflow constraints, and the **Type** and **Lead Source** dropdowns both allowed access to "Edit List" options, which should be restricted if the user does not have admin rights. These issues have been resolved.
11986421824 11980426661	This release adds the ability to search Opportunities by ACCNO—see page 68.
12238738130 12233122511	If the Change Stock Code utility on the Stock Item Details window was used to update an item's STOCKCODE, its STOCKCODE was not updated in the OPPORTUNITY_QUOTE table, which meant that the STOCKCODE would still appear in Opportunity quotes. This has been resolved. **Note:** This issue also applied to the SUBS_LINES table—this table is also now updated when an item's STOCKCODE is changed.
12418492977 12414864751	The Description field on Opportunity Quotes would not allow the entry of more than 60 characters, even if the associated database field (OPPORTUNITY_QUOTE.DESCRIPTION) was made longer. This has been resolved. **Note:** This issue also applied to the JOBCOST_LINES.DESCRIPTION and JOB_TRANSACTIONS.DESCRIPTION fields in EXO Job Costing.

Service Request ID	Description
12148548970 12122027761	When bulk creating activities from a campaign wave, if Extra Fields had been set up for Activities, but there was no Extra Field in position 1, an error message would appear on the Bulk Activity window. This has been resolved.
12331571768 12331571761	When adding or removing Contacts from a Contact List, the confirmation message that appeared named the wrong list. This has been resolved.
12289470047 12288245140	If users created a custom Company Type, then created a custom view to display only the custom type on the Company Search window/widget, no search results would be returned when the custom view was selected. This has been resolved.
12346359463 12333924056	When converting an Opportunity to a Job Quote, it was possible to access certain Job Costing functions that should not have been available when viewing jobs through EXO CRM. This has been resolved.
-	The Copy Stock Item function could be opened from the Sales Order window when opened from EXO CRM by pressing CTRL+O, which made it possible to create a One Off Stock item from within EXO CRM. This has been resolved; the keyboard shortcut has been removed.
-	When an Opportunity was converted to a Job, some fields were not copied to the new job. The following fields are now copied across when converting an Opportunity to a Job: - From Location - Showline - Date - Header Due Date - Create Date (converted to Job Header Quote Date) - GST rates and amounts on each line - Any Opportunity Quote Options with the same name as Job Quote Options - Any Extra Fields on Opportunity headers and lines with the same name, field type and size as Extra Fields on Job headers and lines
-	On most setup windows in EXO CRM, when a new item was created, the bar at the top of the window displayed the details of whatever item was selected at the time that the **New** button was clicked. This has been resolved; for new items, the details are now blank.

EXO Accountants Assistant

Service Request ID	Description
12590470117 12567915851	Multi-page Clarity reports only displayed the first page when they appeared as nodes in a checklist widget. This has been resolved.

EXO Business 8.5 SP2

The 8.5 SP2 release resolves issues identified in the 8.5 release of EXO Business.

Resolved Issues

EXO Business Core

Service Request ID	Description
12430790122 12430789944	EXO Business now supports 64-bit editions of Microsoft Outlook. Emails can be sent from EXO Business on PCs where 64-bit Outlook is installed, when the **Email client** profile setting is set to "Default Email Client". The MAPI component used by EXO Business has been upgraded to add support for sending emails using 64-bit versions of MS Outlook as the default mail client. As a result of this upgrade, other non-Outlook mail clients may also work with EXO Business. **Note:** MYOB EXO Business officially supports Outlook 2007 and Outlook 2010 only. See the **Compatible Environment Roadmap** on the MYOB website for details.
12329640588 12320409958	When Debtor Payments were allocated in a prior period, the ALLOCATED flag on the transaction was set incorrectly. This has been resolved; when a payment is fully allocated: • If the allocation age is set to the current period, the ALLOCATED flag is set to 1, i.e. fully allocated in the current period. • If the allocation age is set to the prior period, the ALLOCATED flag is set to 2, i.e. fully allocated in a prior period.
12475859654 12472371319	After opening a Creditor Invoice from the Transactions tab of the Creditor Account Details window, pressing ESC closed the Creditor Account Details window instead of the invoice. This has been resolved.
12466645703 12466372301	In previous versions, the default states of the search options on the Sales Order search window were saved when the window was closed, which could cause conflicts, e.g. if multiple users were accessing the same installation via Terminal Services. This window now includes a **Set Defaults** button; search options are only saved when this button is clicked.

Service Request ID	Description
12483876993 12320681951	When creating a purchase order and receipting it fully in through EXO Job Costing, an error message appeared if the **Search automatically** profile setting was not set to include Documents. This has been resolved.
-	If a physical Stock item that already had transactions against it was converted to a lookup item, unexpected GL transactions were generated as the system attempted to redo journals in prior periods. This has been resolved; the **Lookup** flag on the Stock Item Details window is now greyed out if any transactions are recorded for the Stock item, so that the item can no longer be changed from a physical item to a lookup item or vice versa.
-	The Creditor Payment Processor was using the CURRENCIES.SELLRATE as its payment rate for Creditor payments, which caused incorrect realised gains. This has been resolved; CURRENCIES.BUYRATE is now used.
-	It was possible to allocate to a period younger than the period of the transaction being entered. This has been resolved.

EXO Job Costing

Service Request ID	Description
12421542925 12419559021	Adding the Job Costing module to a blank EXO Business 8.5 database generated an error message during the Database Update process, due to several database objects being missing. This has been resolved.
12377860092 12370016771	The EXO Job Costing Timesheets module (**TimeSheet.exe**) did not display correctly when the main window was resized; when the window was enlarged, the blank space above the main grid expanded and the grid remained the same. This has been resolved; the grid now resizes correctly when the window is resized.
11609471834 11584102840	The EXO Job Costing Timesheets module did not have a Help file. This has been resolved.
-	The EXO Job Costing Timesheets module was not installed by the main EXO Business installers. This has been resolved.

EXO Business CRM

Service Request ID	Description
11799594530 12333924062 12256065881 11967114911 11792991141	When an Opportunity was converted to a Job Quote, tax-inclusive prices were converted to tax-exclusive, resulting in an incorrect sale price. This has been resolved.
12368043673 12293577172	Performance issue: In databases with a large number of company records, after creating or editing a Non Account and then closing the account record by clicking **Save & Exit** or **Cancel**, the system would freeze as it took a long time to display the Non Account search window. This issue has been addressed; the Non Account search window is no longer displayed after closing a Non Account record.

Clarity Reports

Service Request ID	Description
12390635741 12472371351 12466829511 12379288931	Any reports that used DISPLAYVALUE1 as a runtime parameter did not work after upgrading to EXO Business 8.5. This has been resolved; the parameter DISPLAYVALUE1 has been restored.

EXO Accountant's Assistant

Service Request ID	Description
12280667253 12374245344	When the Post Ledgers to GL function appeared on a checklist widget, its **View Unposted Trx** dropdown button did not work; clicking on the button did not display the options below it, and only generated the message "Please use the sub menu to View Unposted by Source Ledger." This has been resolved; clicking anywhere on the **View Unposted Trx** dropdown button now displays the sub-ledger options. **Note:** This change affects the entire EXO Business system—the "Please use the sub menu to View Unposted by Source Ledger" message no longer appears anywhere.

EXO Business 8.5 SP1

The 8.5 SP1 release resolves issues identified in the 8.5 release of EXO Business.

Resolved Issues

EXO Business CRM

Service Request ID	Description
-	In EXO Business 8.4, it was possible to edit a Sales Order Quote from within EXO Business CRM, so long as it remained a quote. In 8.5 the ability to create new, unprocessed Sales Orders as was added; however the Sales Order grid would be read-only once the Sales Order was created from an Opportunity. The read-only restriction on unprocessed Sales Orders affected the Sales Order quote status grid as well. This has been resolved.

EXO Business Core

Service Request ID	Description
-	The milestone values (MINTRANSEQNO) in the PERIOD_STATUS table that were originally introduced in EXO Business 8.1 were found to be potentially incorrect for Debtor and Creditor periods. As the system now relies more heavily on these values to improve performance of key retrospective balancing reports for Debtors and Creditors in larger databases, this issue became exposed.

This has been resolved; the correct MINTRANSEQNO values are now stored, and running the DBUpdate process retrospectively checks and corrects all existing values.

The following improvements have been made to the retrospective reporting functions for Debtors and Creditors:

- The functions now return additional information for the Alphacode, Account Group 1 and Account Group2.
- The summary retrospective reporting functions include a new **Adjustment** field, which stores the amount the balance based on allocations differs from the balance calculated working backwards from the current balance. This allows you to identify accounts that might have issues with allocations.
- Based on the above change, the detailed retrospective reporting functions now no longer return the transaction ageing details for accounts that might have issues with allocations. For such accounts, only one line for the ageing summary is returned.
- The detailed Debtors and Creditors retrospective reports no longer include records with no ageing balances.
- Records in the Debtors and Creditors retrospective reports are now ordered by Currency and then Alphacode.

EXO Accountant's Assistant

Service Request ID	Description
-	The EXO Accountant's Assistant included a "Prior Debtor Statements" option in the Utilities menu; this has been corrected to "Debtor Statements" to be consistent with core menu procedures.

EXO Business 8.5

New Features

Support for SQL Server 2012

This release adds support for SQL Server 2012; EXO Business 8.5 has been tested and verified to work on this database platform.

> **Note:** The minimum database compatibility level required for upgrading to SQL Server 2012 is 90, i.e. SQL Server 2005.

Deprecated/Discontinued Features

Certain commands have been deprecated or discontinued in SQL Server 2012. None of these commands are in use in EXO Business 8.5; however, if clients are using custom SQL in the EXO Business system, and wish to upgrade to SQL Server 2012, they should check to see if their customisations are using any of these features and modify them as necessary.

A list of all features deprecated in SQL Server 2012 can be found here:

http://msdn.microsoft.com/en-us/library/ms143729

A list of all features discontinued in SQL Server 2012 can be found here:

http://msdn.microsoft.com/en-us/library/ms144262

EXO Accountant's Assistant

This release adds a new module: the EXO Accountant's Assistant. This module provides accountants and external advisors with an intuitive and easy-to-use portal to the accounting functions of EXO Business.
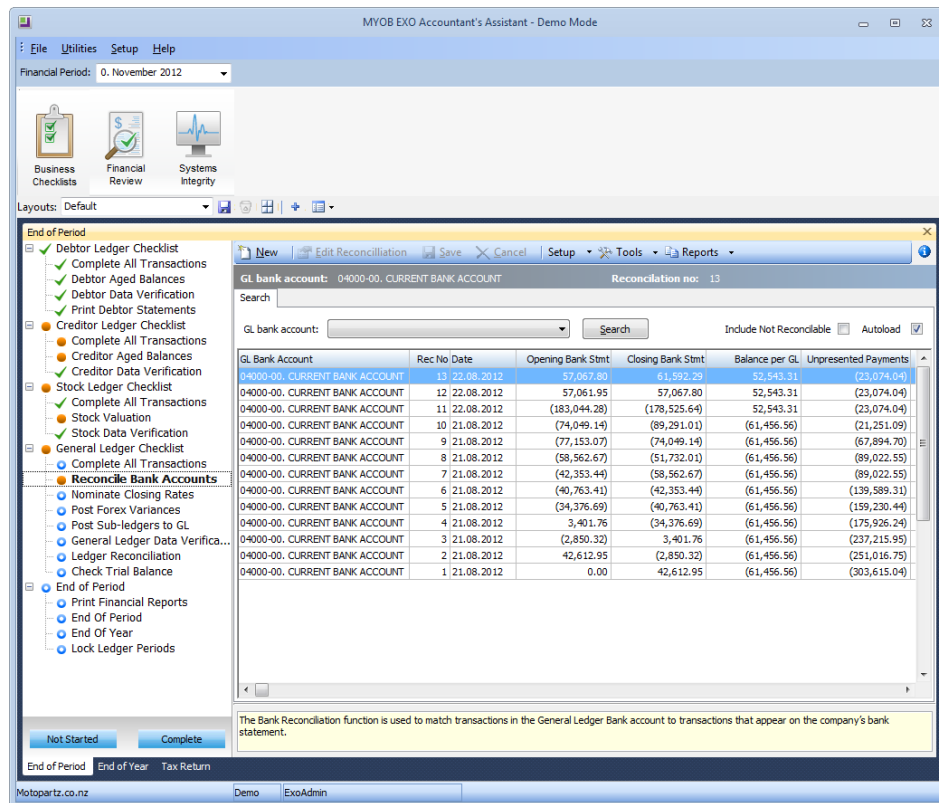
Note: An "Overview for External Advisors" White Paper can be accessed from the Accountant's Assistant Help menu. This document provides an overview of key areas of the EXO Business system, so that accountants and external advisors can familiarise themselves with the basic concepts and functions they will encounter in EXO Business.

Licensing

The EXO Accountant's Assistant module can be run by a single user without the need for an additional licence; licences must be purchased to allow more than one user to access it.

The following restrictions apply when accessing the EXO Business system from the Accountant's Assistant:

- Full access is available to key functions relating to the General Ledger.
- Restricted access to the Debtors and Creditors screens is available; basic details of Debtor and Creditor accounts can be edited, but no transactions can be generated for them.
- Read-only access to Stock item records is available from the Accountant's Assistant.

Business Checklists

The Business Checklists section of the EXO Accountant's Assistant displays a set of checklist widgets (see page 88) for important accounting processes. By default, checklists for the following processes are displayed:

- End of Period
- End of Year
- Tax Return

Each checklist represents the best practices recommended by MYOB for those processes. These checklists are all context-sensitive to the period selected from the Financial Period control (see page 86).

Financial Review

The Financial Review tab contains a standard package of financial reports that show key metrics for business owners and external advisors. The Export to Accountants Office function is also included on this tab.
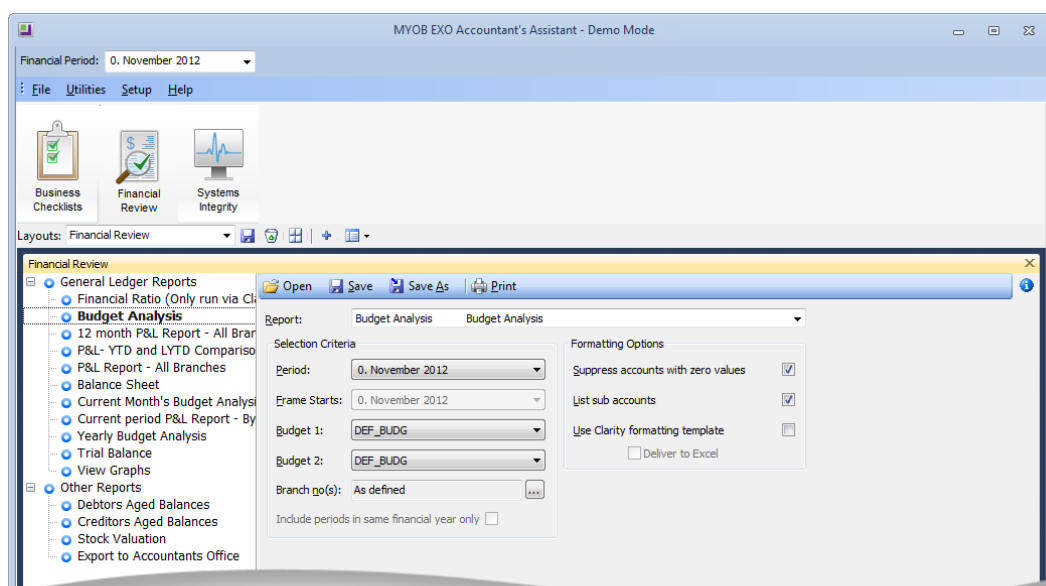
On upgrading to EXO Business 8.x, all General Ledger reports that are set up in the system are added to the checklist on this tab under "General Ledger Reports". In a new install, the default General Ledger reports are added.

Note: The General Ledger Graph utility is available as a dashboard widget on this tab—this widget uses the **Financial Period** setting (see page 86). Similarly, when General Ledger Reports are run in the Accountant's Assistant, the **Period** and **Frame Starts** options default to the **Financial Period** setting.

Systems Integrity

The Systems Integrity tab displays a set of checks against the EXO Business database and ledgers to ensure that the system is balanced and healthy. The following utilities are displayed by default:
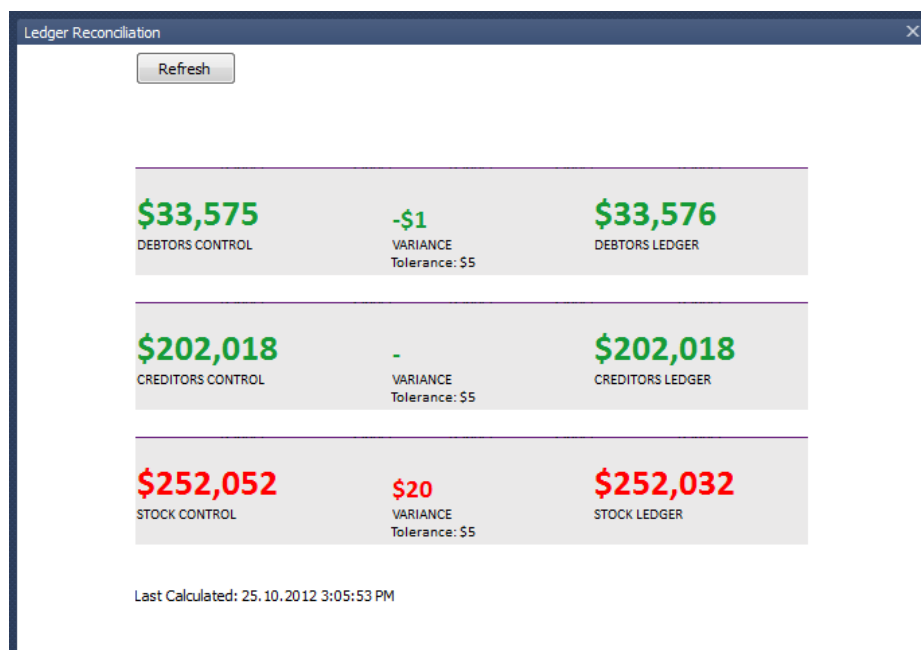
- Ledger Reconciliation
- Data Verification
- Tax Exceptions

The Data Verification and Tax Exceptions utilities are existing functions that were present in previous versions (although the Data Verification utility has received updates in this release—see page 121). The Ledger Reconciliation utility is a new function, which provides an overview of the status of each ledger:

Sub-ledgers that are green are in balance with the related control account; red sub-ledgers are not. The status of each sub-ledger is determined using the reconciliation reports (GL Payables Reconciliation, GL Receivables Reconciliation and Inventory Value Reconciliation).

Each area of the report can be clicked on to drill to more information:

- Clicking on a total for a control account opens the General Ledger Account Details window, displaying the relevant control account (Stock, Debtors or Creditors).
- Clicking on the variance amount for a sub-ledger icon and the General Ledger icon opens the relevant Reconciliation Exceptions report.
- Clicking on the total for a sub-ledger opens the relevant Reconciliation report.

Unlike other system widgets that are installed with the EXO Business system, the Ledger Reconciliation widget can be edited in EXO Business Config. When editing the widget, special configuration options are available on a new Customize Widget tab:

Users can show or hide each ledger individually, select which reports are launched when clicking on the widget, and specify the amount of variance that will be tolerated before a ledger is displayed in red.

> **Note:** With the addition of an editable system widget, the "Form Widget" type is now available when creating a new widget. At present, only Ledger Reconciliation widgets can be created when selecting this type.

Global Financial Period Setting

The Accountant's Assistant includes a **Financial Period** option at the top of the interface:
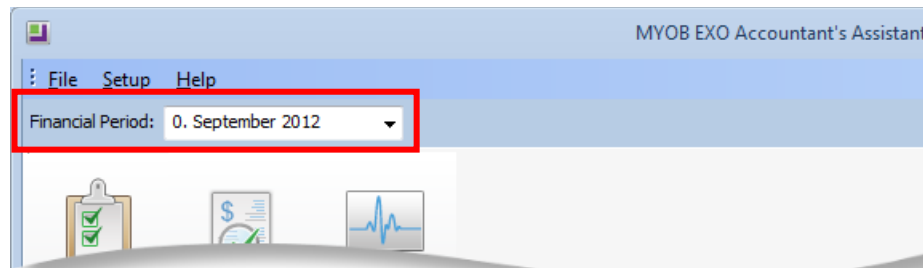
This is a global setting that specifies the period to be used by all Dashboard widgets appearing on the Accountant's Assistant. Widgets and reports must be set up to use this parameter.

Setting up Grid and Pivot Widgets

To use the Financial Period in a Grid or Pivot widget, the SQL statement used by the widget must contain one of the Current Period parameters:

- @CURRENT_GLPERIODSEQNO – General Ledger
- @CURRENT_CRPERIODSEQNO – Creditors Ledger
- @CURRENT_DRPERIODSEQNO – Debtors Ledger
- @CURRENT_STKPERIODSEQNO – Stock Ledger

These can be entered from the Parameter list dropdown on the widget's SQL tab:
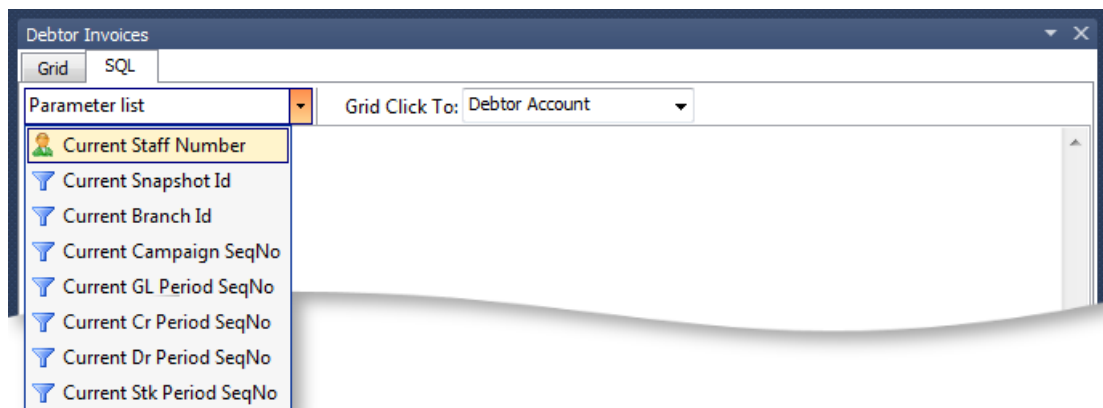
When added to a dashboard in the Accountant's Assistant, widgets using one of these parameters will automatically refresh when the **Financial Period** changes.

Setting up Clarity Reports

To use the Financial Period in a Clarity widget, the Clarity report displayed by the widget must have a runtime parameter with one of the following names:

- CURRENT_GLPERIODSEQNO – General Ledger
- CURRENT_DRPERIODSEQNO – Debtors Ledger
- CURRENT_CRPERIODSEQNO – Creditors Ledger
- CURRENT_STKPERIODSEQNO – Stock Ledger
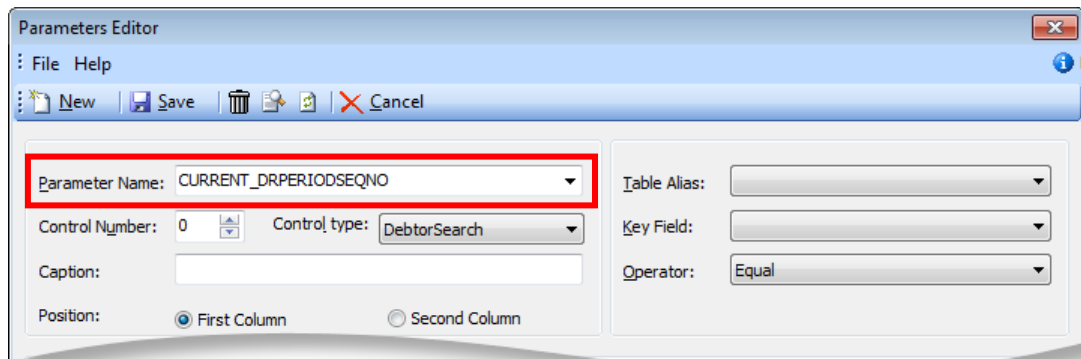
Note: The new period selection control types can be useful when setting up such parameters—see page 124.

When placed on a dashboard in the Accountant's Assistant, Clarity widgets using one of these parameters will automatically refresh when the **Financial Period** changes.

Setting up Checklist Widgets

To use the Financial Period in a Checklist widget (see page 88), select an option from the **Context** dropdown on the Checklist Setup tab. The statuses of all nodes on the checklist will be saved separately for each period, and the checklist will automatically refresh when the **Financial Period** changes.

Checklist Widgets

This release introduces a new type of dashboard widget: the checklist widget, which displays a structured list of items to be checked off as part of a process. List items can be a simple note to perform a task, or they can link to an EXO Business menu procedure. Checklist widgets are currently available only in the EXO Accountant's Assistant module, where they provide configurable checklists of accounting functions.
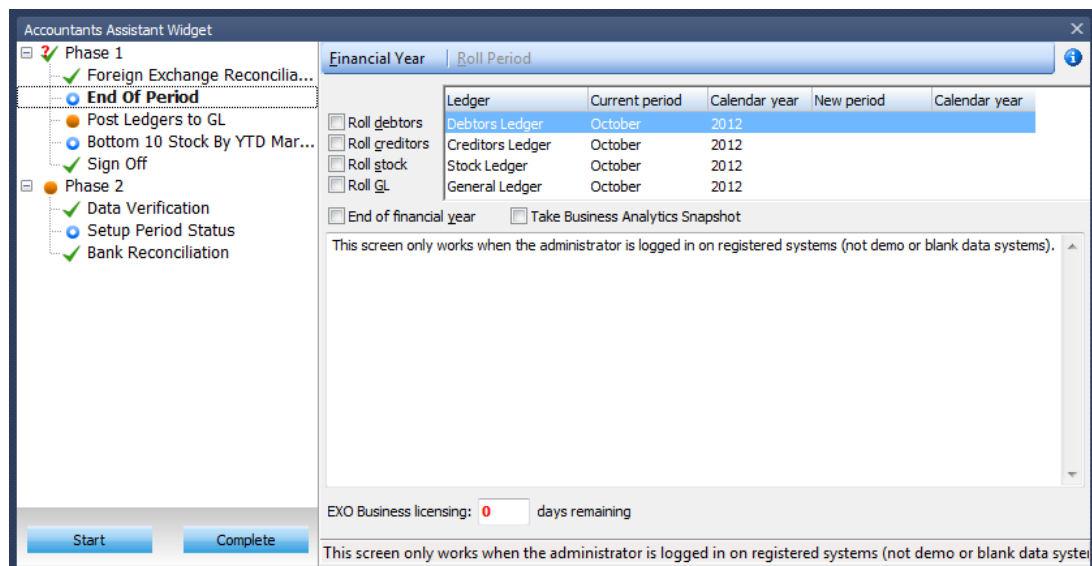
Buttons are available at the bottom of the checklist tree. Selecting a node on the tree and clicking these buttons changes the node's icon to indicate its status:

- - Not Started
- - In Progress
- - Completed
- - Requires Review

Node statuses can also be changed by right-clicking on a node. When right-clicking on a parent node, options to set the statuses of all child nodes are available.

> **Note:** There are no options for the Requires Review status; however, it can be set by a stored procedure attached to the node—see page "Node Status Validation" on page 90.

Setting up Checklists

A new "Checklist" type is available when setting up widgets. When this option is selected, a new Checklist Setup tab becomes available:
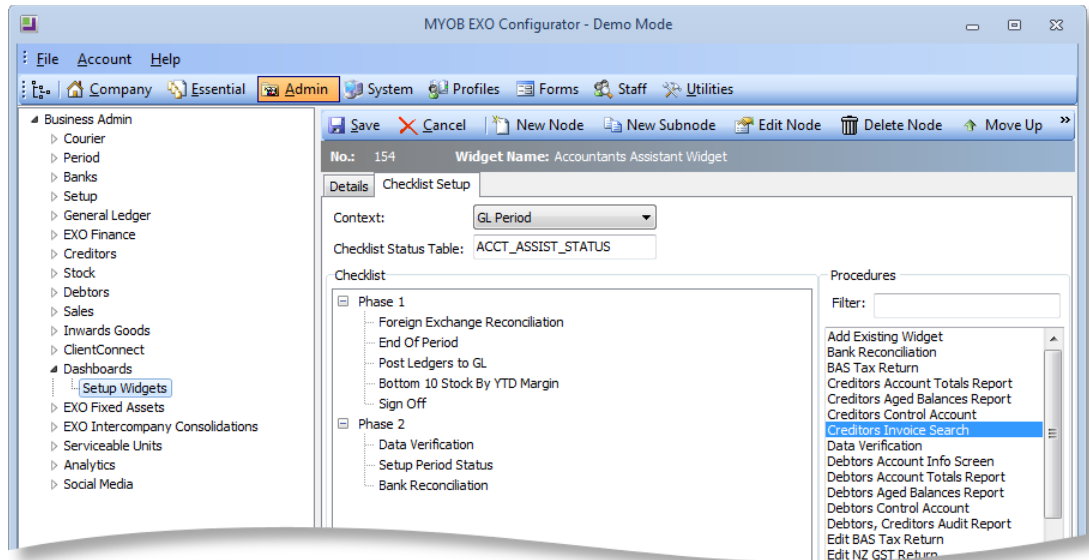
Users set up the checklist on this tab by adding list items into the tree structure and editing their basic properties:
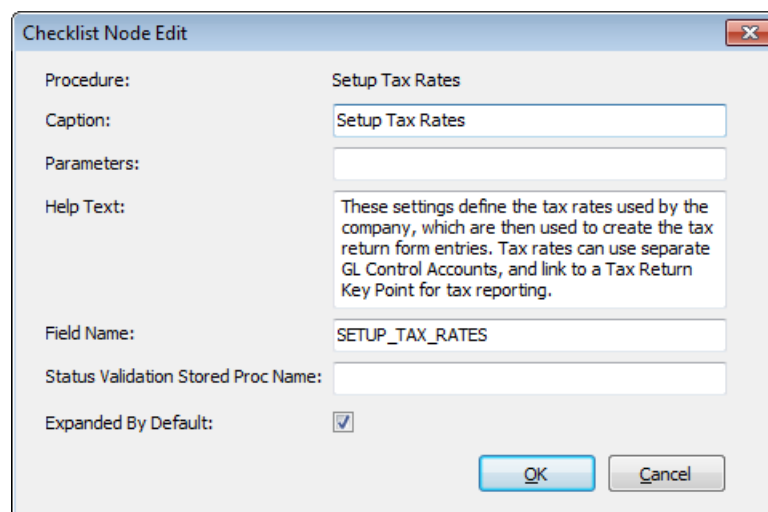
List items can be added in one of two ways:

- A list of available EXO Business menu procedures is available on the right of this tab; procedures can be dragged from here onto the tree structure to create a node or sub-node that links to that procedure.
- The **New Node** and **New Subnode** toolbar buttons create list items that do not link to menu procedures; instead they simply serve as a note or reminder to perform a task.

All list items become a node in the tree structure, and can have one or more levels of sub-nodes underneath them.

Storing Checklist Node Statuses

The **Checklist Status Table** property on the Checklist Setup tab specifies the name of the table in the EXO Business database that will store the individual statuses of each node in the checklist. If the table name entered here does not already exist, it will be created when the table is saved (checklist tables are automatically prefixed with "CL_"). Once set, the table name cannot be changed. The table contains a field for each node in the checklist—field names are specified by the **Field Name** property on the Checklist Node Edit window. Field names must be unique and, like the table name, cannot be changed once they have been saved.

Context-Sensitive Checklists

Checklists appearing in the EXO Accountant's Assistant can be made specific to the Financial Period (see page 86), by choosing an option from the **Context** dropdown. The statuses of all nodes on the checklist will be saved separately for each period. When a checklist is context-specific, the table that stores checklist node statuses contains a separate line for each period.

Node Status Validation

The status of each node is usually controlled by the buttons and/or right-click options on the checklist widget; however, it is possible to use a custom stored procedure to set a node's status. The **Status Validation Stored Proc Name** property on the Checklist Node Edit window specifies a stored procedure that will be run when the checklist is loaded or refreshed, when the node is clicked on, or when the node's status is manually changed to "Complete".

This procedure must take in the parameters @CONTEXTID and @NODESTATUS, and return a new @NODESTATUS value, which must be one of:

- -1 = Do nothing
- 0 = Set the node's status to "Not Started"
- 1 = Set the node's status to "In Progress"
- 2 = Set the node's status to "Complete"
- 3 = Set the node's status to "Requires Review"
- 4 = Hide the node and any sub-nodes below it

If the stored procedure name you enter here does not already exist, a default procedure with the correct inputs and outputs will be created when the table is saved (checklist procedures are automatically prefixed with "CL_"). Once set, the procedure name cannot be changed.

For example, if a checklist contains a node for the Post Ledgers to GL procedure, this node could use a stored procedure that checks to see if there are any transactions to be posted, and changes the node's @NODESTATUS value to 3 if it was currently 2. This would mean that even if the node had been manually marked as "Complete", it would be automatically set to "Requires Review" if there were still transactions to be posted.

Note: If a checklist widget is deleted, a message appears asking the user if they also want to delete the associated table and any stored procedures.

Accounting Compliance

This release includes a variety of improvements and new features aimed at making the EXO Business system more compliant with accounting standards and practices, and easier to use when performing accounting functions.

> **Note:** This release also includes fixes to various issues relating to accounting processes—see the Resolved Issues section on page 130 for details.

General Ledger Setup

The following changes have been made to improve the process of setting up General Ledger accounts, account groups and reports.

Setting up GL Account Groups

When adding a new GL Account Group, selecting the "Balance Sheet" option under **Section** now affects the default **Debit/Credit** setting. If the Balance Sheet type is "Asset", **Debit/Credit** defaults to "Usual Debit"; if the Balance Sheet type is "Liability" or "Equity", the setting defaults to "Usual Credit". The Account Group setup section in EXO Business Config has been rearranged to emphasise the fact that the **Section** setting affects the **Debit/Credit** setting:

Creating GL Sub accounts

When creating a new GL sub account, the focus now defaults to the **SubAccNo** field, which is pre-populated with a system-generated suggested account number. This makes it easier and faster to enter sub account details.

Allowing Journals on GL Sub accounts

The option to allow journals on GL accounts now applies at the sub account level. A new **Allow journals** setting is available on the GL Sub Account window:

This setting defaults to the value of the existing **Allow journals** setting on the header account, but it can be set as required for each sub account.

> **Note:** Changing the **Allow journals** setting for a header account updates all sub accounts to the same setting.

In cases where transactions should be posted to sub accounts only, untick the **Allow journals** option on the header account, and tick it on sub accounts to ensure that transactions are not inadvertently posted to the header account.

New Post Ledgers to GL Window

The Post Ledgers to GL window has been completely redesigned, adding functionality and improving ease-of-use.

1. The setup screens for GL Control Accounts and Currencies, as well as the Data Verification utility and the Period Statuses window can now be accessed directly from the toolbar. These new options are also available on the Utilities menu.

2. A warning now appears when one or more pending post runs are present in the system. Clicking on the warning opens a window displaying any pending batches, so that they can be loaded and processed (this is the same window that opens when the **Reload GL Post Run** toolbar button is clicked).

3. New, more fine-grained ledger options are available for selecting what to post to the GL. The Debtor and Creditor options expand to allow you to select or deselect options for:

    - Invoices and Adjustments
    - Receipts (for Debtors, this replaces the existing **Exclude Debtors Payments** option)
    - Cost of Sales (Debtors)
    - Stock Cost Variances (Creditors)
    - Realise FX Gains/Losses

4. A new **Set Defaults** button is available to save the current settings as defaults. Clicking this button writes the current values of the settings back to the profile settings that control them.

5. The **Preview GL Post Run** and **New GL Post Run** options have been moved from the toolbar to the main window and a new **Generate and Process GL Post Run** option has been added. If this option is enabled, GL post runs are processed automatically as soon as they are created; if it is not enabled, new runs must be processed via the **Process GL Post Run** toolbar button.

Note: Runs are not automatically processed if there are errors in the batches. Any batches that contain errors will remain in a suspended state and will have to be manually fixed and processed.

A **Cancel** button is now available on the progress dialog:
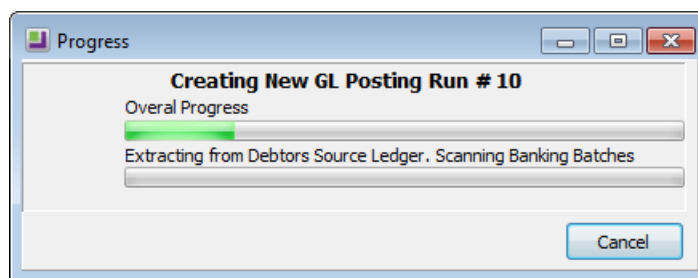
Cancelling a post run reverts all transactions to their original state.

It is now possible to reverse GL transaction batches from the Post Ledgers to GL window, using the new **Reverse Batch** right-click option (see page 107).

Profile Settings

Several profile settings have been added or updated to control the functioning of the new Post Ledgers to GL window:

- The existing **Allowed ledgers to post** User-level setting has been expanded to show all options available in the Selection Criteria section:
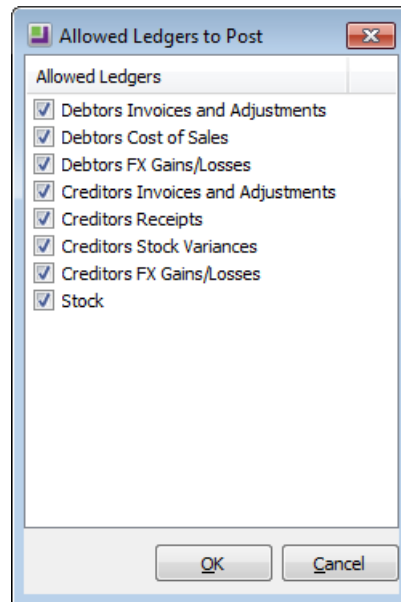
- The default settings of the options in the Selection Criteria section are determined by the new **Default status of the ledgers in Post ledgers to GL screen** User-level setting. Clicking the **Set Defaults** button on the Post Ledgers to GL window updates this setting.
- The default setting of the **Generate and Process GL Post Run** option is determined by the new **Generate and Process GL Post Run** Company-level setting. Clicking the **Set Defaults** button on the Post Ledgers to GL window updates this setting.

Note: The Set Defaults button also updates the Default source transaction period/date range for GL posting and Default General ledger posting period settings.

Foreign Currency Improvements

This release includes a major overhaul of foreign currency processing to incorporate realised gains and losses into the GL posting process and the nomination of closing rates, which provide a stable nominated currency rate for retrospective reporting for that period.

Foreign Currency Setup

The Setup Currencies configuration screen has been updated.

New **Local Curr Val Buy** and **Local Curr Val Sell** values are displayed. These are the inverse of the existing **Buy Rate** and **Sell Rate** values.

It is expected that users will update currency exchange rates frequently; to make this easier, currency buy and sell rates can be edited directly from the Current Rates tab (with the exception of the local currency, which must always be set to 1). When editing rates, users are warned if they attempt to change rates by more than a pre-defined limit. This limit is set by the new **% Change Alert** property on the Details tab.

The Details tab also includes a new section showing the history of rate changes:

Currency Closing Rates

Closing currency rates are now recorded for each period. These rates are used for all future valuations relating to the period ending balance, e.g. in period end reports such as control account reconciliation reports and aged balance reports. A new Closing Rates tab is available on the Setup Currencies window:
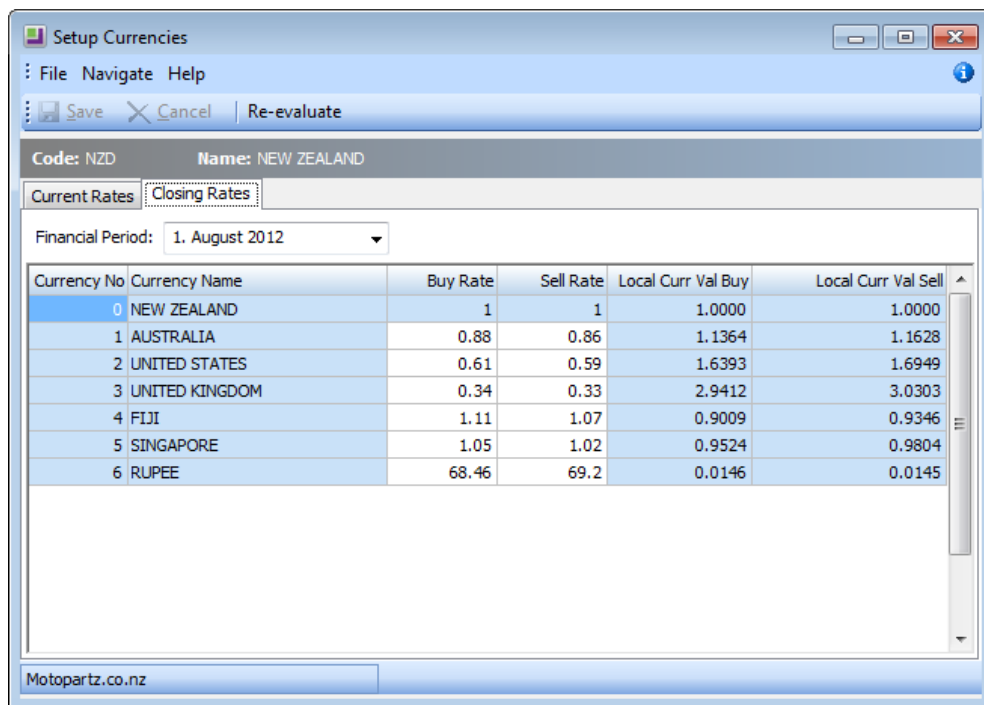
This tab displays the closing currency rates for each financial period. In an upgrade, closing rates are back-populated up to the current period. Closing rates can be set or altered for the prior period (age 1); for all other periods, the rates are read-only.

> **Note:** Closing rates are also set as part of the End of Period process.

Unrealised foreign exchange gains and losses can also be re-evaluated (see below) for the prior period.

Foreign Exchange Re-evaluations

Unrealised foreign exchange gains and losses can now be re-evaluated from the following places:

- The Setup Currencies window—a **Re-evaluate** button is now available on the toolbar. On the Current Rates tab, clicking this button performs a re-evaluation on the current period (age 0). On the Closing Rates tab, the button is only available when the prior period (age 1) is selected.
- During the End of Period process—for example, when ending June and rolling into July, the End of Period utility now re-values the unrealised gains/losses for June and sets the closing rates for June. This also applies to the End of Year process.
- The Foreign Exchange Variance Calculator—see page 99 for information on the changes that have been made to this utility.

> **Note:** The **Re-evaluate** button on the Setup Currencies window is disabled when EXO Intercompany is installed, as EXO Intercompany already has its own foreign exchange revaluation functions.

When posting foreign exchange variances to the current period (age 0), the previous revaluation is reversed before a new auto-reversing journal takes place.

When posting to the previous period (age 1), the existing valuations in age 1 are reversed and new ones are entered for the period. These then auto-reverse themselves out in the next period, i.e. age 0. In addition to this, any existing foreign exchange auto-reversals in age 0 are reversed out as well.

When re-evaluating unrealised gains and losses from the Setup Currencies window, the Profit account (Retained Earnings) is also updated, if the period being re-evaluated is a part of previous year.

Exchange Rates Recorded for Allocations

A new EXCHRATE field has been added to the DR_ALLOCATIONS and CR_ALLOCATIONS tables. This field stores the exchange rate for each transaction. On an upgrade, this field is retrospectively populated by taking the exchange rate from the associated DR_TRANS record for each allocation transaction where the CURRENCY value is not 0. (For transactions where CURRENCY is set to 0, i.e. local currency, the EXCHRATE is always 1.)

Foreign Exchange Variance Control Accounts

Separate GL Control Accounts for realised and unrealised foreign exchange variance are now available. The GL Control Account settings in EXO Business Config have been updated as follows:

- The existing Debtors Forex Variance account has been renamed to **Debtors Realised Forex Variance**.
- The existing Creditors Forex Variance account has been renamed to **Creditors Realised Forex Variance**.
- New **Debtors Unrealised Forex Variance** and **Creditors Unrealised Forex Variance** accounts have been created. By default, these control accounts are set to the same GL accounts as the Debtors Realised Forex Variance and Creditors Realised Forex Variance control accounts.
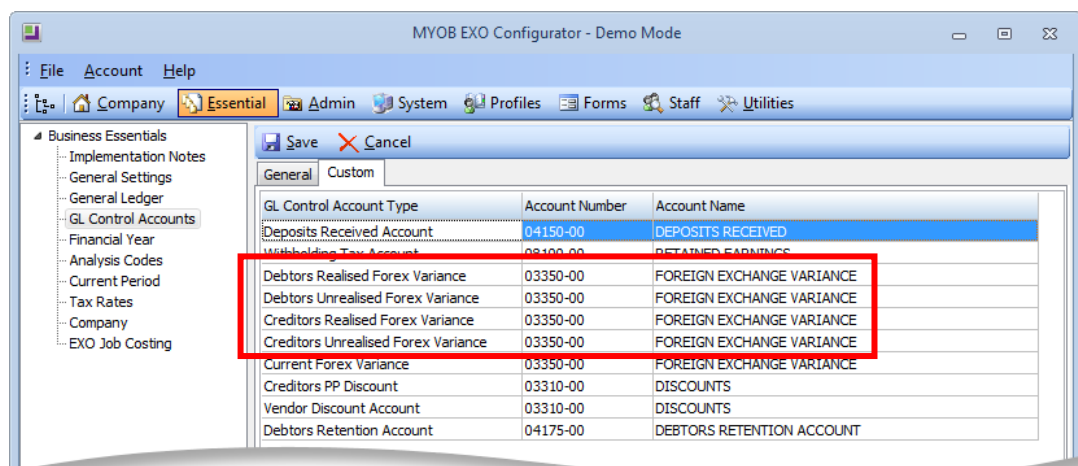
Changes to Foreign Exchange Variance Calculator

The Foreign Exchange Variance Calculator utility has been updated with new options:
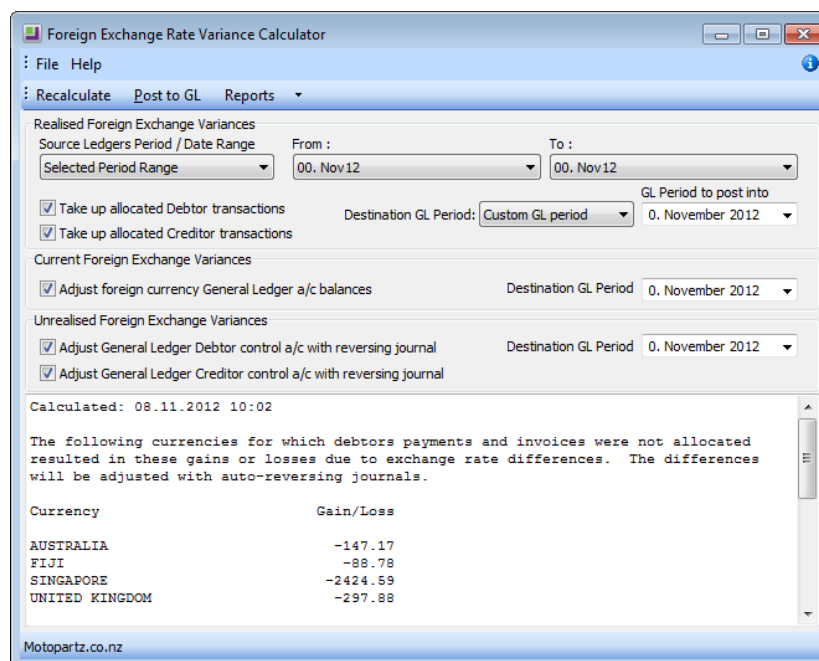
It is now possible to select the periods or dates to source transactions from, using the **Source Ledgers Period / Date Range** control at the top of the window. This control functions in the same way as the existing **Source Ledgers Period / Date Range** control on the Post Ledgers to GL window. Four options are available:

- All Unposted – All unposted transactions.
- Prior to Current Period – Everything except the current financial period.
- Selected Period Range – Selecting this option lets you choose a From and To period to determine the source range.
- Selected Date Range – Selecting this option lets you choose From and To dates to determine the date range.

A new **Recalculate** button is available to refresh the calculation based on the selected periods/dates.

The reports available from the Reports menu also filter on the selected period/date range.

> **Note:** The Source Ledgers control now applies to realised variances only; the entire sub-ledger is re-valued for current and unrealised variances at the end of the specified period.

Previously, a single GL period was used for all foreign exchange variances. It is now possible to select different Destination GL Periods for realised foreign exchange variances, unrealised foreign exchange variances and current foreign exchange variances. For realised foreign exchange variances, users can select the source period, or enter a custom period.

> **Note:** Unrealised foreign exchange variances can only be posted into the current period or prior periods (i.e. periods 0 or 1). If EXO Intercompany is installed, they can only be posted to the current period.

Viewing Source Transactions for Foreign Exchange Variance

The **View Source Transactions** right click menu option on the Transaction tab of the General Ledger Account Details window is now available for realised foreign exchange gains or losses.

To allow for this, a new TRANSTYPE field has been added to the GLTRANS table, so that the system can ascertain whether the source transactions are from Creditors or Debtors. For transactions where the SOURCE = 'X', this field contains one of the following values:

- XDR = Debtors Realised Gain/Loss
- XCR = Creditors Realised Gain/Loss
- XDU = Debtors Unrealised Gain/Loss
- XCU = Creditors Unrealised Gain/Loss
- XGR = Foreign Currency Bank Re-valuation Gain/Loss

For all other transactions, this field is NULL. On upgrading to EXO Business 8.5, this field is populated for all existing GL transactions.

Historical Exchange Rates

When entering a Debtor Invoice for a foreign account, it is now possible to select a historical exchange rate, which may be useful when entering transactions for prior periods. Entering "?" into the currency field and pressing TAB opens a new Foreign Currency Search window:
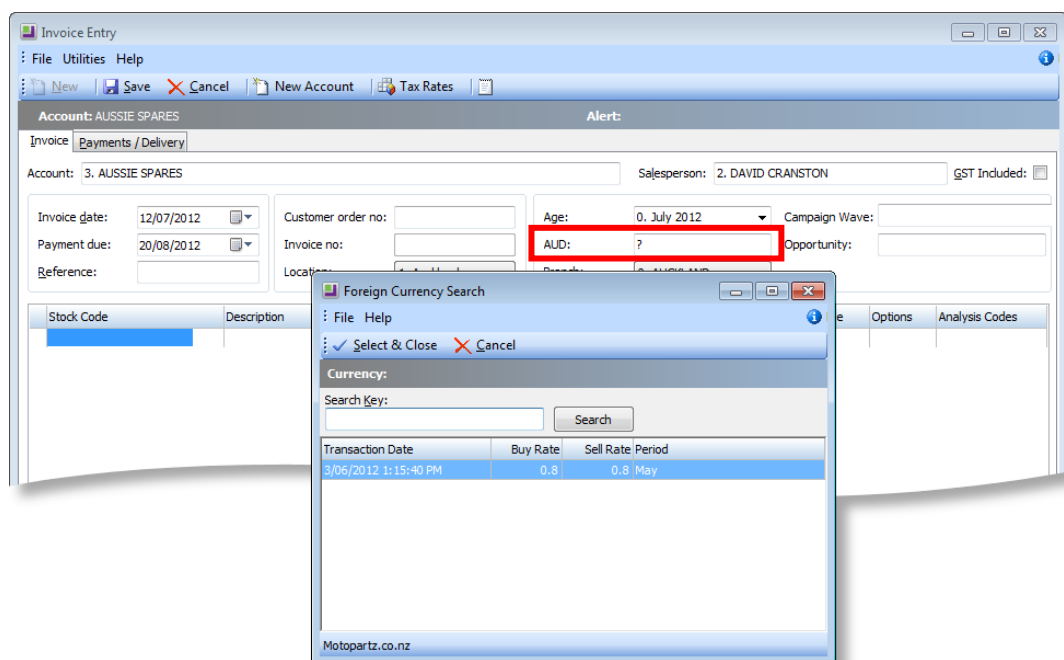
This window displays the exchange rates that were used in the first transaction on or before the date entered for the invoice.

Reallocating Foreign Exchange Variance Transactions

It is no longer possible to re-allocate a fully allocated foreign account transaction that has been part of a foreign exchange variance. Attempting to do so prompts the error message:

"Cannot reallocate a fully allocated transaction that has been a part of Realised Forex Variance."

Foreign Exchange Variance on Allocations

A **Foreign Exchange Variance** field been added to the Show Allocations for Transaction window. (This window is accessed from the Transactions tab of the Debtors and Creditors windows by right-clicking on a transaction and selecting **View Allocation Info**.)
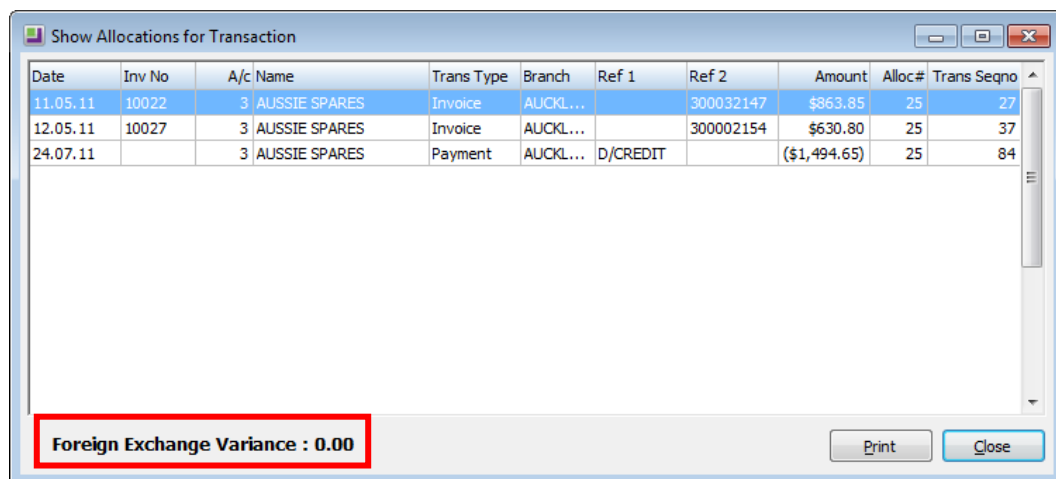
This field only appears for Debtors and Creditors who use a foreign currency, and shows any show foreign exchange gains or losses associated with the allocations.

Foreign Exchange Variance on Debtor Batch Receipts

It is now possible to post realised foreign exchange gains/losses for payments that are a part of the batched receipts. A new **Post Realised Foreign Exchange Variances** option is available on the Debtors Payment/Receipt Batch window and the Debtors Banking Batches window when multiple currencies are enabled:
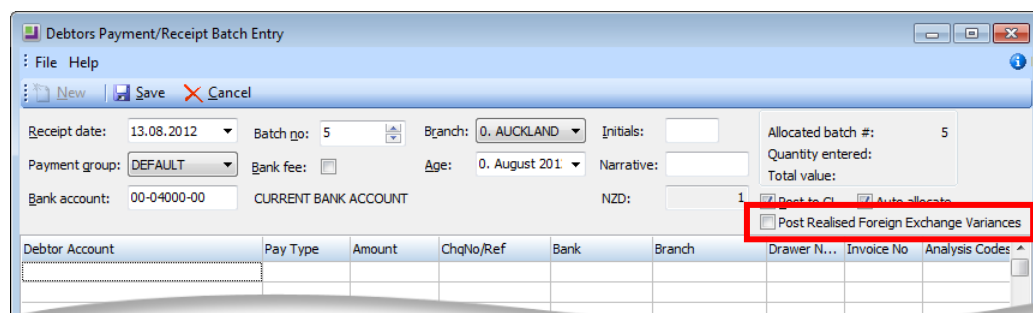
The default value of this option is controlled by the new **Default status of Post Realised Foreign Exchange Variances** User-level profile setting.

> **Note:** The existing **Allow posting to GL from debtor receipt screens** profile setting applies to this new option; if it is disabled, both the **Post to GL** and **Post Realised Foreign Exchange Variances** options are disabled.

Retrospective Reporting

This release includes new SQL functions that replace the existing business logic for all retrospective reporting. The relevant Clarity reports have been changed to use these functions, and all existing logic has been removed from the reports themselves, significantly improving performance.

For Debtors and Creditors, the new functions work out the balance as at any period by starting at the current balance and working backwards through the Debtor/Creditor allocations. There are two versions of each function: one reports at the account level and the other reports at the transaction line level.

The new functions are used by the following reports:

- Debtors Aged Balances (DRTAgedBalsRetro.CLR)
- Debtors Aged Balances Detail (DRTAgedBalsRetro_Detail.CLR)
- Creditors Aged Balances (CRTAgedBalsRetro.CLR)
- Creditors Aged Balances Detail (CRTAgedBalsRetro_Detail.CLR)

For Stock, a new set of functions is used to determine the value of a stock item at a given period. The value is calculated using the stock level and average cost at that point in time. As each stock transaction records the *previous* average cost, the average cost for a period is determined by finding the last transaction in the period, and then looking at *the first transaction of the next period* to see what the average cost is.

The new functions are used by the following reports:

- Stock Valuation (STTStockValueRetro.CLR)
- Inventory Value Reconciliation (GLInvReconciliationException.CLR)

The ability to nominate a currency buy and sell rate for a specific period (see "Currency Closing Rates" on page 96) is also used for Period End reports such as Control Account Reconciliation and Aged Balance reports. The retrospective Aged Balance reports use this feature for foreign currency accounts.

Changes to GL Reports

This release includes several enhancements to the General Ledger reporting functions.

Setting up GL Reports

The Setup GL Reports window has been updated. New options are available on the Settings tab:

1. The **Use Clarity Formatting**, **Deliver to Excel** and **Period in same Financial Year** formatting options can now be stored within each report. This means that individual GL Reports can be run from a menu item with the appropriate formatting options. (Previously, these options could only be specified when running the report from the Run GL Reports window.)

2. A **Report Code** can now be specified for each report. This is a short code that can be used to easily identify the report. The Report dropdown on the Run GL Reports window now orders reports by their report code:
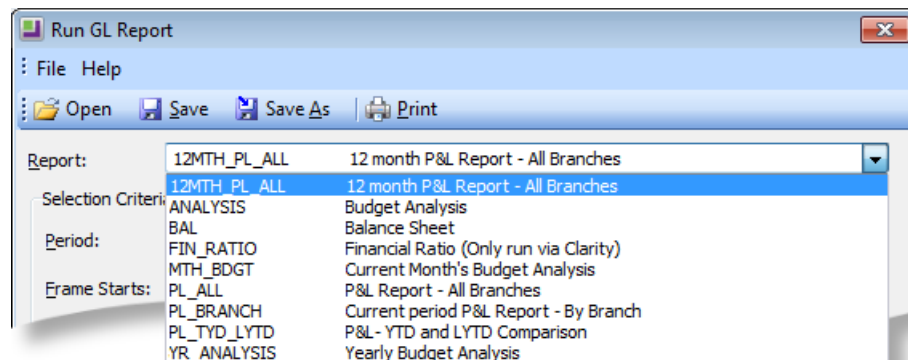
In an upgrade, the **Report Code** for each existing report is set to the report's **Report No**.

3. Enabling the new **Validate at Runtime** option displays validation information on the report—see "GL Report Validation" on page 105.

Several changes have been made to the Rows and Columns tab:
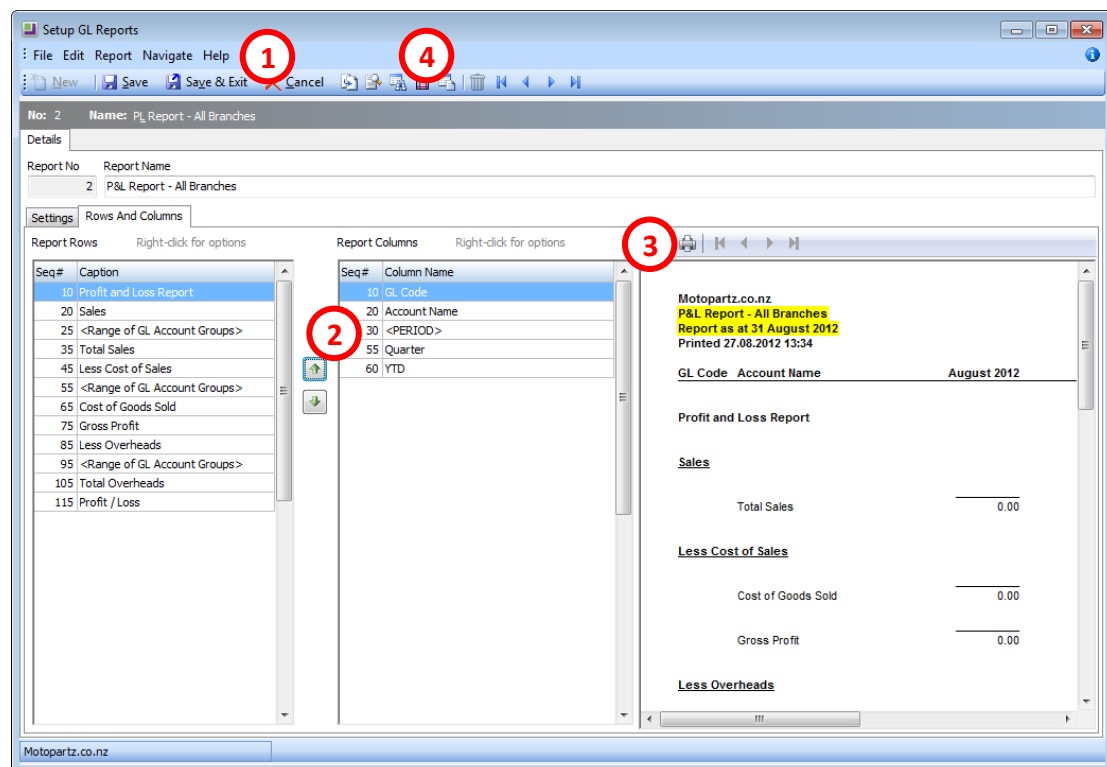
1. A **Save & Exit** button is now available in the toolbar.
2. The new ⬆ and ⬇ buttons can be used to re-order report rows quickly, where previously it was necessary to edit the **Sequence** value for each row individually.

3. A new preview pane appears at the right of the tab. When the **Save** button is clicked, the preview is updated to show any changes made. The preview can also be refreshed by clicking the **Preview** toolbar button (🔍).

4. By default, the preview pane displays no data, allowing it to display and refresh faster. The new **Preview with Data** toolbar button (🔍) refreshes the preview with real data from the EXO Business database.

GL Report Validation

Ticking the new **Validate at Runtime** option on the Settings tab of the Setup GL Reports window means that when the report is run or previewed, validation messages appear at the end of the report and in the new **Warning(s)** section on the right of the Settings tab:
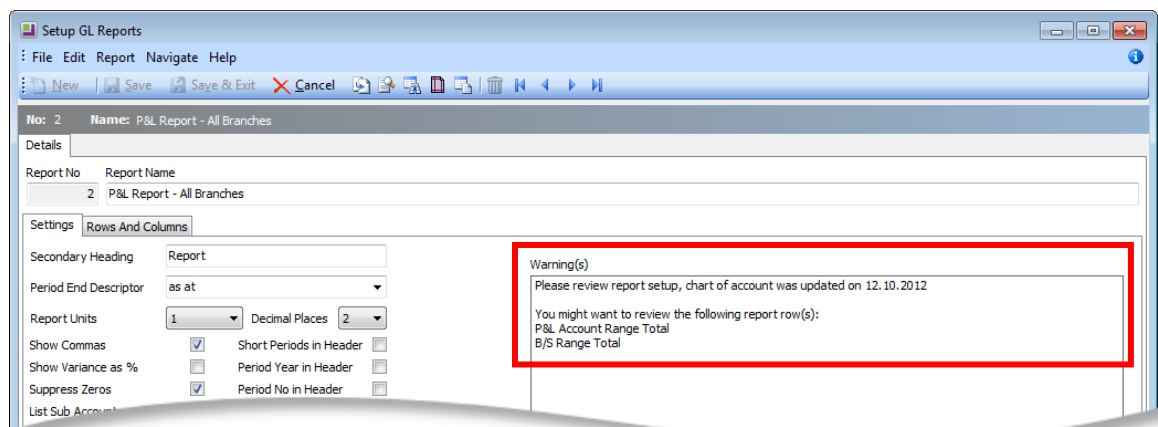
The report validation checks the status of the Chart of Accounts; if any changes are detected since the report was last edited, warnings to check the report setup appear for any of the following row types in the report:

- 10. Sequential Range of Accounts
- 11. Profit and Loss Account Range Total Function
- 15. Balance Sheet Range Total Function
- 20. Profit and Loss Account Range Value Function
- 21. Balance Sheet Range Value Function

Column Ordering

A new option, **Order periods from oldest to newest**, is available when setting up GL Report columns:

This option applies to columns where the **Type** is set to "MOVING FRAME OF PERIODS", or where the **Type** is set to "PERIOD" and the **Include rolling 12 months** option is ticked. It affects the ordering of columns: when ticked, columns are ordered from oldest to newest, e.g. July 2011, August 2011 ... June 2012; when unticked, columns are ordered from newest to oldest, e.g. June 2012, May 2012 ... July 2011.

Narrative Rows

Narrative rows can now be added to GL reports. A new "Insert Narrative" **Action type** is available when setting up rows:

The text entered into the **Narrative** text box will appear on the report. GL report narratives are stored with other narratives in the NARRATIVES table.

New GL Report Parameter

When adding the Run GL Reports procedure to a menu or checklist widget (see page 88), a new REPORTID= procedure can be specified. If this parameter exists, then when the procedure is run, the specified report will appear as the default selection.

Reversals

This release adds the ability to reverse allocations and GL batch transactions.

Reversing Allocations

It is now possible to reverse allocations from the Transactions tab of the Debtors and Creditor windows. When the new **Allow reversal of debtor/creditor allocations** User-level profile setting is enabled, a **Reverse Allocation** option appears on the Transactions tab's right-click menu. Selecting this option reverses all allocations associated with the transaction (payment or invoice).

This option is not available for transactions that include deposits or transactions that involve foreign currencies.

Reversing GL Batch Transactions

It is now possible to reverse GL transaction batches from the Post Ledgers to GL window. A **Reverse Batch** option has been added when right-clicking on one of the batches listed on this screen.

For pending batches, selecting **Reverse Batch** reverts all source transactions to their original state (GLPOSTED is reset to 'N' and GLBATCHNO is reset to NULL) and removes the batch from the GL_SJHDR and GL_SJLINES tables. The reverted source transactions are available for selection when generating a new batch.

For posted batches, the **Reverse Batch** option performs the same function as the existing **Reverse Batch** button on the GL Batch Review window.

Allocation Ages

When saving allocations on the Allocations or Debtor Payment/Receipt window, if the selected allocation age is more recent than the age of the youngest transaction in the allocation set, a new warning message is displayed:
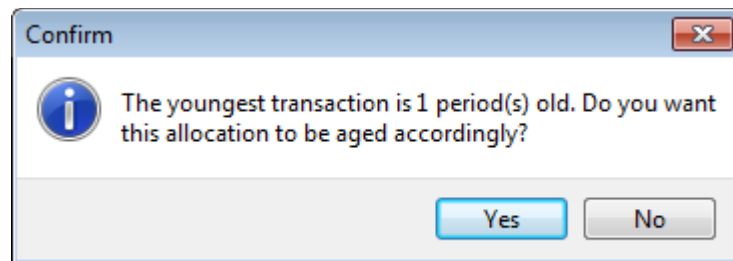
Clicking **Yes** sets the allocation age to the age of youngest transaction in the allocation set; clicking **No** uses the selected allocation age.

Trial Postings

It is now possible to generate trial GL postings from a Debtor, Creditor or Stock transaction. A new **Preview Journals** option is available on the right-click menu for the Transactions tab of the Debtor, Creditor and Stock windows. Selecting this option opens the GL Batch Transactions window, showing all GL transactions that will be generated for the selected Debtor, Creditor or Stock transaction:

This is a preview only; no transactions will be saved once the GL Batch Transactions window is closed, and the GLPOSTED flag for the transaction will remain set to 'N'.

Financial Quarters

Periods can now be grouped into financial quarters. When setting up the financial year, a quarter can now be specified for each period:
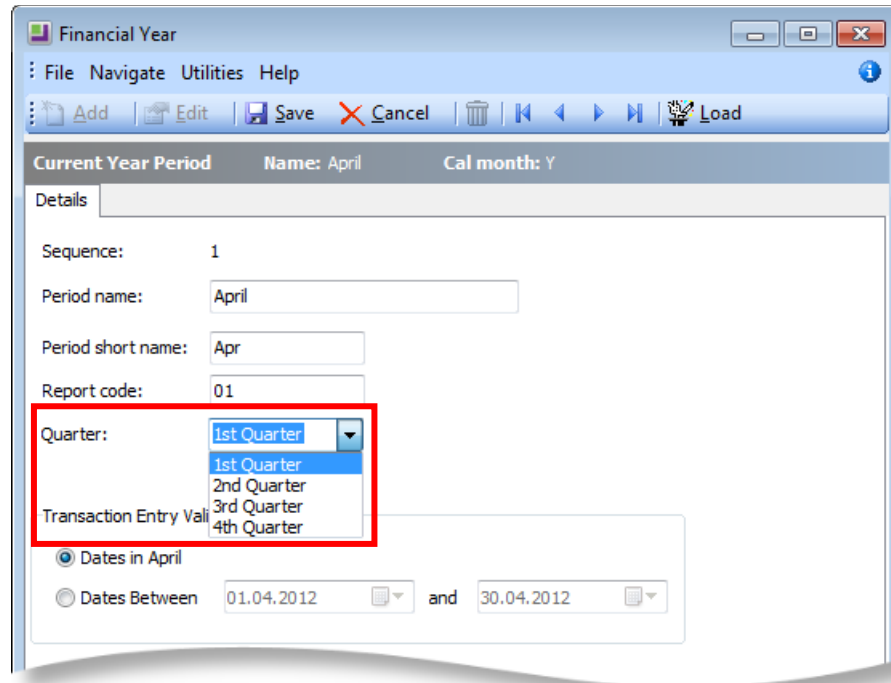
In an upgrade, the quarter for all existing periods is set based on their offset from the first period of the financial year:

- Periods 1 – 3 are set to "1st Quarter"
- Periods 4 – 6 are set to "2nd Quarter"
- Periods 7 – 9 are set to "3rd Quarter"
- All periods from 10 onwards are set to "4th Quarter"

When the current period is rolled during the End of Period or End of Year function, the quarter for the new period is set according to the period definition.

Currency on GL Transactions

A CURRENCYNO field has been added to the GLTRANS table. This new field specifies the currency in which the transaction took place. It is populated when transactions are posted to the General Ledger. In an upgrade, the field is back-populated for existing transactions, based on the SOURCE_SEQNO and SOURCE fields.

User Interface Updates

The following enhancements have been made to the EXO Business user interface to make accounting processes easier to perform.

Grouping GL Transactions

General Ledger transactions can now be grouped when they appear in the following places:

- On the Transactions tab of the General Ledger Account Details window.
- On the GL Batch Transactions window.
- On the Tax Return Source Transactions window (opened from the GST Tax Return and BAS Tax Return).

To enable grouping, select one or more properties to group by from the **Grouping** dropdown, then enable the **Group Transactions** option.

When grouping is enabled, the transactions grid displays totals for each combination of grouping properties, e.g. in the example above, where properties are grouped by Age and Batch, totals for each distinct Age/Batch combination are displayed.

Search for GL Batches on the GL Batch Transaction Window

Search functionality has been added to the GL Batch Transactions window. Entering "?" and pressing TAB or ENTER (or clicking the ⬚ button) opens a search window where batches can be selected:
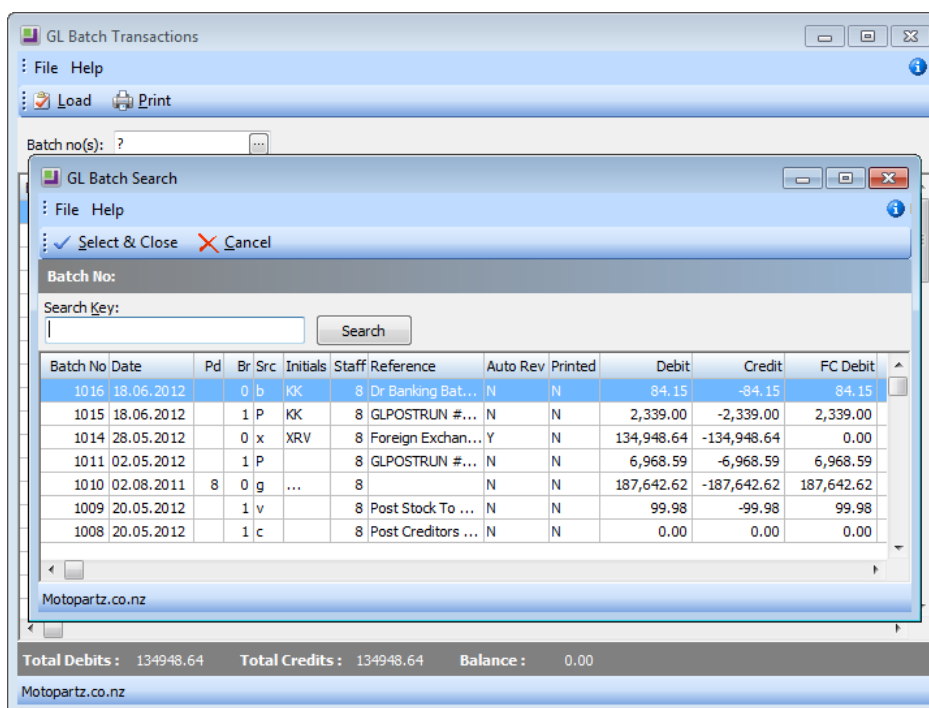
Multiple batches can be selected by holding down CTRL.

Drill to Accounts from Integrated Cashbook

It is now possible to drill down to GL, Debtor or Creditor accounts from the Integrated Cashbook by double-clicking on a cell in the **A/c** column.

Drill to GL Transactions from Transactions Tabs

It is now possible to drill to GL transactions from the Transactions tab of the Debtors, Creditors and Stock windows. When the new **Allow Sub ledgers drill through to GL Transactions** profile setting is enabled, a **View GL Batch Transactions** option becomes available on the right-click menu on these tabs. Selecting this option opens the GL Batch Transactions window, showing all GL transactions associated with the selected transaction.

This menu option replaces the existing **View GL Batch** option, which displayed the entire batch that the transaction was a part of. To view the entire batch, users can select the new **View GL Batch Transactions** option, then search for the batch number on the GL Batch Transactions window.

Improvements to the Tax Rate Exceptions Utility

The Tax Rate Exceptions utility's interface has been updated to make it easier to use:

- The utility is now sensitive to whether the system is configured for payments-based or invoice-based tax. If the payments basis is in use, it displays only payments; if the invoice basis is in use, payments are excluded.
- The **Type** column now displays meaningful descriptions ("Payment", "Invoice" or "Adjustment") instead of transaction type ID numbers.
- The **Pd** column now displays the age and short period name, e.g. "6. Mar 12".
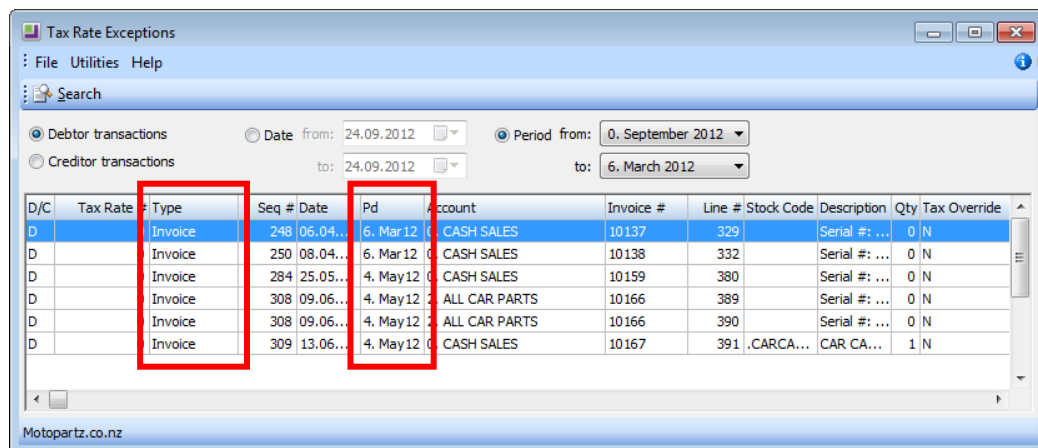
Branch Account Column on Allocations Windows

Branch Account has been added as an available column on the Allocations and Payment/Receipt Entry windows, making it possible to distinguish invoices for child Debtor accounts when performing allocations.

This column is hidden by default, and must be enabled using the **Select available columns** right-click menu item.
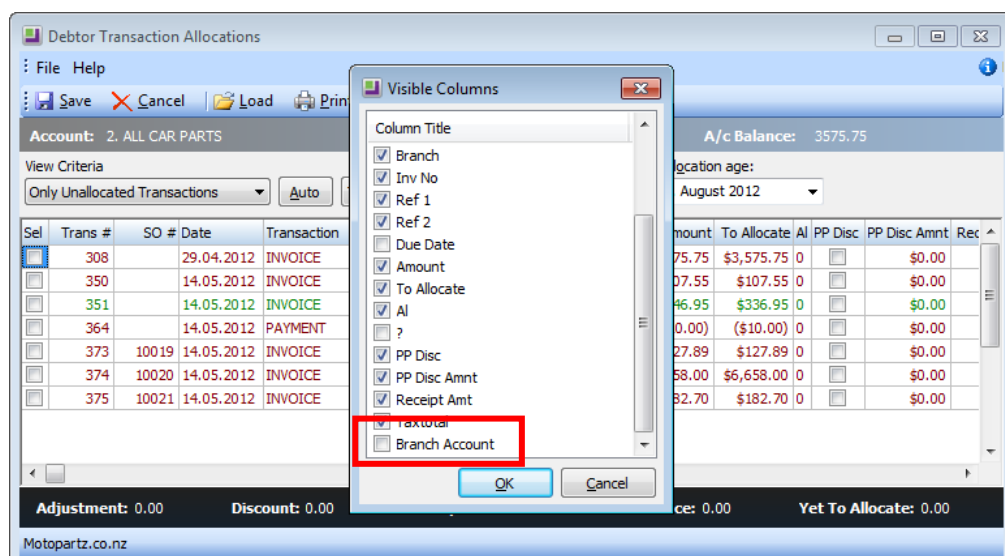
Performance Improvements

The following changes have been made to improve the performance of certain accounting operations:

- Indexes on PERIOD_SEQNO and TRANS_SEQNO have been added to the DR_ALLOCATIONS and CR_ALLOCATIONS tables, allowing for faster execution of queries based on these two fields, e.g. when making bulk updates as part of the End of Period process.
- Indexes have been added to the GL_SJHDR table (SEQNO and POSTRUNSEQNO) and GL_SJLINES table (HDR_SEQNO), improving the performance of the system when dealing with suspended GL post runs.

Changes to Sales Orders

This release includes updates and improvements to the functionality and interfaces around Sales Orders.

Automatically Populating Extra Fields

Functionality has been added to allow Extra Fields on Sales Orders to be populated automatically. Extra Fields on the Sales Order header can be configured to update their values when the Debtor account number on the Sales Order is first specified or when it is changed; similarly, Extra Fields on Sales Order lines can be configured to update whenever the Stock code on the line is specified/changed.

When setting up Extra Fields in EXO Business Config, if SALESORD_HDR or SALESORD_LINES is selected for the **Table name**, a new Events tab becomes available:
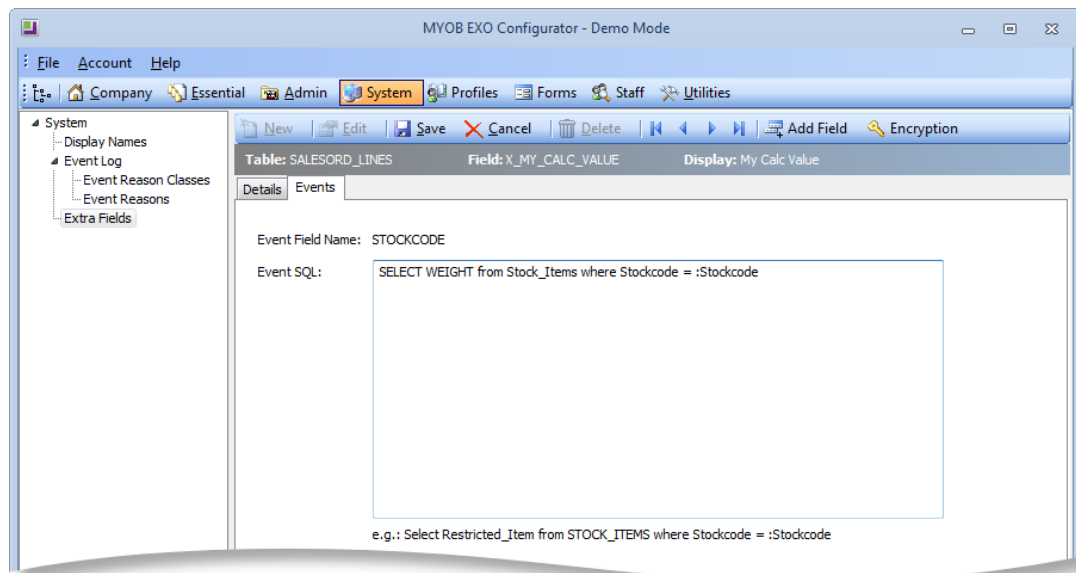
This tab allows you to specify a SQL statement to be executed when the Debtor account number (header) or stock code (line) is changed on a Sales Order.

The **Event Field Name** field displays the field on the Sales Order window that will trigger the Extra Field update. For Extra Fields on the Sales Order header, this is ACCNO; for Extra Fields on Sales Order lines, it is STOCKCODE.

The **Event SQL** field contains the SQL statement that will be used to populate the Extra Field when the relevant Sales Order field is set or changed. The parameters **:Accno** and **:Stockcode** are used to pass in the Debtor account number/Stock code.

In the screenshot above, an Extra Field on SALESORD_LINES has been set up to display the WEIGHT value for the selected Stock item. This value will be populated when the STOCKCODE on the Sales Order line is first specified, and will be updated if the stock code is changed.

Setting up events on Sales Order Extra fields means that it is possible for the Extra Fields set up on a Debtor/Stock item to flow through to the Sales Order. For example, an Extra Field called X_LAST_NPS has been created on the DR_ACCS table. An Extra Field on SALESORD_HDR, also called X_LAST_NPS, is then set up to display the contents of the DR_ACCS Extra Field whenever the Debtor account (ACCNO) on a Sales Order is changed:
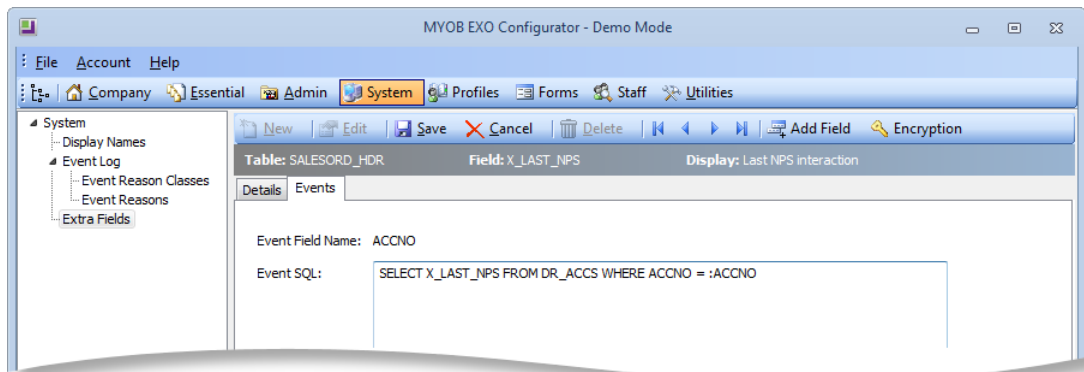
Note: Extra Field events override default values—if a default value is specified for an Extra Field that is populated by events, it will be ignored.

Best Prices and Discounts on Bills of Materials

When adding a Bill of Materials that is priced by total to a Sales Order, any pricing rules for the BOM Output Item and Debtor account are now applied on the BOM Price Confirmation window, where previously only the Base Price would be displayed. If a discount applies, this is indicated on the BOM Price Confirmation window:
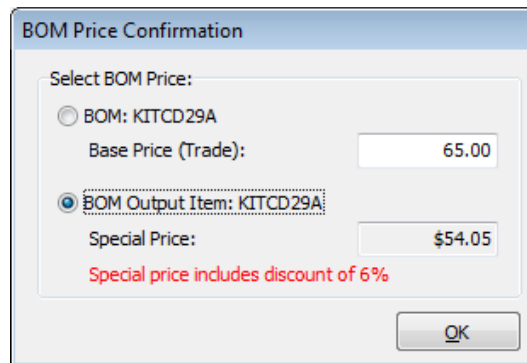
Note: This behaviour was available in previous versions, but only if EXO Job Costing was installed and the **Best pricing and discounting in Job Costing** profile setting was enabled. For Job Costing, best pricing and discounting is still controlled by the profile setting; for all other modules, best pricing and discounting is always applied.

New Sales Order Supply Grid

The Supply Details tab on the Sales Orders window has been reworked to use a standard ExoGrid:
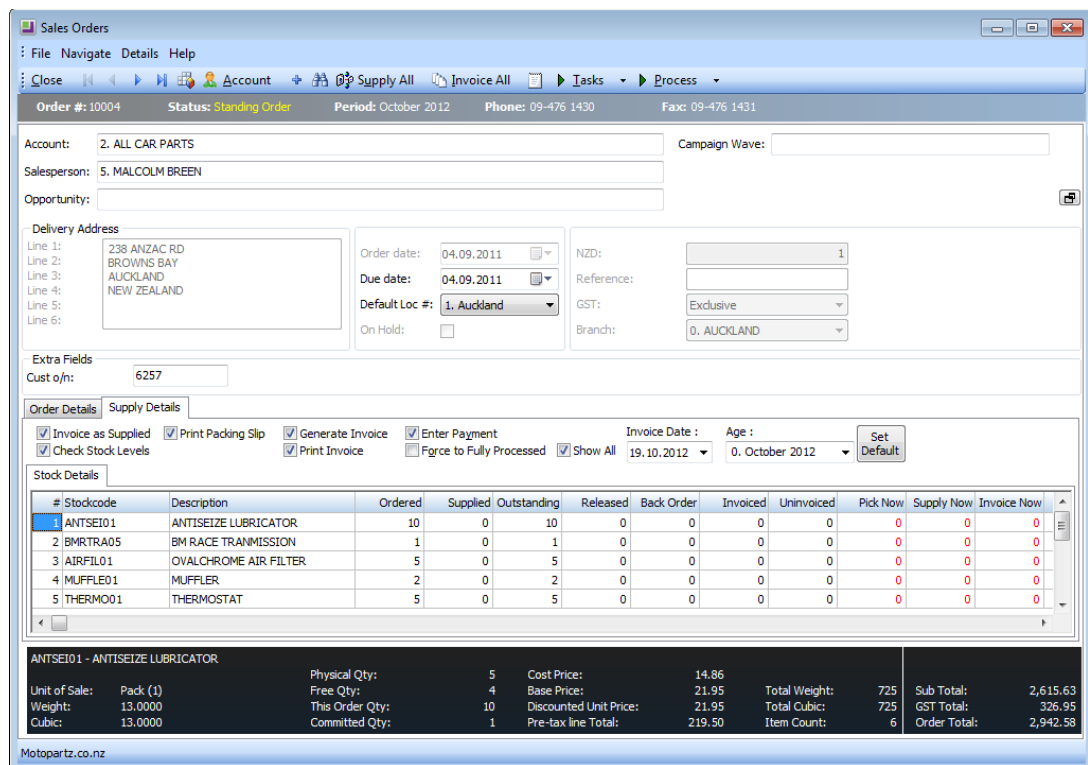
The new grid includes all functionality standard to ExoGrids, including:

- Resizing columns
- Changing column ordering
- Sorting columns
- Hiding and showing columns with the **Select visible columns** option

Note: The new Supply Details tab was introduced in EXO Business 8.4 as a prototype that could be enabled via a profile setting. As of EXO Business 8.x, the new tab is now the default. As the tab is now customisable, users may require training in its use, and additional configuration may be required to make the tab suited to your needs.

Checking Stock Availability

This release adds the ability to check stock availability and place back orders from the Sales Order window. When back orders are enabled, a new **More Actions > Review Stock Availability** option is available on the Sales Orders window toolbar for unprocessed Sales Orders. Selecting this option checks for stock shortages on the Sales Order—if any are detected, the Stock Availability window opens, displaying stock levels for the items on the Sales Order:

Note: For this window to appear, the **Check available stock for sales orders** profile setting must be enabled, and the **Default response to backorder prompt** profile setting must be set to "Yes" or "No" (not "Never").

By default, only line items that have stock shortages are displayed; ticking the **Show all lines** box displays the details of all lines on the Sales Order.

The **Back Order** quantities for each stock item can be edited on this window. The **Back Order** dropdown contains additional options for backordering stock items:

- Backorder shortage quantities
- Force backorder entire quantities for shortage lines
- Force backorder entire quantities for all lines
- Reset backorder quantities to zero

Note: If the **Default response to backorder prompt** profile setting is set to "Yes", the **Back Order** quantities will be set to the **Shortage** quantities by default.

Updates to the Sales Orders Window

The toolbar at the top of the Sales Orders window has been rearranged to better accommodate all of the available functions. A new **More Actions** dropdown has been added to the toolbar:
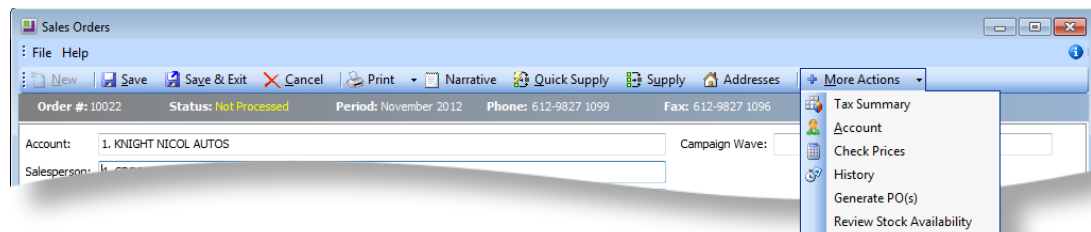
This dropdown includes the new **Review Stock Availability** option (see above).

The information pane at the bottom of the Sales Orders window has been updated:

- The Stock item's name and description are now displayed on one line to save space.
- The **Unit of Sale** field is now always displayed.
- Stock shortages are now highlighted red.
- The **Total Weight**, **Total Cubic** and **Item Count** fields are now available at the right of the pane.
- The **Free Qty** field is now hidden for lookup items.
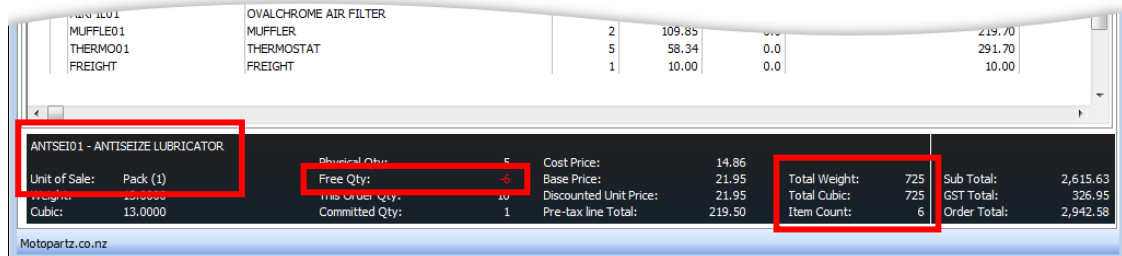
EXO URL Protocol

This release adds the ability to open EXO Business records from a URL/hyperlink using the **exo://** protocol. The link can be on a webpage, in an email, in a third-party application, or in the EXO Business interface itself.

A separate application, **exoprotocolhandler.exe**, processes all EXO Business URLs. This application is installed with EXO Business, and must be present on all PCs where you want to use EXO Business URLs.

To set up support for EXO Business URLs, double-click on the **exoprotocolhandler.exe** application to run it once (every time it runs, it checks if it is registered as the exo:// handler in the local registry, and registers itself if it is not).

URL Format

EXO Business URLs are formatted as follows:

`exo://[connection/]command[(#)][/][?param=value&param=value...]`

Each URL has the following components:

- `connection` – specifies the EXO Business database connection to use.
- `command` – specifies the EXO Business procedure/window to launch.
- `(#)` – some commands allow you to open a specific record by entering the record's ID number (SEQNO or ACCNO) in brackets. If an ID number is not supplied, the search screen for that kind of record is displayed.
- `?param=value` – some commands support additional parameters, such as a search string. Multiple parameters are separated with an ampersand (&).

A `command` must be specified; all other components are optional.

Supported commands are listed in the table below. All commands open in the core EXO Business module, unless stated otherwise.

> **Note:** Commands must be available as a menu item in the relevant module; users will be prevented from opening any screen that they would not normally have access to when using an EXO Business module. This ensures that the security of the EXO Business system is preserved.

Command	Description
activity	Opens the Activities window in the EXO Business Core module.
campaign(x)/?search=xyz	Opens the Campaign record with the ID number x in the EXO CRM module, or searches for the text specified by the ?search parameter.
company/?search=xyz	Opens the Company search window in the EXO Business Core module, searching for the text specified by the ?search parameter.
contact(x)/?search=xyz	Opens the Contact record with ID number x in the core EXO Business module, or searches for the text specified by the ?search parameter.
core_campaign(x)/?search=xyz	Opens the Campaign record with the ID number x in the core EXO Business module, or searches for the text specified by the ?search parameter.
core_opportunity(x)	Opens the Opportunity record with ID number x in the core EXO Business module.
core_serviceunit(x)/?search=xyz	Opens the Serviceable Unit record with the ID number x in the EXO Job Costing module, or searches for the text specified by the ?search parameter.
craccount(x)/?search=xyz	Opens the Creditor account with the Account ID number x, or searches for the text specified by the ?search parameter.
crinvoice	Opens the Creditors Invoices window.

Command	Description
crm_contact(x)/?search=xyz	Opens the Contact record with ID number x in the EXO CRM module, or searches for the text specified by the ?search parameter.
document(x)	Opens the document stored in the Document Manager with the document ID x.
draccount(x)/?search=xyz	Opens the Debtor account with the Account ID number x, or searches for the text specified by the ?search parameter.
invoice(x)	Opens the Debtor invoice with ID number x.
job(x)/?search=xyz	Opens the Job record with the ID number x in the EXO Job Costing module, or searches for the text specified by the ?search parameter.
opportunity(x)/?search=xyz	Opens the Opportunity record with ID number x in the EXO CRM module, or searches for the text specified by the ?search parameter.
purchaseorder(x)/?search=xyz	Opens the Purchase Order with ID number x, or searches for the text specified by the ?search parameter.
prospect(x)/?search=xyz	Opens the Non Account x with the Account ID number x, or searches for the text specified by the ?search parameter.
report/?paramaters	Opens a Clarity report. All report parameters are supported, e.g. `exo://report/?DR_Control.CLR&d=Printer&a=N`
saleorder(x)/?search=xyz	Opens the Sales Order with ID number x, or searches for the text specified by the ?search parameter.
serial/?stockcode=xyz&search=xyz	Opens the Serial Number Tracking window.
serviceunit(x)/?search=xyz	Opens the Serviceable Unit record with the ID number x in the core EXO Business module, or searches for the text specified by the ?search parameter.
stockitem/?stockcode=xyz	Opens the Stock item with the stock code specified by the ?stockcode parameter.
statement	Opens the Debtors statements window.

Examples

exo://draccount(2) – opens the Debtor account with the ID number (ACCNO) 2.

exo://crm_contact(3) – opens the Contact with the ID number (SEQNO) 3 in the EXO CRM module.

exo://contact/?search=smith – opens the Contact search window, showing results for a search on "smith".

exo://stockitem/?stockcode=AIRFIL01 – opens the Stock item with the code AIRFIL01.

URLs in Database Grids

EXO Business grid displays now support clickable URLs for the TEXT and NTEXT data types. This feature can be used in Grid widgets, to allow drilling to a URL directly from the data. In combination with EXO Business URLs, it allows drilldown to any of the EXO Business records that support URLs.

For example, a Grid widget can contain SQL specifying Debtor email addresses and EXO Business URLs to be rendered on the widget:
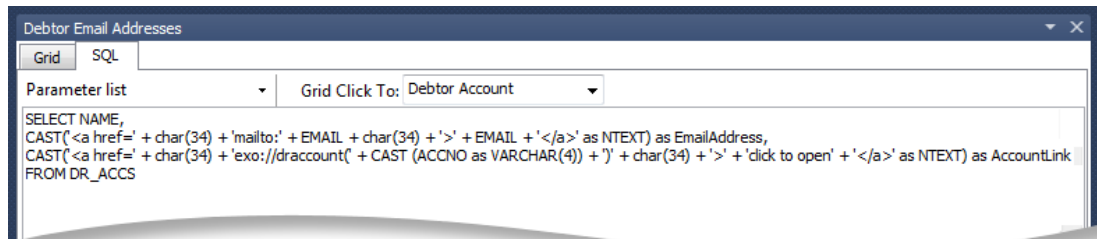
In this example, the SQL on the SQL tab is rendered on the Grid tab like so:

Double-clicking on one of the email addresses would open the default email client, creating a new email message to the selected address. Double-clicking on one of the click to open links would open the Debtor Account Details window, showing the relevant Debtor account.

URL Label Extra Field Type

A new "URL Label" option is available in the **Dialog type** dropdown for Extra Fields. Where the existing "URL or Shortcut" dialog type can display a raw URL as clickable text, the "URL Label" type can display a user-friendly label that links to the URL.

For example, adding a URL Label Extra Field to the Debtors table, and populating it with the text "MYOB website" would display the following on the Debtor Account Details screen:

Clicking the MYOB website link would open the URL http://myob.com.

This feature can be used with EXO Business URLs to allow linking to other parts of the EXO Business system from Extra Fields.

Changes to Data Verification

The Verify Data utility has been updated to improve performance and add functionality.

Separate Data Verification Procedures

Data verification was previously performed by a single stored procedure, DATA_VERIFICATION_SP; verification processes have now been split into separate stored procedures for different areas of the system:

- DATA_VERIFICATION_ANALYSISCODE
- DATA_VERIFICATION_CR
- DATA_VERIFICATION_CRACCBALANCING
- DATA_VERIFICATION_DR
- DATA_VERIFICATION_DRACCBALANCING
- DATA_VERIFICATION_GL
- DATA_VERIFICATION_MISC
- DATA_VERIFICATION_STOCK

These separate procedures can be used in other parts of the EXO Business system to validate data. The DATA_VERIFICATION_SP procedure now runs all of the new procedures one after the other.

The data verification procedure was filtering on the deprecated AGE field from transactional tables, which could slow down queries. All new data verification procedures use the PERIOD_SEQNO field instead, improving performance.

These procedures correspond to check boxes on the Verify Data window. When the Data Verification utility is added as a menu item or checklist node, it is possible to specify which of these boxes will be checked by default, by editing the item/node's parameters.

The following parameters can be entered:
- D = Verify Debtors
- C = Verify Creditors
- G = Verify General Ledger
- I = Verify Current Invoices
- A = Verify Allocations
- M = Verify Misc Functions
- S = Stock
- L = Only List Errors
- Y = Fix Current Aged Balances

Extra Validation Checks

The data validation procedures have been updated to check for more potential problems in the data. The following additional checks are made for the Debtors and Creditors ledgers:

- Check for orphan invoice lines (records in DR_INVLINES or CR_INVLINES that don't have a related header record in DR_TRANS or CR_TRANS).
- Check for invalid stock codes (codes in DR_INVLINES or CR_INVLINES that don't exist in STOCK_ITEMS).
- Check for invalid GL codes (codes in DR_INVLINES or CR_INVLINES that don't have corresponding entries in GLACCS).
- Check for invalid branches (branches in DR_INVLINES/CR_INVLINES and DR_TRANS/CR_TRANS that don't have records in BRANCHES).
- Verify that transactions haven't been posted multiple times to the Debtors Control Account or Creditors Control Account.

In addition, the accounting checks that are performed by the Receivables Reconciliation Exceptions and Payables Reconciliation Exceptions reports (**GLReceivablesReconciliation.clr** and **GLPayableReconciliation.clr**) have been added to the data verification procedures. These checks verify the Debtors and Creditors ledgers against the GL control accounts and point out any imbalances and their causes.

> **Note:** The Data Verification script for stock uses the **Prohibited characters in stock codes** profile setting to validate stock code names.

Period Ranges

It is now possible to run data verification on a range of periods:
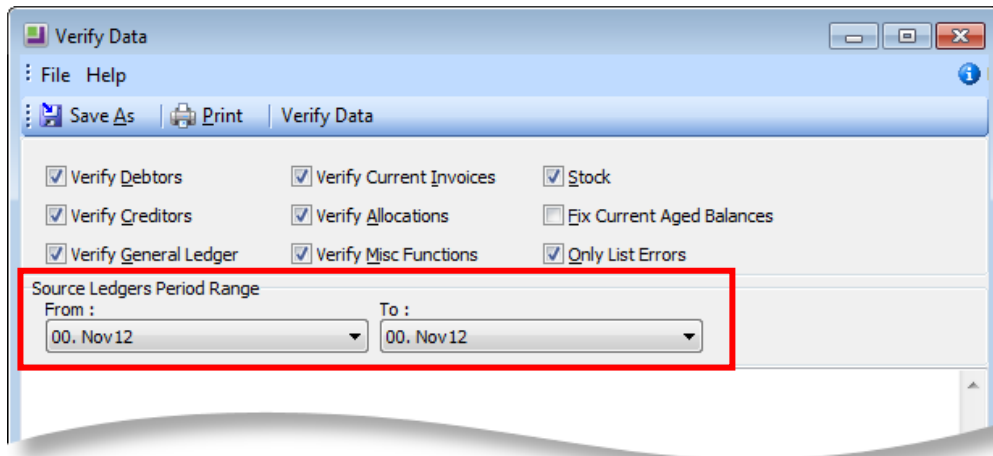
By default, data verification is run on the current period.

Logging

The verification log is now saved to the EXO Business database. Three new tables, VERIFICATION_HDR, VERIFICATION_LINES and VERIFICATION_CLASS, have been added to hold verification logging information.

Updates to Clarity Reports

Clarity Widget Support for /A Parameter

Clarity widgets now support the /A report parameter. When the parameter /A=Y is specified for a Clarity widget, the Parameters tab of the widget is displayed by default when the widget first opens. If /A=N is specified (or if no /A parameter is specified), the Report tab is displayed when the widget opens (this is the existing behaviour).

Custom SQL

Clarity reports can now take functions, stored procedures or any other custom SQL as an input data pipeline.

It is now possible to manually edit the query on the SQL tab of the Query Designer. Right-clicking on the body of this tab provides a new **Edit SQL** option; clicking this option makes the SQL editable.

> **Note:** This cannot be undone; once manual editing is enabled, the query can only be edited manually from then on. All of the tabs on the Query Designer window are hidden.

Once in "manual SQL" mode, the query can be edited to return data from a function, a stored procedure, a view or any other custom SQL:
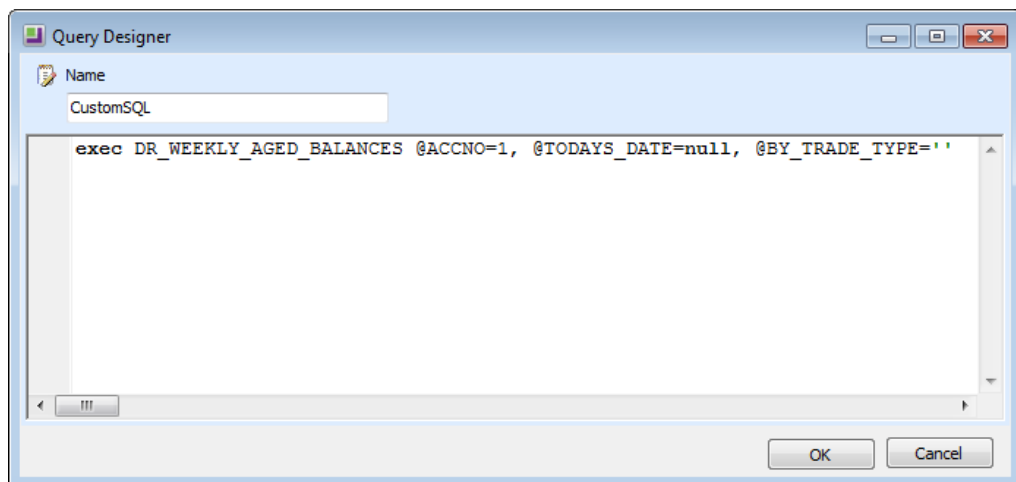
Period Selection Runtime Parameters

The new period selection control types DebtorPeriod, CreditorPeriod, StockPeriod and GLPeriod are available when configuring the runtime parameters for a report:
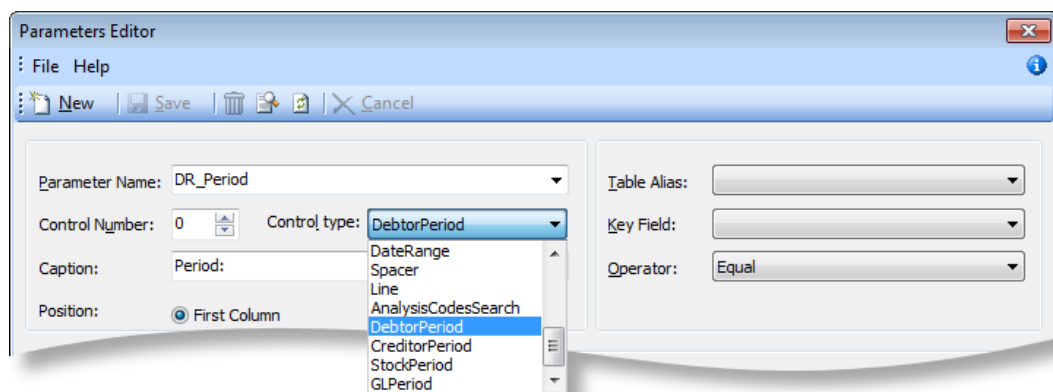
These control types display a period selection control for the appropriate ledger on the Clarity Report Parameters window:
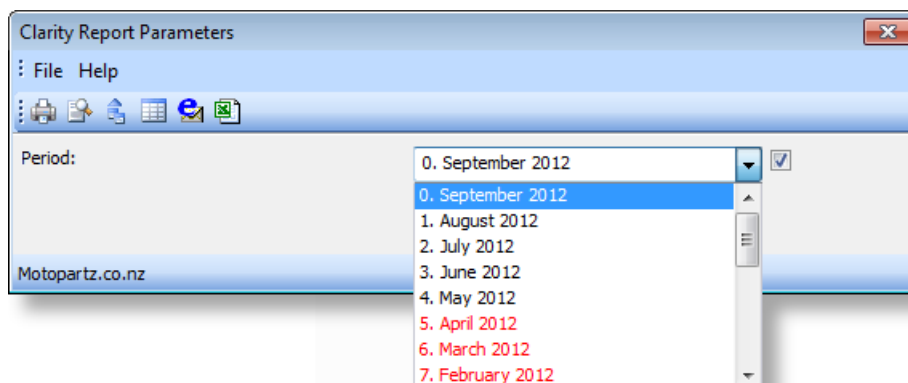
> **Note:** These control types can be useful when setting up runtime parameters to use the global Financial Period selection in the Accountant's Assistant module— see page 86.

Parameters created with one of the new control types return the following properties:
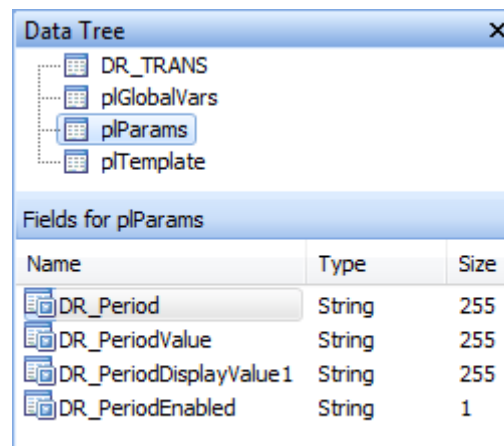
Period section controls always use the period ID (SEQNO). This means that it is not possible to enter a simple age (e.g. 1) in the parameter's **Default SQL For KeyField** field; instead a short SQL query must be entered, such as:

```
SELECT SEQNO FROM Period_Status WHERE Ledger = 'D' and AGE = 1
```

CRM Opportunity Conversion Options

It is now possible to convert an Opportunity to an unprocessed Sales Order in EXO CRM (previously, Opportunities could be converted to Sales Order Quotes or Jobs). The new User-level profile setting **CRM Opportunity Conversion Options** determines what an Opportunity can be converted to. This setting has three options:

- Create a Sales Order Quote
- Create a Sales Order
- Create a Job

Enabling or disabling these options affects the **Convert** dropdown on the Opportunity window:
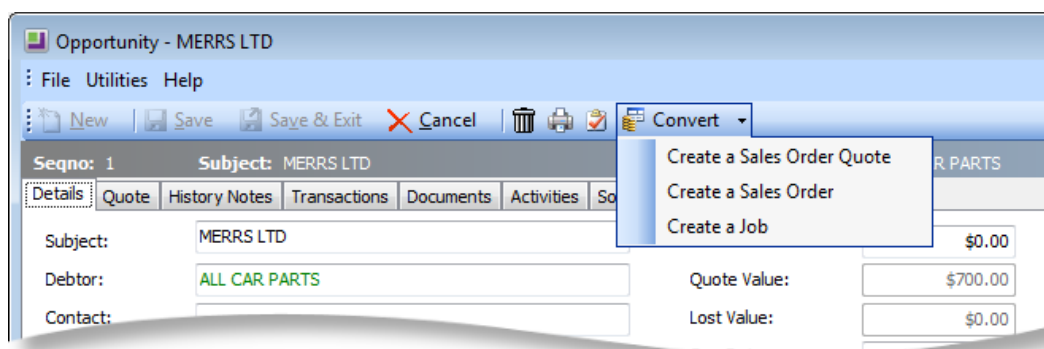
When the **Create an Unprocessed Sales Order** option is enabled and selected, the Opportunity is converted to a Sales Order. The new Sales Order can be saved or deleted, but its details cannot be edited from within EXO CRM.

SQL: Custom Button Protocol

The SQL: protocol has been enabled for custom buttons. (This feature was previously exclusive to the Exonet SDK—it is now a standard feature.) For example, entering the following command would execute a pre-prepared stored procedure:
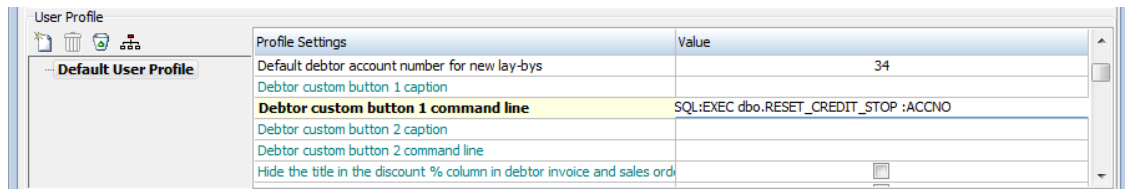
This protocol enables custom buttons to execute SQL commands directly. Rather than using **RunSQL.exe** as an external command requiring SQL login, this method uses the existing connection to the database, which means it is faster, silent, and does not require the exposure of the connection information.

Sales Analysis Group Filter

The Sales Analysis Matrix was updated in EXO Business 8.2, adding a greatly expanded range of grouping options. To make the interface easier to use when dealing with all of these options, they can now be filtered by level:
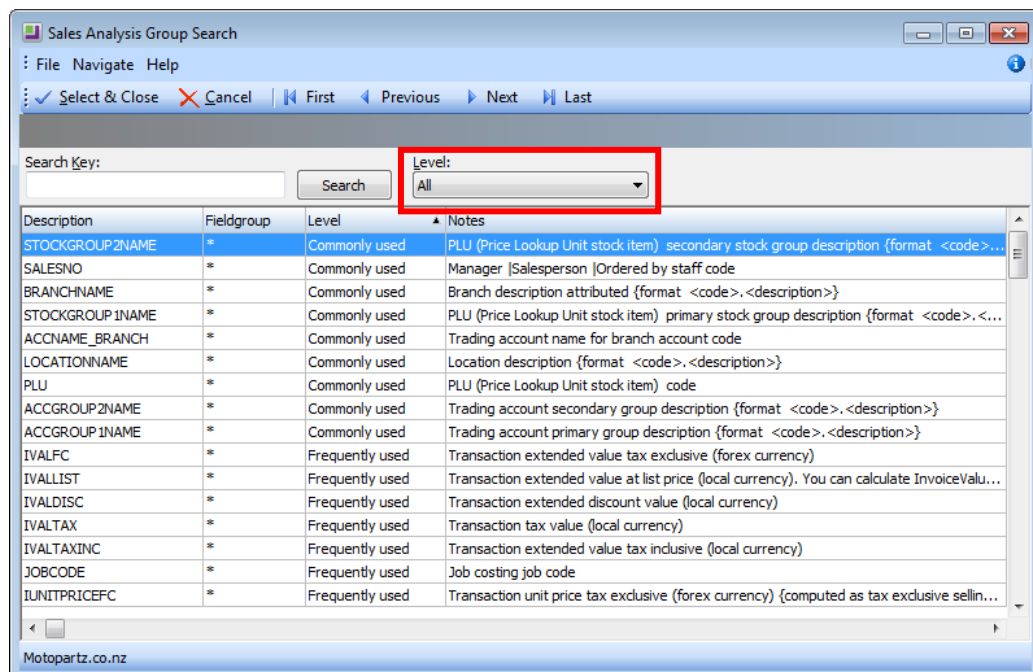
A new "Commonly used" level is available, which includes only the groupings that were available in earlier versions of the Sales Analysis Matrix. The **Level** filter is set to display this level by default, making the Sales Analysis Matrix simpler and easier to use for first time users, or users upgrading from a version prior to EXO Business 8.2.

> **Note:** The "Commonly Used" level contains the fields ACCNAME_ENTERED and ACCNAME_SALES; for head office/branch scenarios, these groupings represent the head office and branch accounts respectively. These groupings can be used to replicate the functionality of the **Show Sales to Branches (otherwise H/O)** option that was available in previous version.

Extended Restricted Goods

This feature was added in EXO Business 8.4 Service Pack 1.

This release adds the ability to use a custom function in place of the existing Restricted Goods functionality that uses the **Allow Restricted Goods** and **Restricted Goods** properties of Debtors and Stock items respectively.

The extended functionality uses two components:

- a new function: FN_RESTRICTED_ITEM;
- a new Company-level profile setting: **Use customised customer stock restrictions logic** (CUSTOM_STOCK_RESTRICTION).

The new profile setting is set to "N" by default; when it is set to "Y", the system uses the FN_RESTRICTED_ITEM function instead of the standard Restricted Goods functionality on the Sales Order, Debtor Invoice and POS entry windows.

The FN_RESTRICTED_ITEM function takes in the following parameters:

- STOCKCODE
- ACCNO
- HEADACCNO
- LOCNO
- BRANCHNO
- SALESNO
- STAFFNO

It returns TRUE or FALSE to indicate whether or not the stock item is restricted.

By default, the function uses only the ACCNO and STOCKCODE parameters and replicates the existing Restricted Goods functionality, i.e. it determines if the specified stock item is restricted for the specified Debtor by examining the **Allow Restricted Goods** and **Restricted Goods** properties for the Debtor/stock item.

Customise the function to apply whatever rules your organisation requires, then enable the **Use customised customer stock restrictions logic** profile setting to apply the function.

Phone Numbers on Activities

This feature was added in EXO Business 8.4 Service Pack 1.

The **Phone** and **Mobile** fields on the Activities window are now selectable (but not editable). This allows phone numbers to be copied and pasted, e.g. into a telephony application.
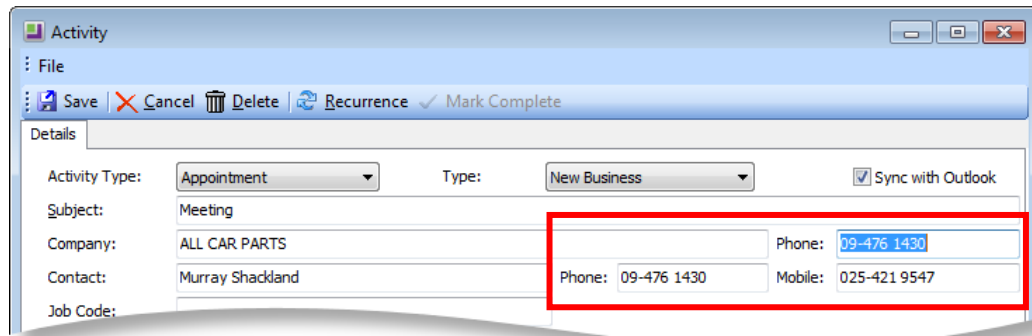
This change affects the Activities window in the EXO Business core module, EXO CRM and EXO Job Costing.

Additional Changes

The following additional new features and enhancements are included in this release:
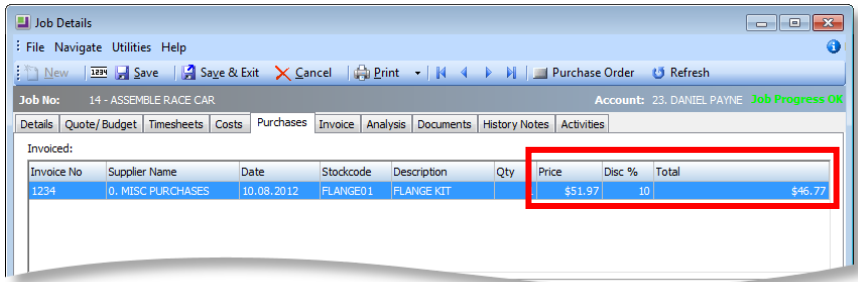
Module	Description
EXO Business Core	Options to save and restore position have been added to most standalone windows in the EXO Business system. These options are available when right-clicking on the window's title bar:
	The description of the **Get general ledger P/L revenue accounts from** profile setting has been updated to emphasise the fact the **Enable display and override of GL code from stock item** setting must also be enabled when this setting is in use.
	The MYOB EXO End User Licence Agreement has been updated. The new licence agreement is displayed in the installers (see page **Error! Bookmark not defined.**). The text of the licence agreement can be displayed in the product by selecting **Terms and Conditions** from the Help menu, and a link to the licence agreement as a separate PDF document is available on the About window.
	A **Search Mode** control has been added to the Debtor Search window's toolbar. This gives access to the Advanced Search functionality, which was previously only available from the File menu.
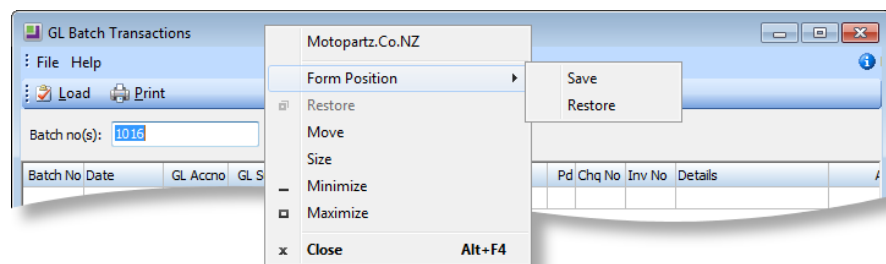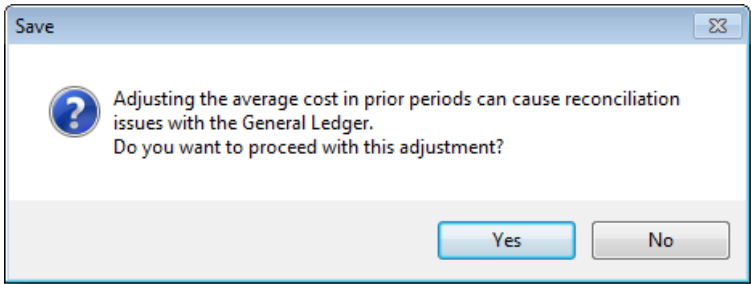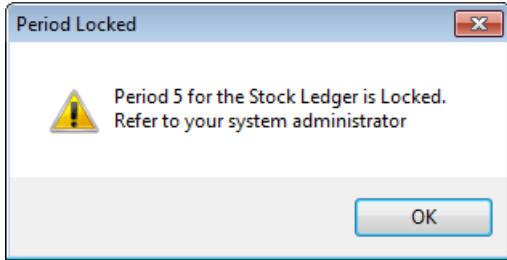
Module	Description
	The settings of the **Order status** filter options on the Sales Orders window are now saved to the registry and recalled when the window is next opened.
	Extra validation has been added when making an Average Stock Adjustment on the Stock Movement Transactions window: the quantity entered must be greater than zero and less than the total Stock on Hand value. (When a stock item is entered, the quantity now defaults to the total Stock on Hand quantity.) If a value outside this range is entered, a message appears and the quantity is raised to 1 or lowered to the total Stock on Hand quantity as appropriate.
	The EXO Business documentation has been updated. Information on the new EXO Accountant's Assistant module has been added to the EXO Business Help file, and a new User Guide for this module is installed with the product. Information on the EXO Job Costing Timesheets add-on module has also been added to the Help file.
EXO Business Config	When editing a dropdown menu or a checklist widget (see page 88), it is now possible to use the key combinations CTRL+UP ARROW and CTRL+DOWN ARROW to move menu items and nodes up and down.
EXO Finance	The Bank Reconciliation window and the Bank Reconciliation Details Report displayed dates in the format dd.mm.yy, which was inconsistent with the rest of the system. These dates are now displayed dd.mm.yyyy.
EXO Job Costing	A **Disc %** column has been added to all panes on the Purchases tab of the Job Details window: The value of the **Total** column in all panes is now calculated using the discount, if there is one.
Clarity Reports	For reports that export to the XLSData format, the **SaveLength** property under **Output – File** can now be used to specify the column width in characters. If this property is left at the default value of zero, the column will autosize based on the maximum content length. If the property is set to a value that is shorter that the maximum content length, the content will appear truncated in Excel (the content is not actually truncated – it can be viewed by resizing the column in Excel). The minimum (non-zero) value for the property is 8 characters.
	A LAST_UPDATED field has been added to the GL_REPORTS table. This field stores a date/time value indicating when the report setup was last edited. Any time changes are made to the row or column setup of a report, its LAST_UPDATED field is set to the current time. (The field is not updated if the report header is changed.)

Resolved Issues

EXO Business Core

Service Request ID	Description
11785415546 11251224961	When a Debtors Invoice for a foreign Debtor account was edited, the reversing stock entries that were generated on saving incorrectly used the foreign unit price instead of the local unit price. This has been resolved.
12063744024 12023909231 11808078642 11745069951	The Data Verification utility falsely reported upgraded allocations as errors. This has been resolved as part of the updates to data verification—see page 117.
12081845640 12071696174	When loading a recurring batch in the Integrated Cashbook Entry window, the reference/description was not loaded into the **Reference** field correctly; sometimes the wrong reference would appear, or there would be no reference at all. This has been resolved.
12117909050 12053996611 11303638905	It was not possible to enter negative payments (i.e. refunds) on the Debtors Payment/Receipt Batch Entry window when the EXO Business system was set to use Payments-based tax—the system would not allow the batch to be saved. This has been resolved. **Note:** MYOB EXO Business recommends and supports Invoice-based tax only.
12127191866 12121197061 12082927991 11836875026 11517477675 11304397615 11086230546 11049690692	The **Enforce transaction period dates during invoice entry** profile setting did not apply to Inwards Goods. This meant that if an Inwards Goods Receipt was backdated, and the period did not match the dates, it caused GL imbalances between the stock control and the stock clearing account. This has been resolved; the profile setting now applies to Inwards Goods. If "Enforce" is selected for the profile setting, a warning message appears if the transaction date is outside the selected period/age; if "AutoEnforce" is selected, the period/age is automatically updated to match the transaction date.
-	When performing an Average Cost Adjustment from the Manual Stock Movements, posting to a prior period can cause the Stock Ledger to go out of balance with the General Ledger. A warning message now appears when posting an Average Cost Adjustment to a prior period:

Service Request ID	Description
-	The following operations allowed transactions to be posted to locked periods: • Manual Stock movements • Posting variance during a stock take • Foreign Exchange Reconciliation This has been resolved; attempting to post to a locked period in these situations generates an error message: **Period Locked** ⚠ Period 5 for the Stock Ledger is Locked. Refer to your system administrator OK Locked periods are now highlighted in red on the Foreign Exchange Reconciliation window, as they are on other windows.
-	On the default business flow menus for the New Zealand Live and Demo databases, clicking the **Create Tax Return** button on the General Ledger tab opened the BAS Tax Return for Australia. This has been resolved; clicking this button on NZ databases opens the NZ GST Return.
-	The CURRENCY_RATE_CHANGE trigger on the CURRENCIES table did not set the PERIOD_SEQNO when it ran. This has been resolved.
-	When running the Foreign Exchange Rate Variance Calculator, if there were no realised/unrealised gains, the system would post a header line with no GL transaction lines associated with it. This has been resolved; no header lines are posted in this situation.
-	When changing the period on an invoice, a message would appear asking "Update stock ledger with new invoice version?" If **No** was selected, the periods on the invoice and on the Stock item(s) would be out of sync. This has been resolved; the message no longer appears, and the Stock ledger is always updated (unless there are serialised Stock items, in which case a separate message appears).
-	When creating a Debtor Invoice, sequential generation of serial numbers was not working for serial numbers with non-numerical prefixes or suffixes, or with leading zeros. This has been resolved.
-	The **Free Qty** value of a Sales Order line displayed the wrong value for linked stock codes. This has been resolved.
-	If a user saved a Receipt transaction on the Stock Movement Transactions window, then immediately created and saved a Sale transaction, the transaction would be saved in the STOCK_TRANS table with a blank stock code. This has been resolved.

General Ledger	
11171450855 11517962451 11037917159	When copying and reversing journals, Analysis Codes were not copied to the new journal. This has been resolved.
11525323953 11517956838	The field at the bottom of the General Ledger Transaction Entry window that displayed the account description was too small to display long descriptions. This area has been widened:
11242354572 12156064434 12156064428 12156064421 11818042089 11818042082 11647435841 11516030537 11347362939 11347362909 11229573711	When an old deposit was finally allocated to a Sales Order that had been finalised and invoiced in the current period, the journal that cleared the Deposits account to Trade Debtors was still aged back to the original deposit, when it should have been aged in the current period, i.e. the period in which it was allocated. This has been resolved.
12141403566 11297640125	It was possible to delete GL accounts or sub accounts that were already in use on a Creditor Invoice; this would mean that the invoice could not be posted to the GL. This has been resolved; GL accounts or sub accounts cannot be deleted if they have been used in any transaction.
-	The **Sub account** dropdown on the Transactions tab of the General Ledger Account Details window was not wide enough to display long sub account names. This control has been widened to accommodate longer names:
-	The Tree tab of the General Ledger Account Details window did not respect the **Allow access to private general ledger accounts** profile setting; private GL accounts could still be opened and edited when opened from the Tree tab when this setting was turned off. This has been resolved.
-	When scrolling through entries on the Recurring Batches and Suspended Batches windows, only the **Temp No** column scrolled; the other columns did not scroll, resulting in the wrong description being displayed against the wrong number. This has been resolved.
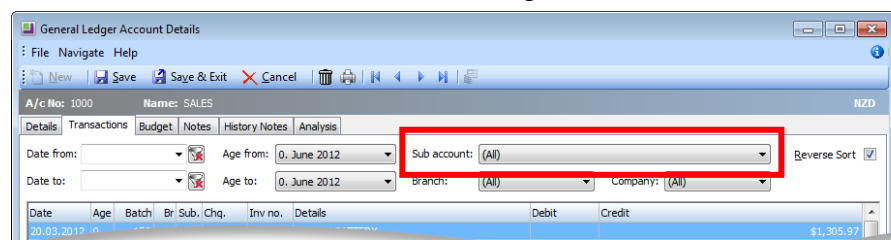
-	The PreAllocation windows opened from the Integrated Cashbook Utility were sized incorrectly, which resulted in the **Transaction Amount** and **Allocation Balance** values being truncated if they were more than four digits long. The windows also had no minimum width, which caused fields to overlap if the window was resized to be very narrow. These issues have been resolved.
-	The **Print** dropdown on the GL Trial Balance Tree window contained two options: **Tree View** and **GL Trial Balance**. The **Tree View** option printed directly to the printer without applying any of the filters that were specified on the GL Trial Balance Tree window. As the **GL Trial Balance** option performed the same function, but did apply the filters, the **Tree View** option has been removed. The **Print** button is no longer a dropdown; clicking it launches the GL Trial Balance report automatically.
-	It was possible to create a GL account without specifying an Account Group, which would put the trial balance out. An Account Group must be now specified before a new GL account can be saved; the **Account Group** dropdown now defaults to the first group in the list.
-	When creating a new GL Budget, the **Account** combo box did not contain any GL accounts. This has been resolved.
-	When saving a multi-page report as PDF via the GL report writer, each page would be saved as a separate file. This has been resolved; all pages are now saved as a single PDF file.

Sales Orders	
11521848801 11517957256 11474251561	Extra Fields on Sales Orders can now be updated automatically based on a Debtor account number or stock code, which makes it possible for Debtor/Stock Extra Fields to be carried over to Sales Orders—see page 113 for details.
11049434592 11022330636	Best pricing and discounts are now applied when adding a Bill of Materials that is priced by total to a Sales Order—see page 115 for details.
11615228951	After entering a quantity in a Sales Order line, pressing ENTER did not move to the next column as it did in previous versions. This has been resolved.
11202540773 11799353261 11195454081 11086540668 11054720031 **11685912724** 11248804878	If a Sales Order contained blank lines or lines with an order quantity of zero, then when the order was fully supplied, the header status would remain at "Partly Processed". This has been resolved.
11136903234 12275191560 12180703481 12153842578 12145520521 12121197511 11133474641 11029692991	The statuses of the **Order status** filter options on the Sales Orders window were not saved between sessions. This has been resolved; the statuses of these options are now saved to the registry and recalled when the window is next opened.

11165737103 11161545652	Updating the **Back Order** quantity on the Supply Details tab of the Sales Orders window did not update the order's **Has Back Orders** value, as displayed on the Sales Order search window. For Sales Orders with a Status of "0" but with items back order, the status of the order appeared as "0 - Backorder" on the Sales Orders search window, but as "Not Processed" on the Sales Orders window when the order was opened. These issues have been resolved.
-	When converting a Quote to a Sales Order, the HDR_STATUS field on the Sales Order lines was incorrect. This has been resolved.

EXO Job Costing

Service Request ID	Description
11818872275 11808078491	When adding a Stock item on the Costs tab of a job, the Stock movement used the Sell Price instead of the Cost Price. This has been resolved.
12060258184 12058741101	Discounts are not taken into account when displaying costs on the Purchases tab. This has been resolved; a **Disc %** column has been added to all panes on the Purchases tab, and the **Price** column is now calculated using the discount—see page for more information.
11789143759 11290269678 11133474501	The **Entered** and **Job Mgr** fields could be made blank (by selecting them and pressing DELETE). In this case, it was possible to raise an invoice, but the lines would not be set to the Invoiced state, causing reconciliation issues. This has been resolved—these fields can no longer be edited using the keyboard; it is only possible to select a staff member using the combo box.

Clarity Reports

Service Request ID	Description
12010777779 12005148321 11996510458 **11889140917** 11880356141	Forms were not emailing correctly in several circumstances: • Invoices and statements could not be emailed from the Transactions tab of the Debtors Maintenance window. The workaround was to enable the **Debtor invoice form email option** and/or **Debtor statement form email option** Form profile settings and change the CLFs to use the PDF device type. • When clicking the **Email Attachment** button on the Clarity Report Parameters window, the Print to File window incorrectly appeared; the email was sent after closing this window. These issues have been resolved.
11863551737 12017620231 11861683011	When adding or editing a data pipeline that included a table with a large number of records, on returning to the Data tab, Clarity would pause for up to several minutes or freeze altogether, as it attempted to query the entire table. This has been resolved.

Service Request ID	Description
12174766386 12151994841	In GL Reports, if a large number of columns were added to a report, some rows did not appear. This has been resolved.
11715718881 11715718310	The **Show Sales to Branches (otherwise H/O)** option was removed from the Sales Analysis Matrix in EXO Business 8.2. The functionality of this option can be replicated in the current version by using the ACCNAME_ENTERED and ACCNAME_SALES groupings for head office and branch accounts respectively.

EXO CRM

Service Request ID	Description
11928206856 12233122517 12190564481 12194564060 12177814001 11962902584 11923306840 11923306836 11923306831	Bill of Material descriptions entered on an Opportunity Quote were not copied across when the Quote was converted to a Sales Order. This has been resolved.
-	**Recalculate Average Cost**, **Recalculate Stock Levels** and **Recalculate Sales Totals** options were available on the Utilities menu of the Stock Item Details window; as Stock details are read-only when viewed from EXO CRM, these functions should not have been available, and caused errors when they were clicked on. These functions are now disabled when the Stock Item Details window is viewed from EXO CRM (or from the EXO Accountant's Assistant).

EXO Business 8.4 SP3

The 8.4 Service Pack 3 release resolves issues identified in the 8.4 release of MYOB EXO Business.

Resolved Issues

EXO Business Core

Service Request ID	Description
12169792577 12156064721	When tabbing off the Description field on the Receipt Details tab of the Purchase Order window, the focus would move to the Receipt Now field of the next line down, instead of staying on the same line. This has been resolved.
12268033247 12258822326	The text in the notes field of the Activities window did not wrap correctly. This has been resolved.
11861609903 11843337961	The Price Policies window remained active, even when the focus was on another window, which meant that pressing DELETE could delete a Price Policy without the user being aware. This has been resolved.
11245023996 11243689091	Banking files generated for BNZ were not working, as the hash was calculated incorrectly. This has been resolved.
-	If a Receipt Quantity of zero was entered on the Inwards Goods Receipt window, a "Floating point division by zero" error message would appear when the receipt was processed. This has been resolved.

EXO Business Config

Service Request ID	Description
12196465503 12190002591	When editing banks at Admin > Bank > Creditors (Direct Credit), it was not possible to change the **Bank File Format** from "Fixed Length" to "Comma Separated"; after saving, the bank would still be set to "Fixed Length". This has been resolved.

EXO POS

Service Request ID	Description
12201986910 12190002781	Certain function key shortcuts and buttons were missing in the EXO POS interface: • The F12 shortcut key on the Active Staff window did not work. • The F11: Cancel and F12: Select shortcut keys on the Transaction Staff Search window did not work. • The F11: Cancel and F12: Exit options did not appear on the Invoice Search window. These issues have been resolved.

EXO CRM

Service Request ID	Description
12256549229 12253829961	When accessed from EXO CRM, the Extra Fields tab of the Debtor Account Details window was always read-only. The availability of the fields on this tab is now controlled by the profile settings **Debtors account access level** and **Allow editing of debtor company details and additional addresses**.
11909925242 11904148601	When creating a Contact from an Opportunity, the **Company** field on the Contact is now automatically populated with the Company specified for the Opportunity.
12068699681 12060712901	After searching for an Opportunity on the Opportunity Search window/widget, pressing ENTER on did not open the selected Opportunity; this was inconsistent with the behaviour of other search forms. This has been resolved.

EXO Intercompany

Service Request ID	Description
12271548322 12181156021	EXO Intercompany incorrectly used the system date when posting transactions. This has been resolved.

EXO Business 8.4 SP2

The 8.4 Service Pack 2 release resolves issues identified in the 8.4 release of MYOB EXO Business.

Resolved Issues

EXO Business Core

Service Request ID	Description
11171795579	If EXO Job Costing is installed, the job number is stored in the **Ref2** field of Creditor transactions. When processed by the Creditors Payment Processor, this field was overwritten by the batch number or cheque number.
	This has been resolved; a new **Chq/Batch** field is available for Creditor transactions to store the batch number or cheque number, so that the **Ref2** field does not need to be overwritten. This field is always available, whether or not EXO Job Costing is installed.

This field is available on the Transactions tab of the Creditors window, on the Creditor Transaction Allocations window and on the Show Allocations for Transaction window.

> **Note:** If the **Ref2** field is blank, then the batch/cheque number is written to both the **Chq/Batch** field and the **Ref2** field.

12107481049	Adding narratives to split lines on the Inward Goods Receipt screen did not work correctly. Each split line relates to the same Purchase Order, so any narrative entered for one split line should appear on all of the other split lines. This worked correctly for narratives that were created on the original Purchase Order; however, on the Inward Goods Receipt screen, it was possible to enter separate narratives for each split line, but only the first would be saved.
	This has been resolved; narratives added to split lines on the Inward Goods Receipt screen behave the same as narratives added to the original Purchase Order, i.e. adding a narrative to one split line adds the same narrative to all split lines. If the narrative is edited, the edits appear on all split lines.

Service Request ID	Description
12155049261	In certain circumstances, rounding errors meant that attempting to receipt an authorised Purchase Order resulted in the message "This Purchase Order must be authorised before it can be receipted". This has been resolved.
12150517581	In previous versions, after closing out of a record on the Purchase Order, Sales Order and Stock windows, users would be returned to the main grid and the closed record would remain selected. In EXO Business 8.4, the top record in the grid would be selected on returning to the main grid, which created usability issues, especially when viewing a long list of records. This has been resolved; after closing a record on these screens, the closed record is selected on the main grid.
-	If a Task-type Activity was created with recurrence, e.g. Daily or Weekly, it would only appear in the "Today's Activities" list view on the day it was created. If a reminder had been set up for the task, the reminder would appear every day/week/etc., but the task itself would not appear in the list. This has been resolved; recurring tasks are now listed on every day that they apply to.
-	The following issues relating to the **Allow new lines to be added to partly processed purchase order** profile setting have been addressed: • If the setting was disabled, it was still possible to insert lines on partly processed Purchase Orders by pressing CTRL+INS or ALT+INS. This has been resolved; these keyboard shortcuts are disabled when the profile setting is disabled. • When the profile setting was enabled, pressing CTRL+INS or ALT+INS did not insert lines correctly; some values were not copied as the lines were rearranged to accommodate the inserted line. This issue has been resolved. • The **Create One-Off Stock Item** right-click menu option was always disabled when the setting was disabled, regardless of whether or not the Purchase Order was partly processed. This has been resolved.
-	The totals at the bottom right of the Purchase Order window were cut off when the window was maximised on a 1024 × 768 display. This has been resolved.

Clarity Reports

Service Request ID	Description
12140188937	The NAME field of the DR_ACCS table was increased to 60 characters in EXO Business 8.4; however, if there were any Debtors with a name of more than 50 characters, truncation errors would occur when attempting to run a Sales Analysis Report that included these Debtors. This has been resolved; the DESCRIPTION and CODE fields of the X_ER_REPORT table have been increased to 70 characters to accommodate concatenated Debtor names and account numbers.
11592586398	The Stock Reorder List report (**STKReorder.CLF**) called from the Forecast Based Purchasing window did not follow the filters set on this window. This has been resolved; extra parameters are now passed to the report, allowing it to filter correctly.

Service Request ID	Description
-	The Clarity reports generated from the GL Report Writer were set to export to Excel in the XLSReport format, but output results were unpredictable in this format. These reports are now set to export to Excel in the XLSData format.

EXO CRM

Service Request ID	Description
-	The CAMPAIGN_WAVE table had no primary key. This has been resolved; the SEQNO field is now the primary key for this table.
-	After creating a custom view on the Contact Search widget, the error message "qryCONTACTS: Field 'OPTOUT_EMARKETING' not found" appeared when the custom view was selected. This has been resolved.

EXO Business 8.4 SP1

The 8.4 Service Pack 1 release adds extended Restricted Goods functionality and resolves issues identified in the 8.4 release of EXO Business.

New Features

Extended Restricted Goods

This release adds the ability to use a custom function in place of the existing Restricted Goods functionality that uses the **Allow Restricted Goods** and **Restricted Goods** properties of Debtors and Stock items respectively.

The extended functionality uses two components:

- a new function: FN_RESTRICTED_ITEM;
- a new Company-level profile setting: **Use customised customer stock restrictions logic** (CUSTOM_STOCK_RESTRICTION).

The new profile setting is set to "N" by default; when it is set to "Y", the system uses the FN_RESTRICTED_ITEM function instead of the standard Restricted Goods functionality on the Sales Order, Debtor Invoice and POS entry windows.

The FN_RESTRICTED_ITEM function takes in the following parameters:

- STOCKCODE
- ACCNO
- HEADACCNO
- LOCNO
- BRANCHNO
- SALESNO
- STAFFNO

It returns TRUE or FALSE to indicate whether or not the stock item is restricted.

By default, the function uses only the ACCNO and STOCKCODE parameters and replicates the existing Restricted Goods functionality, i.e. it determines if the specified stock item is restricted for the specified Debtor by examining the **Allow Restricted Goods** and **Restricted Goods** properties for the Debtor/stock item.

Customise the function to apply whatever rules your organisation requires, then enable the **Use customised customer stock restrictions logic** profile setting to apply the function.

Phone Numbers on Activities

The **Phone** and **Mobile** fields on the Activities window are now selectable (but not editable). This allows phone numbers to be copied and pasted, e.g. into a telephony application.
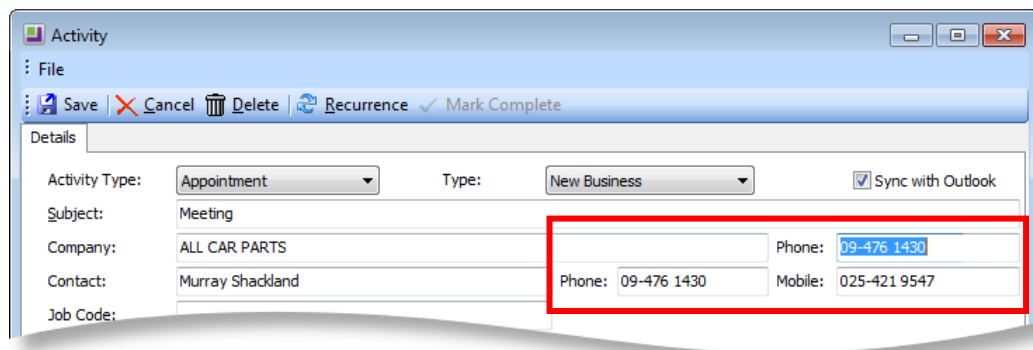
This change affects the Activities window in the EXO Business core module, EXO CRM and EXO Job Costing.

Resolved Issues

EXO Business Core

Service Request ID	Description
12010825308	When creating Analysis Codes, validation was enforced even if the **Analysis Code Validation** field was left blank, which meant that new codes could not be saved. This has been resolved.
12032725466	When adding a new Subscription, the profile setting **Add debtor contact details to transactions** was ignored—if this setting was disabled, the Subscriptions window still displayed the **Contacts** field and would not allow the user to save until a Contact was selected. In addition, ticking the **Ongoing** option disabled the **Contacts** field, so that a Contact could not be selected, and therefore the subscription could not be saved. This has been resolved; the **Add debtor contact details to transactions** profile setting is now respected, and the **Ongoing** option no longer has any effect on the **Contacts** field.
11150862281	The totals in the black bar at the bottom of the Inwards Goods Costing window disappeared if a user cancelled out of a costing, then opened any costing and clicked on one of the column headings. This has been resolved.
12054653878	After upgrading to EXO Business 8.4, it was not possible to post Stock to the General Ledger if the Job Costing module was not installed. This has been resolved.
12045959718	The **From Inv No** and **To Inv No** fields on the Invoice Batch Printing window were not working; specifying values for these fields did not filter the list of invoices. This has been resolved.
12017303138	The **BCC Address** specified on the SMTP Server Settings window was not being copied to emails sent via SMTP. This has been resolved.
12071798027	The GL Budget import process failed with the error "Cannot perform this operation on a closed dataset." This has been resolved.
11663239303	In some circumstances, incorrect change would be calculated for a cash sale Debtors Invoice, due to rounding errors. This has been resolved.

Service Request ID	Description
-	On the Sales Order Line Periscope, if the **Unit price** was changed, the **GST value** did not update until the user tabbed to another field, and sometimes did not update at all. This has been resolved.
-	When searching for a GL account on the GL Transactions, Cashbook Entry and Creditors Invoice windows by entering text into the account column and pressing TAB, the search string entered was not passed to the General Ledger Account Search window. This has been resolved.
-	If the **Add debtor contact details to transactions** profile setting is enabled, and a Contact has been specified for a Sales Order, then any correspondence for the Sales Order should be sent to that Contact's email address, instead of the email address for the Sales Order's Debtor account. This functionality was added in EXO Business 8.4, but was not working correctly in some situations. This has been resolved.

> **Note:** Invoices do not allow you to specify a Contact; if an invoice is generated from a Sales Order, it will always be sent to the Debtor account's email address.

EXO Business Config

Service Request ID	Description
12010824772	After using the Menu Designer to add a sub-menu under the Reports menu, logging in to the application that the menu applied to would generate error messages. This has been resolved.
-	When upgrading to MYOB EXO Business 8.3 or later from EXO Business 6.192 or earlier, the DBUpdate process failed with the error "Invalid column name 'IMAGEINDEX'". (The workaround to this issue was to upgrade to version 8.2 first, then upgrade to the latest version.) This has been resolved.

EXO Job Costing

Service Request ID	Description
12032839821	After installing EXO Business 8.3 SP1 HF5, it was not possible to open jobs from the Jobs tab of the Debtors window. This has been resolved.
-	The Batch Invoicing of Jobs window crashed after processing approximately 40 invoices, and performed very slowly. This has been resolved; crashes no longer occur, and improvements have been made to the window's performance.

Clarity Reports

Service Request ID	Description
12031900286	If a form's **primary destination** profile setting was set to "Viewer" and its **email option** setting was ticked, then after the form was displayed in the Preview window, users would be asked if they wanted to email the form; when choosing to email a form in this way, the form's associated CLE template file was not used. This has been resolved.
12062941119	When emailing a new version of a document, if the email was previewed before sending, the previous instance of the document would not be overwritten in the Temp folder with the current instance. This meant that the updated document would not be sent to the customer. This has been resolved.
-	When exporting a GL Report to XLS, page breaks were not removed. This has been resolved.
-	When exporting a GL Report to Excel (i.e. when the **Deliver to Excel** option on the Run GL Report window), if the selected Clarity report's **DefaultFileDeviceType** property is set to "XLSData", the report will be exported to XLSData; otherwise it will be exported in the XLSReport format.

EXO CRM

Service Request ID	Description
12040979050	When emailing an Opportunity quote that was raised for a Non Account, the wrong email address and company name would be used. This has been resolved.
12044242185	It was not possible to paste text into the **Notes** field of an Opportunity if the field was blank to begin with. (Once text was typed into the field, it became possible to paste into it.) This has been resolved.
11905844470	When creating a custom view on the Opportunity Search widget or the Opportunity window, it was not possible to select the "Unqualified" **Stage** option or the "5" **Probability** option. This has been resolved.
11904058024	The ability to highlight and copy/paste phone numbers on Activities has been added—see page 141.

Service Request ID	Description
-	When the **All day event** option on the Activity screen was unticked, the default **End time** would be set to before the default **Start time**, which meant the Activity had to be edited before it could be saved. This has been resolved; the **End time** now defaults to 30 minutes after the **Start time**.
-	When converting an Opportunity with GST-inclusive pricing to a Sales Order, the prices on the Sales Order were converted to GST-exclusive. This has been resolved.

EXO Business 8.4

The focus of the 8.x release is on adding functionality to the MYOB EXO Business CRM module and addressing issues identified by users and business partners. Major new features include:

- Enhancements to the EXO Business CRM module:

    o The ability to set up reusable Contact Lists for use in bulk communications.

    o The ability to set up and run marketing campaigns.

- The addition of social media information to Contacts and company accounts.

- Updates to dashboard interfaces, including the ability to lock dashboards and restrict SQL keywords.

- The addition of an Activities tab in EXO Job Costing.

- Enhancements to Sales Orders and Purchase Orders.

- Enhancements to email templates (CLEs).

- The addition of custom buttons to the Purchase Orders and Opportunities windows.

- Updates to bank file formats to support Kiwibank.

This release also introduces changes to supported operating systems and products—see "Changes to Supported Platforms" on page 146 for details.

New Features

Changes to Supported Platforms

As part of our ongoing program of keeping the MYOB Enterprise Solutions Compatible Environment Roadmap up to date, MYOB has identified several products that Microsoft has ceased Mainstream Support for. As of this release, MYOB is discontinuing support for these products.

MYOB recommends that clients who are using any of the products discussed below should upgrade to platforms that are supported by MYOB.

Full details of requirements and supported operating systems for MYOB EXO Business are available on the Minimum System Requirements page on the MYOB website.

Operating System Support

The following changes to operating system support come into effect as of the release of MYOB EXO Business 8.x:

- **Windows XP is no longer supported** as an EXO Business Client Workstation operating system.

- **Windows Server 2003 is no longer supported** as an EXO Business Server operating system.

SQL Server Support

As of the release of MYOB EXO Business 8.x, **SQL Server 2005 is no longer supported** as a database platform. The EXO Business Installation Wizard will not display instances of SQL Server 2005 for selection on the Database Location screen (see page **Error! Bookmark not defined.**).

At present, EXO Business 8.4 should continue to function on SQL Server 2005, as no features specific to SQL Server 2008 are currently in use; this cannot be guaranteed for future versions, however.

Installed Databases

When using the MYOB EXO Business installer to install a new SQL Server instance, an instance of SQL Server 2008 R2 SP1 Express Edition is installed. (Previously, SQL Server 2005 Express Edition was installed.)

The EXO_DEMO and EXO_LIVE databases installed by the EXO Business installer have been updated to SQL Server 2008.

Compatibility Levels

The compatibility levels of new EXO_DEMO and EXO_LIVE databases are now set at "SQL Server 2008 (100)".

In an upgrade to MYOB EXO Business 8.x, the compatibility levels of existing databases are updated as follows:

- If EXO Business is currently installed on SQL Server 2008 or SQL Server 2008 R2, the database's compatibility level is automatically updated to 100.

- If EXO Business is currently installed on a version prior to SQL Server 2008, the database's compatibility level is not updated.

This ensures that, while SQL Server 2005 is no longer supported, sites that are still using it will continue to function after upgrading to EXO Business 8.4.

Deprecated/Discontinued Features

Certain commands have been deprecated or discontinued in SQL Server 2008 and SQL Server 2008 R2. If clients are using custom SQL in the EXO Business system, check to see if they are using any of these features and modify them as necessary.

A list of all features deprecated in SQL Server 2008 can be found here:

http://msdn.microsoft.com/en-us/library/ms143729(v=sql.100).aspx

A list of all features discontinued in SQL Server 2008 can be found here:

http://msdn.microsoft.com/en-us/library/ms144262(v=sql.100).aspx

Microsoft Office Support

As of the release of EXO Business 8.x, the **Microsoft Office 2003 suite is no longer supported** for integration with EXO Business. Office 2007 is now the minimum supported version—this includes Microsoft Outlook.

Migration Wizard Removal

The MYOB EXO Business Migration Wizard is no longer included in the EXO Business installers. The Migration Wizard executable, **EXOMigrationWizard.exe**, is still available on the EXO Business CD in the **Supporting Files\Migration Wizard** folder.

The ODBC drivers used by the Migration Wizard have also been removed from the installers. The installers for these drivers are available on the MYOB EXO Business CD in the **Supporting Files\Migration Wizard** folder. The installers can also be launched from the EXO Business CD browser, **autorun.exe**.

CRM Enhancements

This release adds functionality to the MYOB EXO Business CRM module, and extends existing features.

> **Note:** As part of the EXO Business CRM module, these functions are only available if a CRM licence is available. Adding any of these functions to the core EXO Business module will consume a CRM licence.

Contact Lists

This release adds the ability to set up reusable lists of Contacts for use in bulk communications/operations. Contact Lists have been added for use in campaigns (see "Campaigns" on page 152), but they can also be used standalone from the core EXO Business module.

A new **Setup Contact Lists** menu item has been added to the Setup menu in EXO Business CRM menu. This menu item is also available for the core module, although it must be added to the menu manually. Selecting this menu option opens the Contact Lists window:
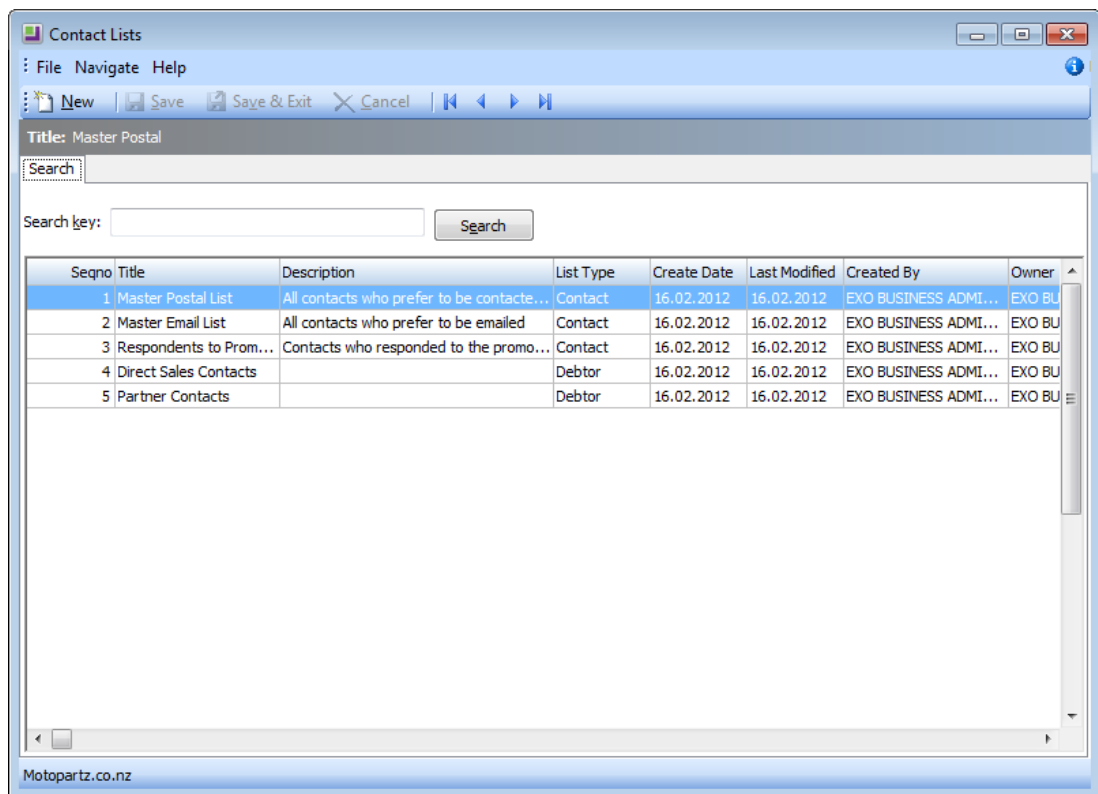
Double-click on a Contact List to edit it, or click **New** to create a new one. You can also right-click on an existing Contact List and select **Copy this List** to create a new list based on the existing one.
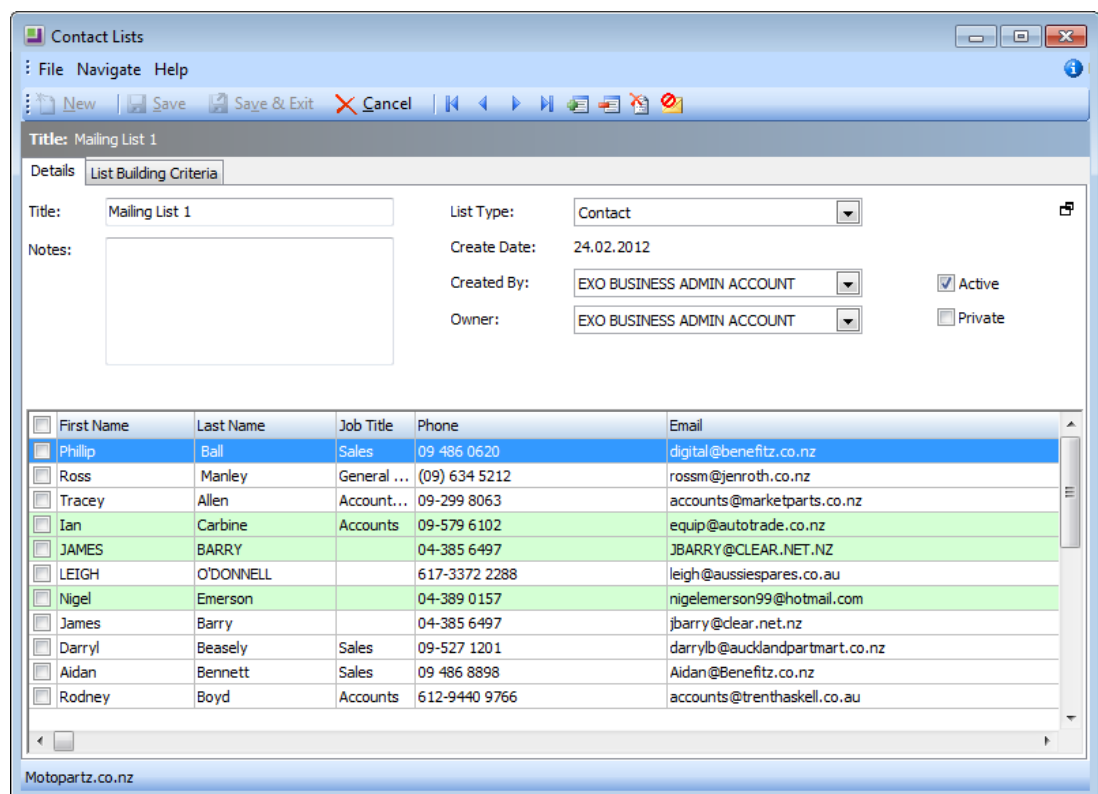
The Details tab displays all Contacts currently in the list. Contacts added to the list manually are highlighted green; Contacts added using the list building options (see below) are not highlighted.

Double-click on a Contact to drill through to the Contacts window.

Adding Contacts to a List

Contacts can be added to a Contact List from the Contacts window; a new **Selected Items > Add to Contact List** option is available on the right-click menu.

Contacts can also be added manually from the Details tab of the Contact Lists window; more sophisticated methods of building Contact Lists are available on the List Building Criteria tab of the Contact Lists window.

> **Note:** Whenever a Contact is added to a list (by any method) or deleted from one, an entry is added to the History Notes tab of that Contact.

The List Building Criteria tab contains an advanced search control similar to the one available on the Debtor Search window. These controls can be used to generate a list of Contacts in the Grid sub-tab; Contacts on this list can then be selected and added to the Contact List in one operation.
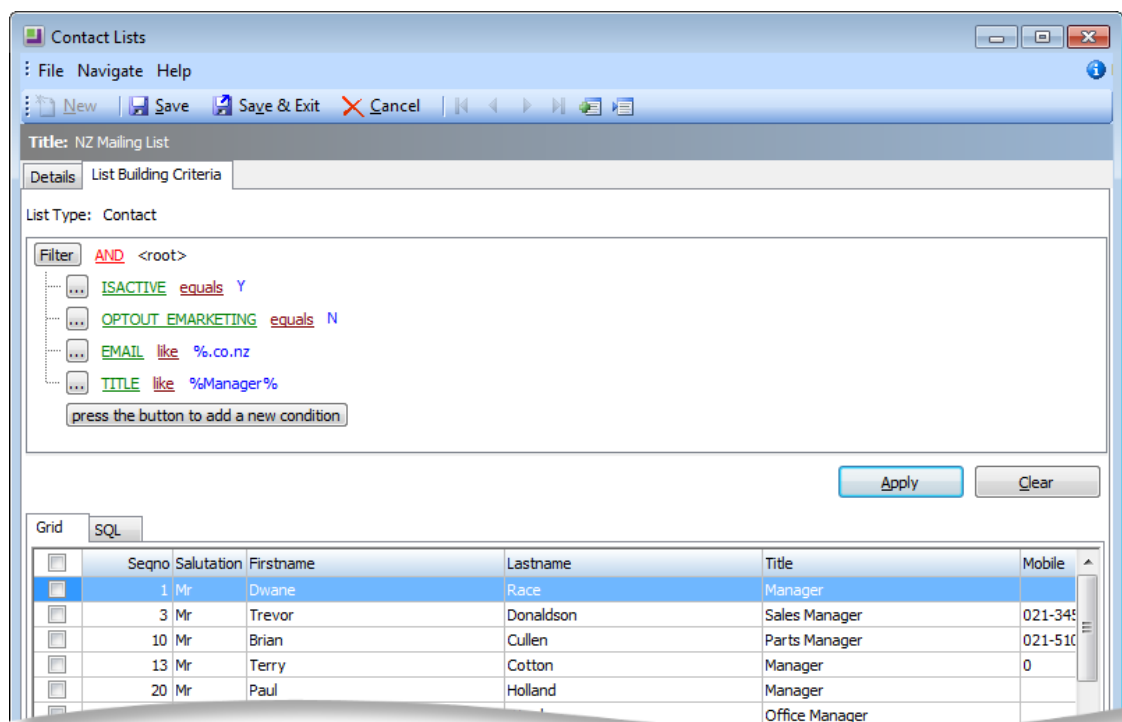
Double-click on a Contact on the Grid sub-tab to drill through to the Contacts window.

> **Note:** The **List Type** property on the Details tab affects which Contacts will be available for selection. For example, a **List Type** of "Contact" means that all Contacts will be available, while "Debtor Contact" means that only Contacts that are associated with a Debtor account will be available.

More advanced searching options are available on the SQL sub-tab:
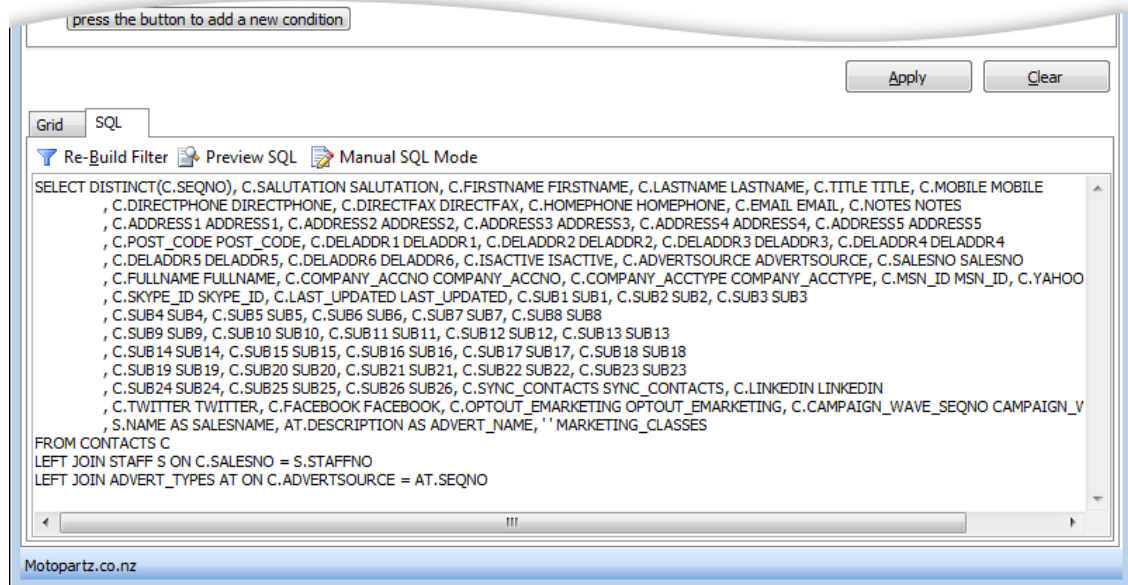
This sub-tab contains the SQL that is used to define the filters in the advanced search control. The advanced search can be customised by editing the SQL and clicking **Re-Build Filter**, e.g. unneeded filters can be deleted or new ones can be added.

Clicking the **Preview SQL** button opens a new window showing the full SQL query that is being used to select the Contacts in the Contact List. The query can be copied from this window and pasted into another application.

Clicking the **Manual SQL Mode** button on the SQL sub-tab changes the List Building Criteria tab into a mode where the SQL statement used to build the Contact List can be edited directly.

> **Note:** Changing to Manual SQL Mode means that the advanced search control can no longer be used; the control disappears from the tab. This change cannot be undone—once a Contact List is put into Manual SQL Mode and saved, there is no way of going back to using the advanced search.
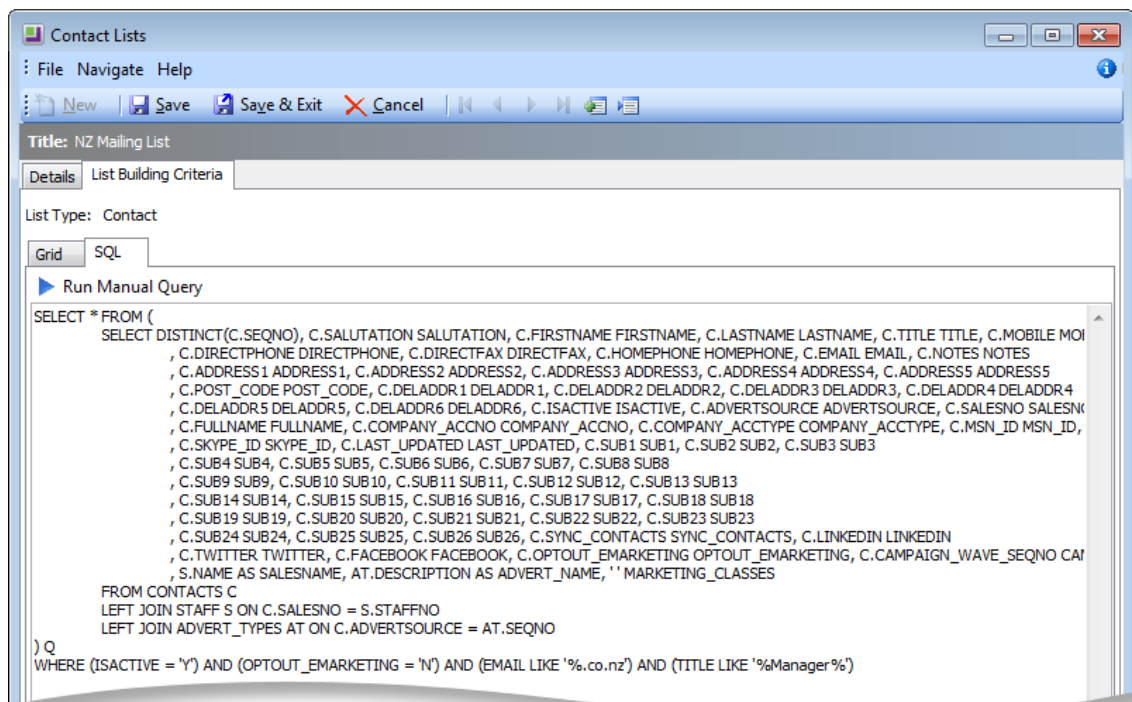
In Manual SQL Mode, enter a SQL statement to specify the Contacts to include in the Contact List and click **Run Manual Query**. The Grid sub-tab is populated with the results of the SQL statement.

> **Note:** Manual SQL Mode is an advanced feature intended for experienced users.

Changes to the Contact Search Window

The Contacts search window in the EXO Business core module has been updated to match the Contacts search window in EXO Business CRM, adding the ability to use check boxes to multi-select Contacts, and adding extra right-click options.

A **Contact List** dropdown has been added to the Contacts search window/widget, allowing the list of Contacts to be filtered by Contact List.

As mentioned on page 150, a new **Selected Items > Add to Contact List** option is available on the right-click menu, so that Contacts can be added to Contact Lists directly from the Contacts search window/widget.

Campaigns

EXO Business CRM now includes the ability to set up and run marketing campaigns. Campaigns can include communications to one or more Contact Lists (see page 148). All transactions related to campaigns can be marked as such, allowing for reporting on the effectiveness of each campaign.

A new Campaigns tab has been added to EXO Business CRM. This tab contains the Campaign Search widget, which displays details of all campaigns set up in the system:
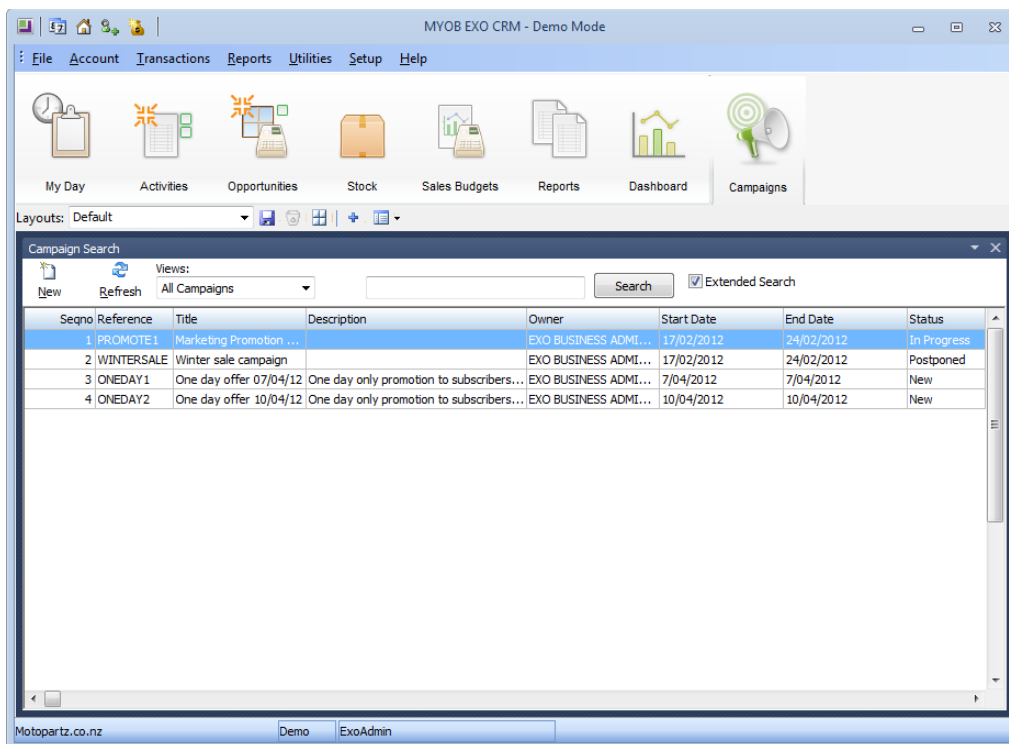
The Campaign Search interface is also available as a standalone window.

Users can double-click on a campaign to open it, or click **New** to create a new campaign. The Campaigns window opens at the Details tab:
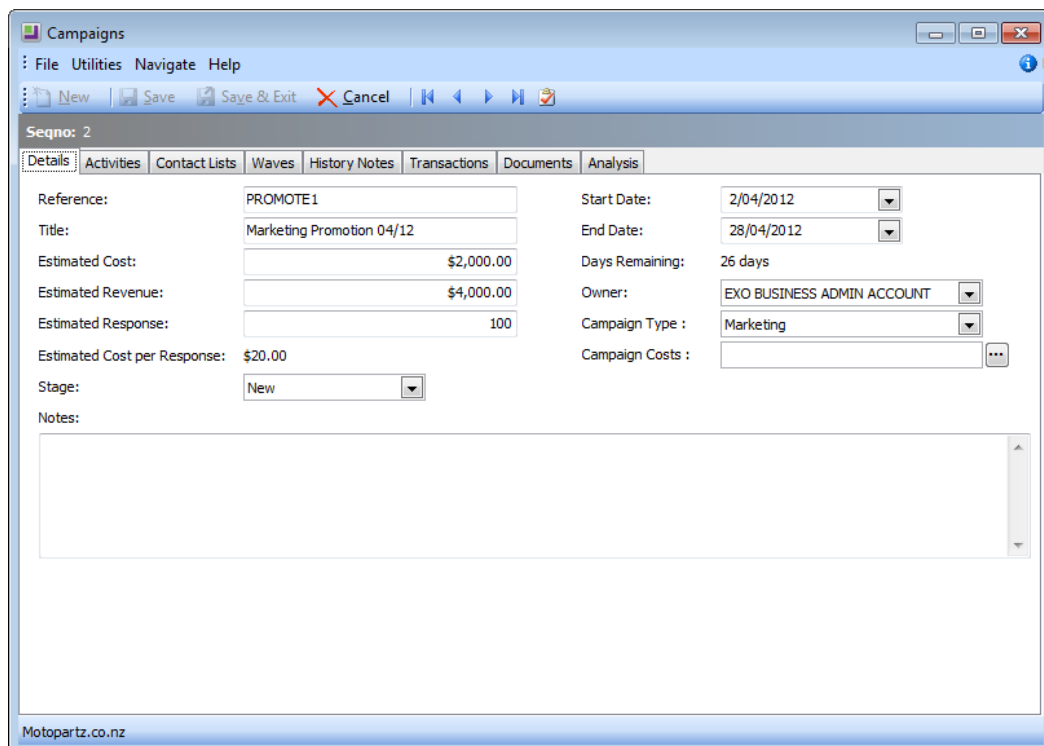
The Details tab of the Campaigns window displays the basic header information about the campaign, including simple costing estimates. For advanced costing, the EXO Business Job Costing module can be used; select a job in the **Campaign Costs** field for a campaign to specify the job that will be used to track costs for that campaign.

Once a new campaign is saved, the following additional tabs become available:

- Activities – this tab displays all tasks and appointments associated with the campaign.
- Contact Lists – this tab lists all Contact Lists (see page 148) that are used by the campaign.
- Waves – this tab lists all of the communication waves (see page 154) that have been set up for the campaign.
- History Notes – this tab displays all History Notes associated with the campaign. When a campaign wave is processed (see page 154), a History Note is automatically written to this tab.
- Transactions – this tab displays all transactions associated with the campaign (see page 161).
- Documents – this tab displays all documents associated with the campaign.
- Analysis – this tab contains a dashboard interface with widgets that display analysis data for the campaign (see page 162).

Campaign Waves

The Waves tab on the Campaigns window displays all actions planned for the campaign. Multiple communication "waves" can be planned for a campaign; these waves can be processed one after another as the campaign progresses.

Each wave has defined start and end dates, and a communication method, which specifies the action that should be performed in processing the wave. Several other properties can be defined for a wave, such as Opt in or Opt out URLs and a Tracker Key—these details are all stored in the CAMPAIGN_WAVE table alongside the other details of the wave, so they can be used in reports or email templates, for example.

A variety of actions can be performed from a campaign wave, depending on what is selected for the wave's **Communication Method** field:

- Mailshot Process
- Bulk Activity Creation
- Execute SQL *(hidden by default)*
- Social Media Post
- Export List
- Execute External Program *(hidden by default)*

These communication methods are discussed below.

> **Note:** The new **Hide Campaign Wave Communication types** User-level profile setting can be used to make certain actions unavailable. By default, the "Execute SQL" and "Execute External Program" actions are hidden.

When a campaign wave is processed, a History Note is added to the wave's History Notes tab. A History Note is also added to the History Notes tabs for each affected Contact. For campaign waves that are sent to Contacts by a mailshot, a copy of the email can also be saved to each Contact's Docs tab.

Before processing a campaign wave, users are given the option of refreshing all Contact Lists before processing. This will capture any changes to Contacts that have been made since the list was last generated.

When following up on a campaign wave, it can be useful to know which Contacts the wave was sent to. The CAMPAIGN_WAVE_AUDIT table contains a persistent record of which Contacts each campaign wave was sent to. (Checking the Contact List that the wave was sent to may not always be reliable, as the list may have been edited since the mailshot was sent.)

Mailshot

This method sends bulk communications to one or more Contact Lists using the existing mailshot functionality. When "Mailshot Process" is selected for a wave's **Communication Method**, a **Mailshot** button becomes available on the Campaign Wave window. Clicking this button launches the mailshot process for all Contact Lists selected in the **Target Contact Lists** field.

Bulk Activity Creation

This method creates a series of activities (Tasks or Appointments), one for each Contact in the selected Contact List(s).

When "Bulk Activity Creation" is selected for a wave's **Communication Method**, a **Bulk Activity** button becomes available on the Campaign Wave window. Clicking this button opens a window where you can set up the activities:

Most of the details on this window are the same as those on the existing Activities window. In addition, you can specify:

- The date and time when the first activity in the sequence should start.
- How long each activity should last for.
- The interval in between each activity.

If the **Assign to Sales Person** option is ticked, each appointment created will be assigned to the Sales Person associated with the Contact. If no Sales Person is specified, the appointment will be assigned to the staff member specified in the **Assign To** dropdown.

Clicking **Preview** displays the Preview tab, which shows a schedule of all proposed activities:
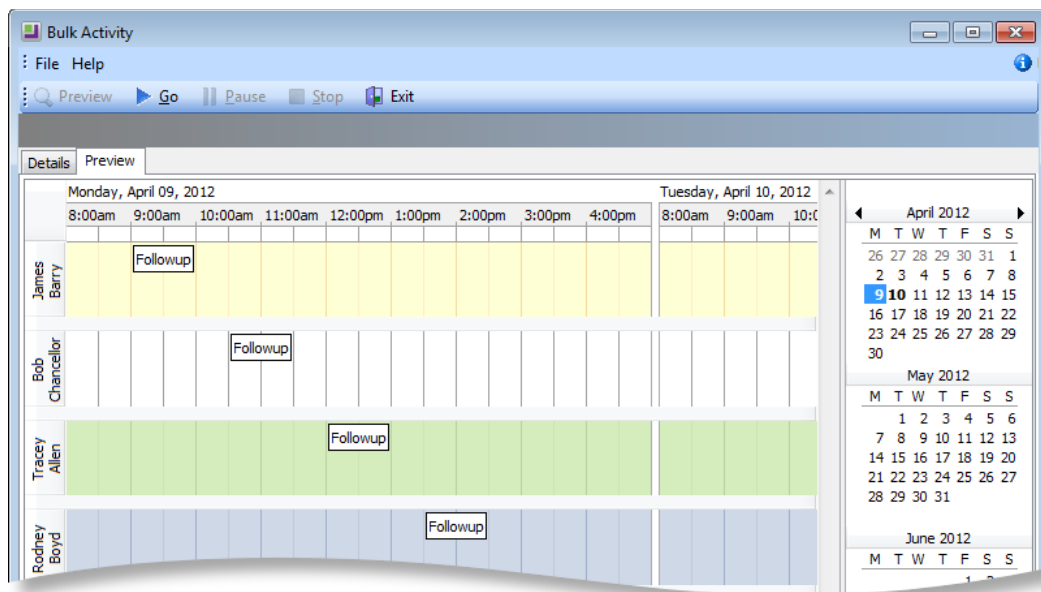
If the schedule is correct, click **Go** to create all activities.

Execute SQL

This method runs a custom SQL query against one or more Contact Lists. When "Execute SQL" is selected for a wave's **Communication Method**, an **Execute SQL** button becomes available on the Campaign Wave window. Clicking this button opens a window where you can enter a SQL query to be run:
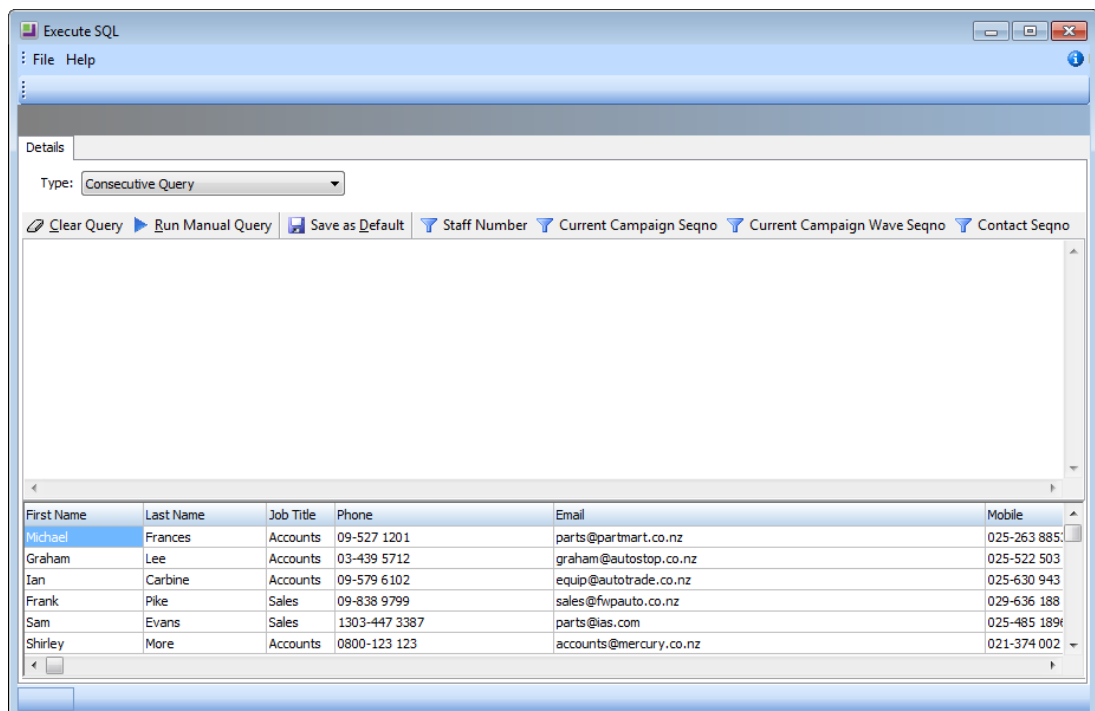
SQL queries can be Concurrent (the query will be applied to the entire Contact List in one operation) or Consecutive (the query will be applied to each Contact in the list in turn).

Enter the SQL query, then click the **Run Manual Query** button to execute it against all Contact Lists selected in the **Target Contact Lists** field.

Social Media Post

This method posts text to one or more of the company's social media networks (see "Social Media" on page 165). When "Social Media Post" is selected for a wave's **Communication Method**, a **Text** field becomes available, and three social media buttons appear on the Campaign Wave window toolbar:

- Facebook Post
- LinkedIn Activity
- Tweet Status

Enter text for the social media post into the **Text** field, then click one or more of the toolbar buttons to post the text to the relevant social media network(s). The accounts posted to are specified in EXO Business Config (see page 165).

Export List

This method exports the selected Contact List(s) as a CSV file. This file can then be used in third-party applications, for example a third-party bulk mailing system.

When "Export List" is selected for a wave's **Communication Method**, an **Export List** button becomes available on the Campaign Wave toolbar. Clicking this button opens a window listing all Contacts in the list(s) specified for the **Target Contact Lists** field:
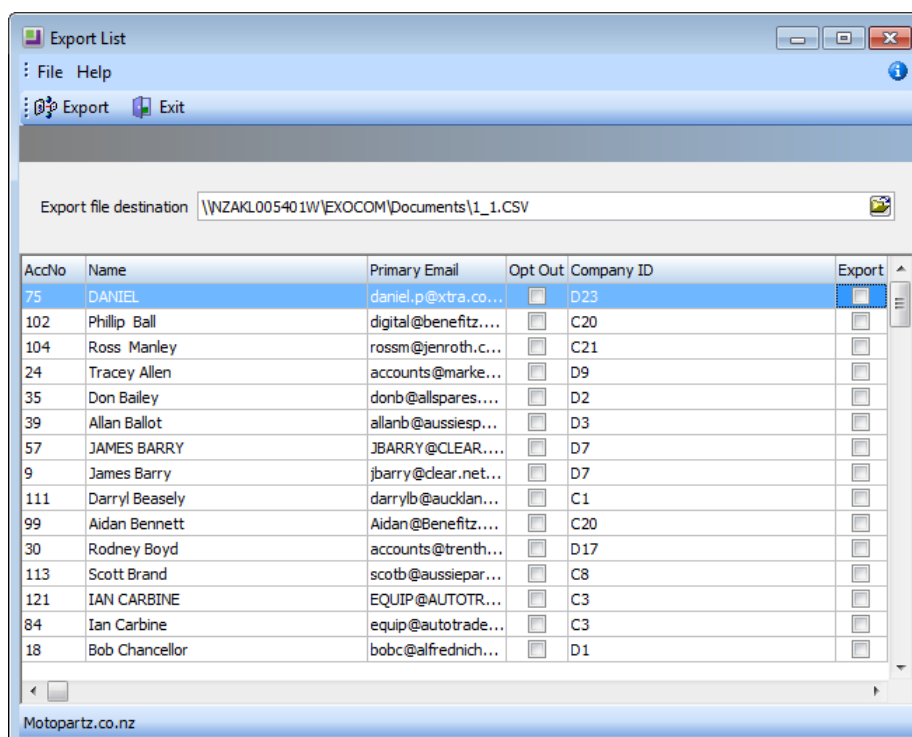
All visible columns (except for the **Export** column) will be exported to the CSV file; right-click on the column headers and choose **Select visible columns** to select which columns to export.

Tick the **Export** boxes next to all Contacts whose details are to be exported, enter a filename for the exported CSV file, then click **Export** to generate the CSV file.

> **Note:** Right-click options are available to check or uncheck the **Export** box for all Contacts.

Execute External Program

This method runs an external file or executable, optionally passing parameters to it. It works the same as way as the existing **External Program** menu item or the custom button functionality. When "Execute External Program" is selected for a wave's **Communication Method**, an **Execute External Program** button becomes available on the Campaign Wave window toolbar. Clicking this button opens a window where you can specify the file/executable and any additional parameters:
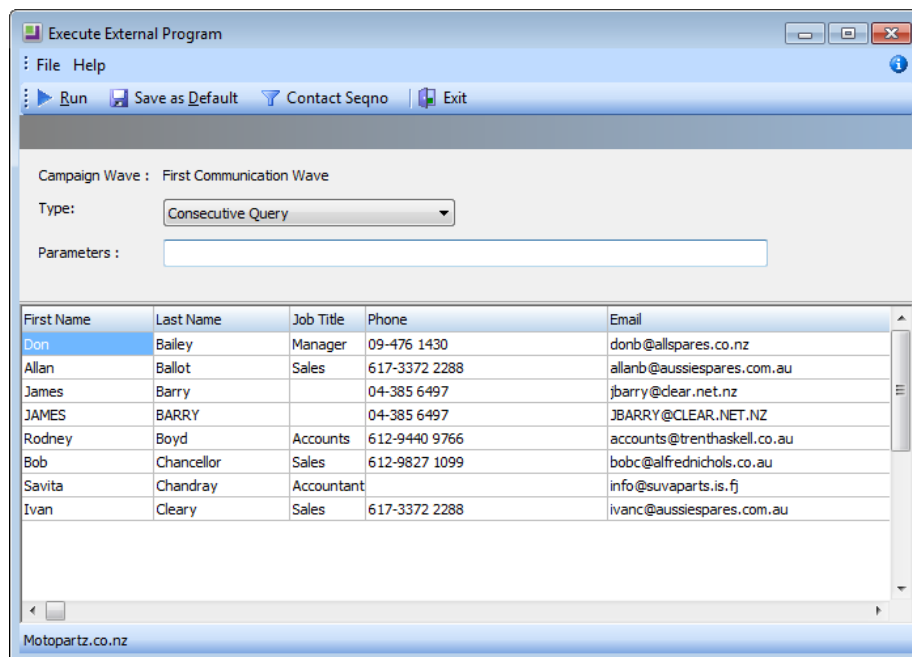
As with the "Execute SQL" option, the external program can be run in Concurrent mode (passing out the campaign wave SEQNO) or Consecutive mode (passing out the SEQNO for each Contact in turn).

Enter parameters and click the **Run** button to run the file/executable.

Opting Out of Communications

Options have been added to allow contacts to opt out of communications from marketing campaigns. A new **Opt-Out eMarketing** flag has been added to the Details tab of the Contacts window:
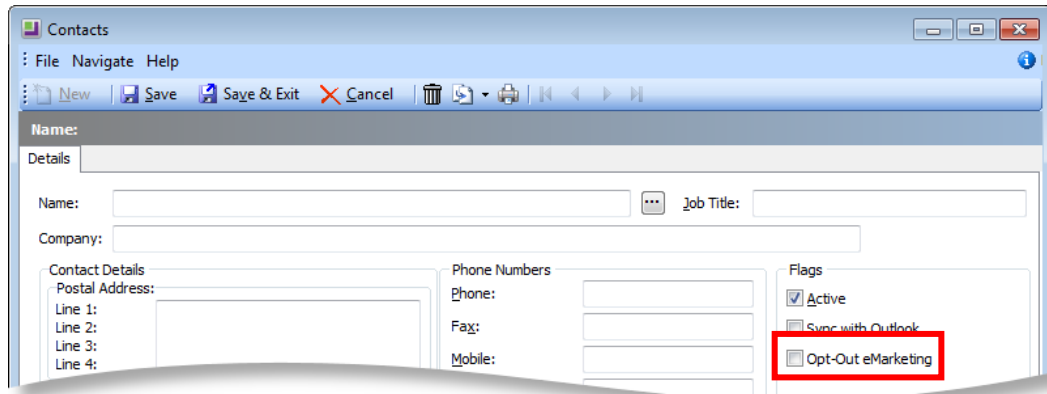
This option can also be set for one or more Contacts from the Contact Lists window (see "Contact Lists" on page 148.) An **Opt-Out eMarketing** column can be enabled on the Contacts and Contact Lists search windows.

When building Contact Lists, the user can select to exclude Contacts who have this flag ticked from search results. Attempting to add a Contact who has this flag ticked to a Contact List prompts a warning message:
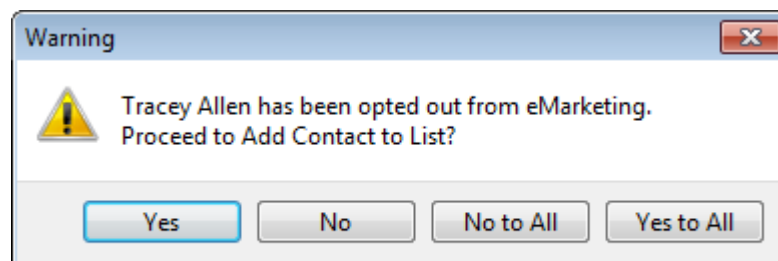
When running a mailshot or exporting a list of Contacts from a campaign wave, if the target Contact List(s) include any Contacts who have the **Opt-Out eMarketing** flag ticked, they are highlighted grey and will not be processed:
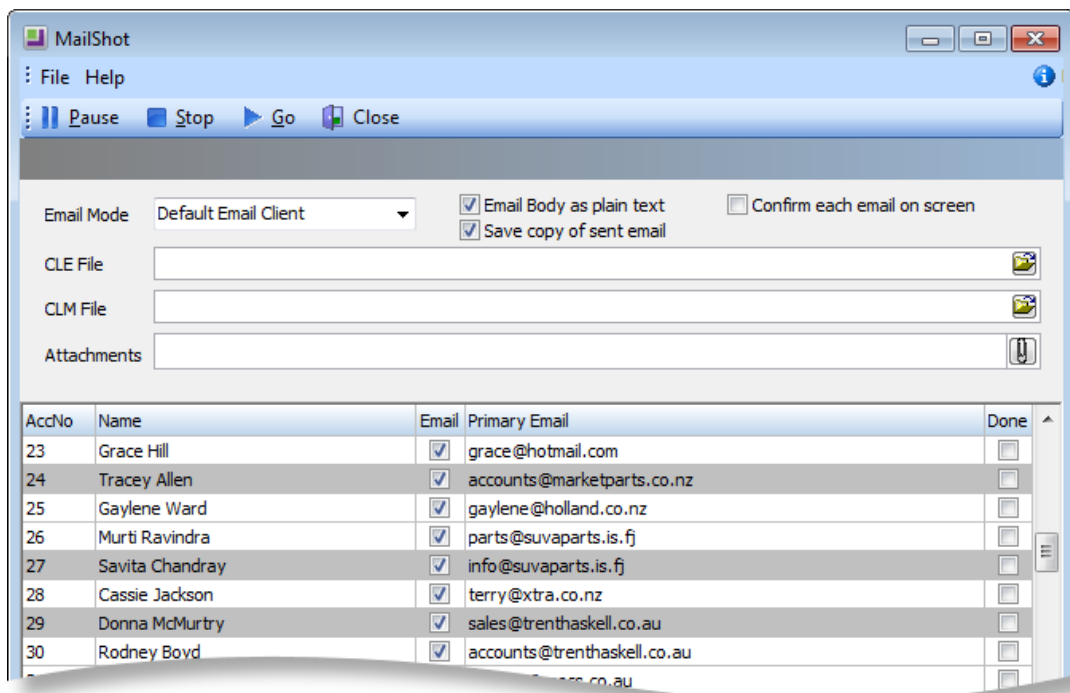
Note: This only happens when the parent campaign has the **Campaign Type** set to "Marketing"; for campaigns that are set to "Non-Marketing", the **Opt-Out eMarketing** flag is not used.

Campaign Transactions

When EXO Business CRM is installed, a new **Campaign Wave** field appears on the following windows:

- Sales Orders
- Purchase Orders
- Debtor Invoices
- Non Accounts
- Opportunities
- Activities
- Jobs
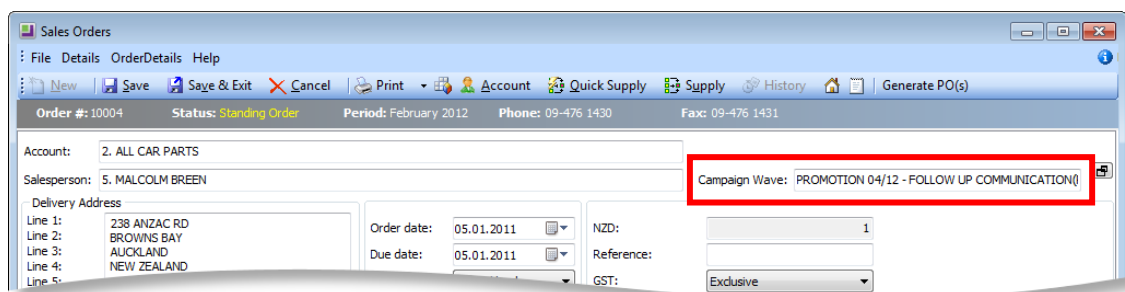
This means that all transactions relevant to a campaign can be associated with that campaign, e.g. any Opportunities or jobs that came about as a result of the campaign.

Note: The new Company-level profile setting **Track Campaigns On Transactions** allows you to control which transaction screens this field appears on.

The specified campaign wave is copied from transaction to transaction where appropriate, e.g. when converting an Opportunity to a Sales Order or a job, or when creating an Activity from an Opportunity or a job.

The Transactions tab on the Campaigns window is a dashboard interface containing widgets that display all transactions assigned to the currently selected campaign. Widgets are available for Purchase Orders, Sales Orders, Invoices, Jobs and Opportunities.
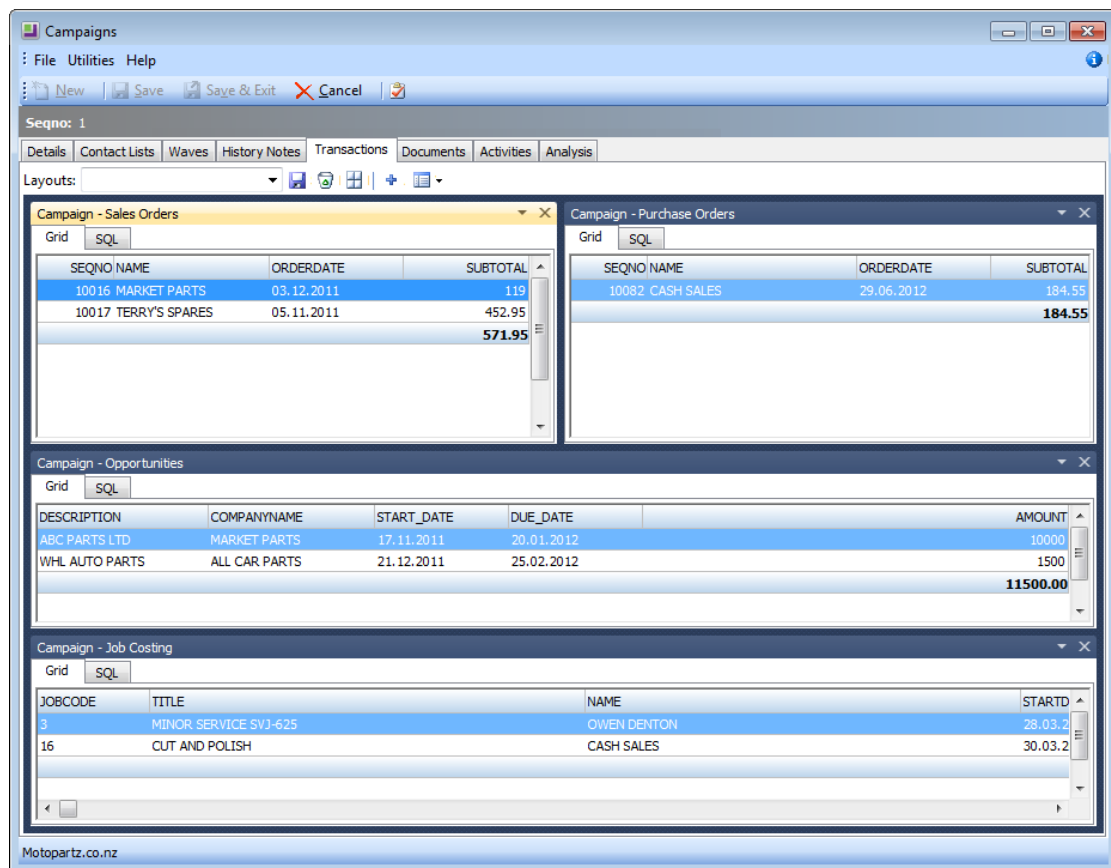
Campaign Reports

Two new reports are available for reporting on campaigns:

- Campaign Summary – lists summary information for all campaigns.
- Campaign Leads – displays details of all Opportunities that are associated with a campaign wave.

Three new widgets have been created to display campaign information on the Analytics tab of the Campaigns window:

- Campaign Activity – displays details of a campaign, including the number of associated Opportunities, quotes, Sales Orders and invoices.
- Campaign Pipeline – displays the dollar values of Opportunities, quotes, Sales Orders and invoices related to a campaign.
- Campaign ROI – displays revenue and ROI information for a campaign.

Additional CRM Changes

Editing Debtors from CRM

The ability to edit Debtor accounts when opened from EXO Business CRM has been expanded. While transactional information cannot be entered for Debtor accounts, most other information can be edited. The following table summarises users' access to Debtors when opened from CRM:

Tab	Access Level	Tab	Access Level
Details 1	The Company Details, Extra Fields and Sales sections can be edited; all other fields are read-only.	Notes	Full access.
Details 2	The **Pop-Up alert** field can be edited; all other fields are read-only.	History Notes	Full access.
Contacts	Full access.	Documents	Full access.
Transactions	Read-only.	Analysis	Full access.
Orders	Read-only.	Relationships	Full access.
Extra Fields	Read-only.	Opportunities	Full access.
Serials	Read-only.	Activities	Full access.
Discounts/Prices	Read-only.	Serviceable Units	Read-only.
Jobs	Read-only.	Social (see page 165)	Full access.

Changes to Opportunities

A new **Seqno** column is available on the Opportunity Search window and widget, and the Seqno is displayed on the grey title bar on the Opportunity window.

When a company is selected for a new Opportunity, that company's default Contact is automatically selected for the Opportunity's **Contact** field.

A new **Opportunity** field is available on Sales Orders, Debtor Invoices and Jobs. This field displays the Opportunity that the order, invoice or job was raised from. When an Opportunity is converted to an order or a job, this field is populated automatically; otherwise, an Opportunity can be selected manually.

The new Company-level profile setting **Track Opportunity On Transactions** allows you to control which transaction screens the **Opportunity** field appears on.

Note: The addition of this field means that the Opportunity tab on the Job Details screen is redundant; this tab has been removed.

Changes to the Sales-Team Budget View Widget

The **Budget Period** field on the Sales-Team Budget View widget has been updated to show the period name as well as the period number:
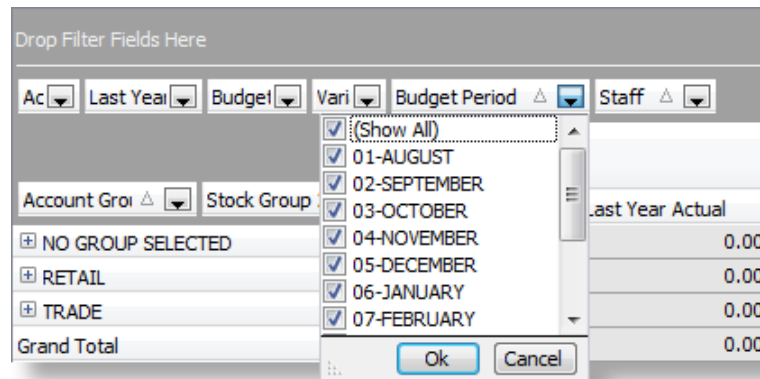
The **Budget Period Name** field has been removed, as this change means it is no longer necessary.

Changes to CRM Profile Settings

The existing **Hide stock costs** User-level profile setting now has the following additional effects when it is enabled:

- The **Cost**, **Markup (%)** and **Gross Margin %** columns on the Opportunity Quote tab are hidden.
- The **Set Markup %** and **Set Gross Margin %** options on the Opportunity Quote tab's right-click menu are disabled.

A new User-level profile setting, **User can modify visible columns in CRM Opportunity Quoting**, has been added. This setting is enabled by default; if it is disabled, the user will not be able to reset the Opportunity Quote tab grid to its defaults, nor will they be able to select or hide additional columns in the grid. The following options on the right-click menu are removed when this setting is disabled:

- Hide this column
- Restore default column settings
- Select visible columns

The purpose of this setting is to ensure that once the grid has been set up, some users should not be allowed to add sensitive information such as cost or profit.

Social Media

MYOB EXO Business can display social media information about companies, Contacts and Opportunities. The following social media services are currently supported:

- Twitter
- Facebook
- LinkedIn

Users have the option of viewing social media information using their own login details, or using details for the EXO Business company. For example, while users may use the company details by default, a salesperson may want to view an Opportunity's LinkedIn details while logged in to their own account, so that they can see any connections between themselves and the Opportunity. (It is possible to switch between company and personal accounts at any time.)

Setting up Social Media

New setup screens are available in EXO Business Config for setting up the details of the company social media account. The **Admin > Social Media > Setup Social Media** screen lets you set up company-wide social media details:

> **Note:** The Social Media section in EXO Business Config also includes an **Application Key/Secret** sub-section. This section contains details used by the EXO Business application to connect to social media networks. **Do not alter these details unless instructed to do so by MYOB; altering these details could cause the social media functions to stop working**.

To use the social media functionality, the EXO Business application must be authorised to log in to the various social networks. Clicking the **Facebook**, **LinkedIn** and **Twitter**

toolbar buttons lets users log in and authorise social media applications using a company account.

> **Note:** Users can log in and authorise the applications using a personal account from the Social tab (see page 167).

The fields on the **Company Social IDs** sub-tab specify the company's social media accounts. Some are filled in automatically when authorising the social media applications, while the rest can be entered manually. These accounts will be displayed on the social media widgets (see page 169), and will be used when posting to social media from a campaign wave (see page 158).

> **Note:** Facebook and LinkedIn distinguish between user accounts and accounts for pages or companies, which exist independently of an individual user. In these cases, the **Campaigns to be sent from** and **My Company widget uses** settings determine which account will be used.

Setting up Social Media IDs

Social media usernames or login IDs can be set up for companies, Contacts and Opportunities in the following ways:

- For Debtors and Creditors, details can be entered directly on the Details 2 tab.
- For Non Accounts and Contacts, details can be entered directly on the Details tab.
- Opportunities use the details that have been set up for the Debtor, Creditor or Non Account that they are associated with.
- Details can also be searched for and filled in automatically from the Social tab (see page 167).

The Social Tab

A new Social tab is available on the Debtors, Creditors, Non Accounts, Opportunities and Contacts windows. This tab displays social media information, with a sub-tab for each social media service.

> **Note:** The new **Hide Social Media Tabs** User-level profile setting can be used to enable and disable the Social tab on any or all windows.
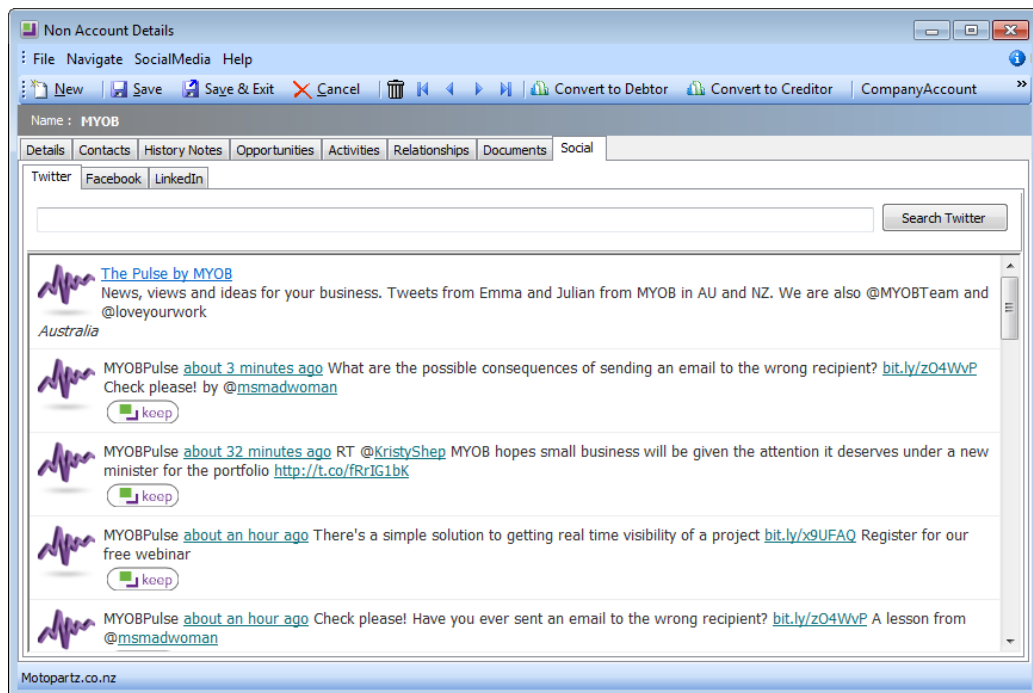
If no social media account details have been entered for the company/Contact/ Opportunity being viewed, each sub-tab displays the results of a search for the company/Contact/Opportunity's name. Each search result has a **keep** button next to it; clicking this button populates the company/Contact's social media details with the details from that search result. (EXO Business captures as many details as it can; for example, LinkedIn search results may also specify a website and a Twitter feed—these details will be copied as well if they are not already present.)

Once account details have been entered or found, the following social media information is displayed:

- Twitter – The account's Twitter feed and any tweets that mention them.
- Facebook – The contents of the account's Facebook wall.
- LinkedIn – All of the account's activity on LinkedIn.
- LinkedIn Connections (Opportunities only) – All employees of the company, sorted by degree of connection to the logged in user.

Profile settings are available to control how many records are displayed on each sub-tab.

Each sub-tab has a **More Results** link at the bottom. Clicking this button opens a separate browser window to display the company's Twitter feed, Facebook wall or LinkedIn page.

On all sub-tabs, each entry has a **keep** button. Clicking this button copies the entry to the company/Contact/Opportunity's History Notes tab:
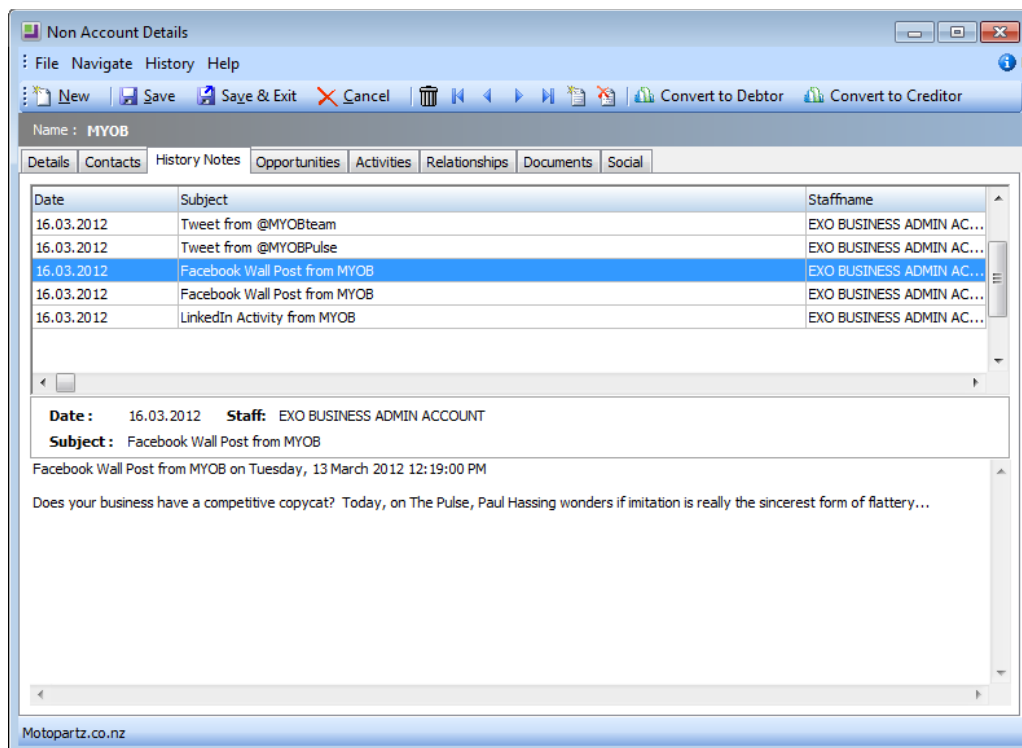
Company vs Personal Account

Toolbar buttons let the user toggle between viewing social media information using their own personal account, or using the company account set up in EXO Business Config.
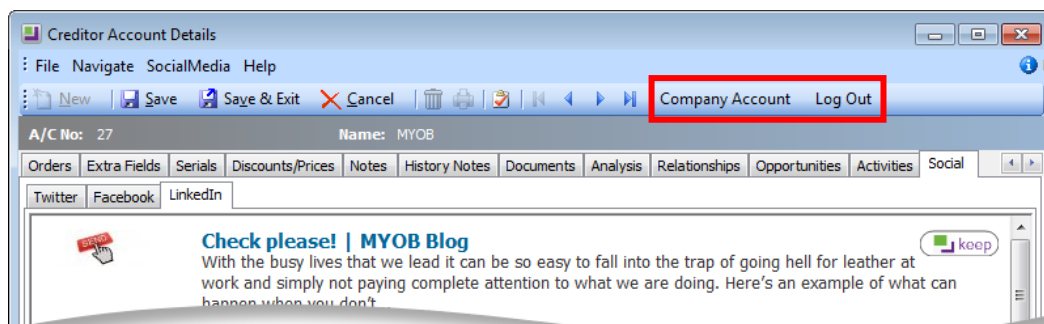
If the user has not specified a personal account, they will be prompted to log in the first time they go to a sub-tab on the Social tab. The details they enter will be saved against their Staff record in the EXO Business database.

Social Media Widgets

The following new widgets are available to display social information about your own company on dashboard displays:

- My Company's Facebook Wall
- My Company's LinkedIn Activity
- My Company's Twitter Mentions

These widgets use the account IDs entered in EXO Business Config; if no details have been entered, these widgets perform a search for the Company Name as set up in **EXO Business Config > Company > Company Details**.
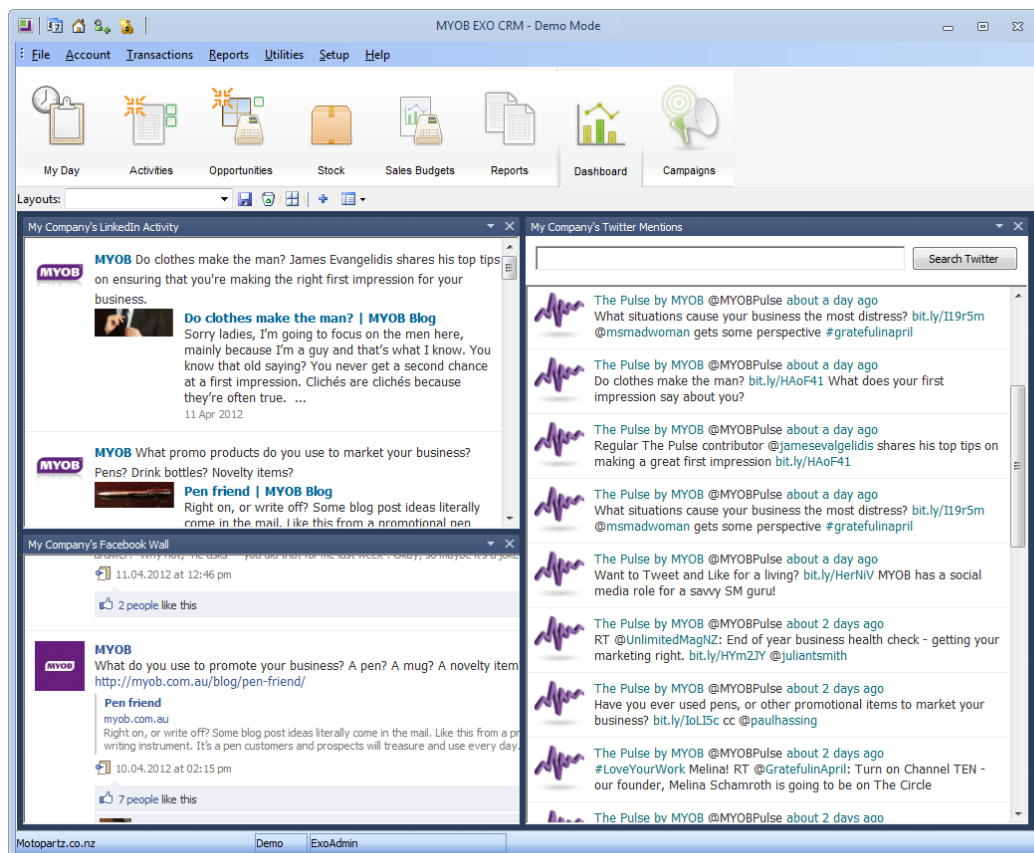
Dashboard Updates

This release includes enhancements to the Dashboard functionality available in the EXO Business core, Job Costing, Analytics and CRM modules.

Lock Dashboard Layouts

New profile settings are available to lock the Dashboard layouts of each MYOB EXO Business module that supports them. Once locked, a Dashboard layout cannot be changed; widgets cannot be added, removed or re-arranged. The Dashboard toolbar is not available.

To lock Dashboard layouts for a user, enable one or more of the following new User-level profile settings:

- Lock dashboards (Analytics)
- Lock dashboards (Core)
- Lock dashboards (CRM)
- Lock dashboards (Job Costing)

SQL Widget Keyword Restrictions

The security of Pivot Table and Grid dashboard widgets has been enhanced. Two new profile settings are available to restrict the SQL keywords that may be entered on the SQL tabs of these widgets:

- **Restrict Widget SQL** – if this User-level profile setting is enabled, the user will not be allowed to enter certain SQL keywords on the SQL tab. This setting is disabled by default.
- **Widget SQL reserved words list** – this Company-level profile setting specifies the keywords that are disallowed. By default, the keywords DROP, INSERT, DELETE, UPDATE, TRUNCATE, MODIFY and ALTER are disallowed.

If SQL keyword restrictions have been enabled for a user, an error message appears if they attempt to enter one of the restricted keywords into the SQL tab:
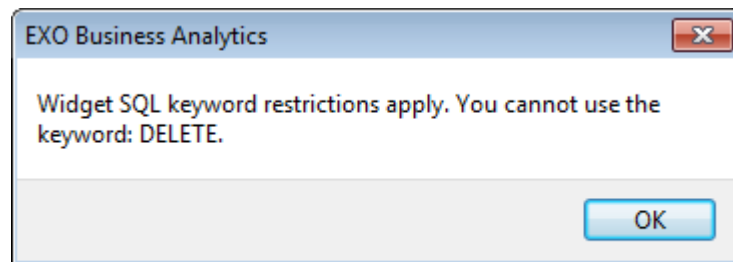
> **Note:** The existing **Edit Pivot Widget SQL at runtime** setting must be enabled for users to be able to access the SQL tab.

Clarity Widget Page Navigation

Where a Clarity Widget is formatted to display more than one page, navigation controls are now available to move between the pages:
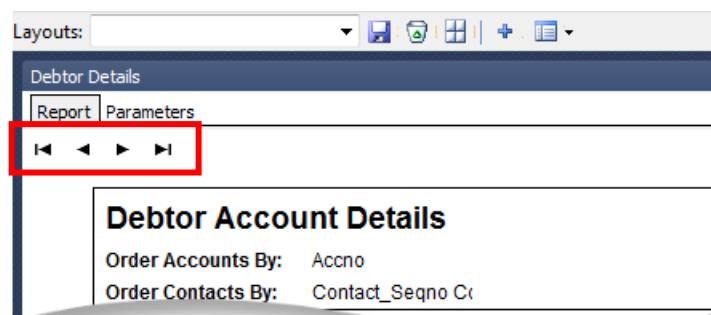
The controls do not appear on single page reports.

Changes to Activities

Activities in EXO Job Costing

Activities can now be associated with jobs in the same way that they can be associated with companies, Contacts, Opportunities, etc. A new Activities tab is available on the Job Details window:
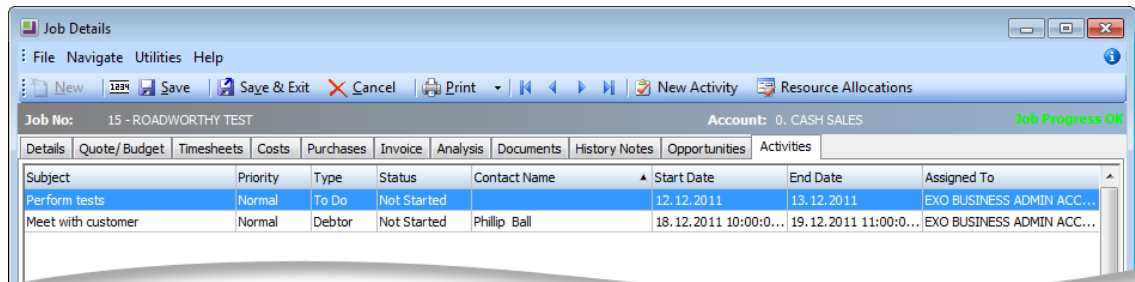
This tab lists all activities that are associated with the job and that apply to the logged on user. This includes the activities that are automatically created when resource allocations are assigned to a job.

To add an activity to a job, click the **New Activity** button, which is available on the Activities and Details tabs.

> **Note:** The **Hide tabs in Job management screen** profile setting has been updated for the new Activities tab; this tab can be hidden by entering "V" into the profile field.

A new **Job Code** field is available on the Activity window when EXO Job Costing is licensed. If the activity was created from a job, that job will be displayed here; otherwise, you can optionally specify a job to associate the activity with.
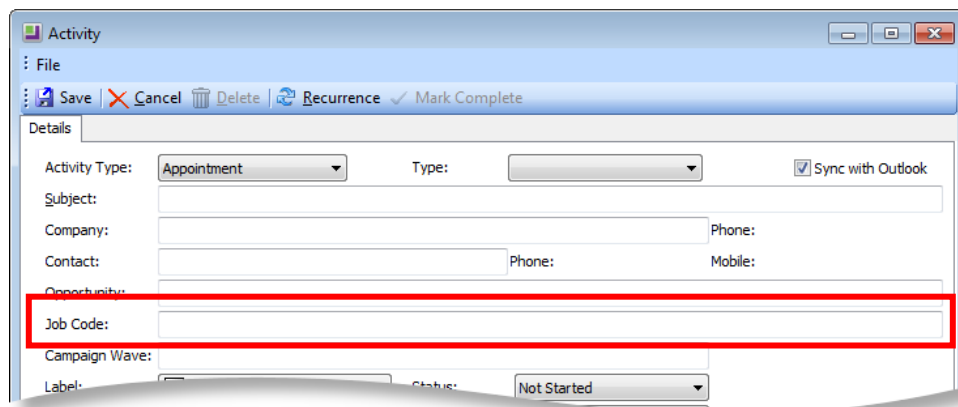
Activity Statuses

A **Mark Complete** button is now available on the Activity window toolbar:
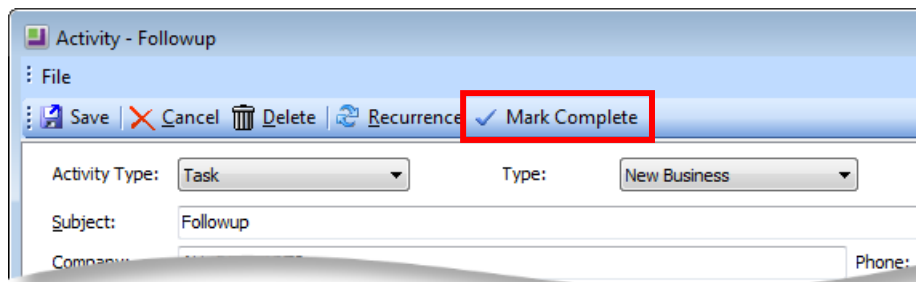
This button is available for Tasks only. Clicking it automatically sets the Task's **Status** to "Completed" and its **% Complete** property to "100".

> **Note:** In previous versions it was possible to right-click on a Task in the Activity Search screen/widget's List View and select **Mark as complete**; this set the **Status** to "Completed" but did not update the **% Complete** property. This behaviour has been enhanced; the **% Complete** property is now set to "100" when marking a Task as complete via the right-click menu.

The relationship between the **Status** and **% Complete** properties has been strengthened:

- If **Status** is set to "Not Started", **% Complete** is automatically set to "0" and vice versa.
- If **Status** is set to "Completed", **% Complete** is automatically set to "100" and vice versa.
- If **% Complete** is changed from "0" or "100" to any value in between, **Status** is automatically set to "In Progress".
- If **Status** is changed from "Not Started" or "Complete" to any other value, **% Complete** is automatically set to "25".

New Custom Buttons

Custom button functionality has been added to the Purchase Orders and Opportunity windows.
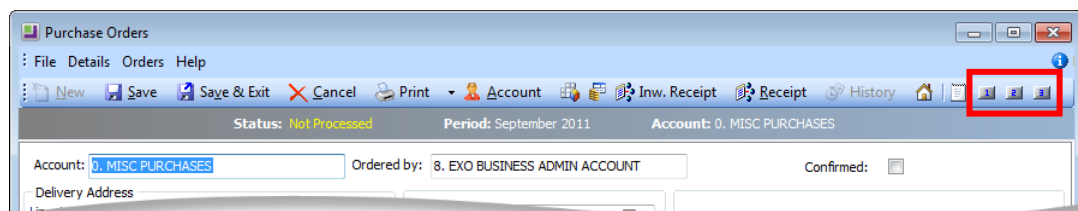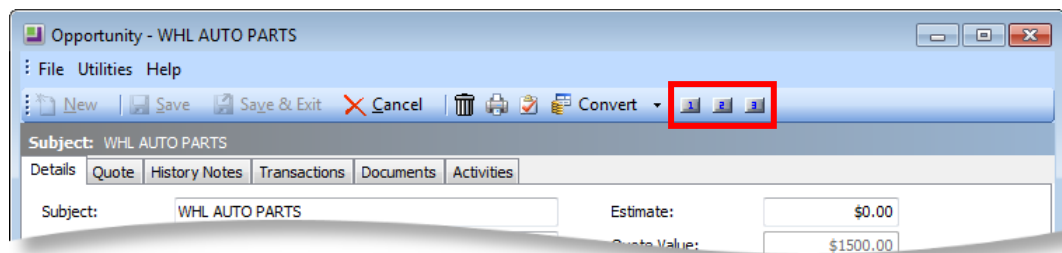
These buttons function in the same way as the custom buttons available on other windows such as Debtors, Creditors and Sales Orders. Up to three custom buttons can be defined for the Purchase Orders and Opportunity windows.

As with the custom buttons on other windows, profile settings are used to define the custom buttons' captions and command line options. The following new User-level profile settings have been added:

- Opportunity Custom Button1 command line
- Opportunity Custom Button1 Caption
- Opportunity Custom Button2 command line
- Opportunity Custom Button2 Caption
- Opportunity Custom Button3 command line
- Opportunity Custom Button3 Caption
- Purchase Order Custom Button1 command line
- Purchase Order Custom Button1 Caption
- Purchase Order Custom Button2 command line
- Purchase Order Custom Button2 Caption
- Purchase Order Custom Button3 command line
- Purchase Order Custom Button3 Caption

Changes to Sales Orders

New Local Value Column

A new **Local value** column has been added to the Sales Orders and Purchase Orders search windows. This column displays the GST-exclusive subtotal of each order, converted to the local currency (a new LOCALVALUE field has been added to the PURCHORD_HDR and SALESSORD_HRD tables to store these values.) The total value has been removed from the bottom of the **Value ex GST** column (which did not take currencies into account).

If the new **Local value** column is not needed, it can be turned off using the **Select visible columns** right-click menu option.

Custom Line Fields and Batch Codes/GL Codes

Custom Line Fields, Batch Codes and/or GL Codes can now be used concurrently on Sales Orders and Debtor Invoices. (As of MYOB EXO Business 8.0.0.0, Batch Codes could be used with GL Codes, but neither could be used with Custom Line Fields.)

Fields named PRICEQTY and PRICEPERKG are now added to the STOCK_ITEMS table automatically. These fields are used by the calculations in Custom Line Fields; previously, they had to be added manually.

Note: In previous versions, the PRICEQTY field had to be set up as an Extra Field, and as a result would be called X_PRICEQTY. In an upgrade to MYOB EXO Business 8.x, if an X_PRICEQTY field is detected in the STOCK_ITEMS table, it is renamed to PRICEQTY. A warning will appear on the Database Update window if this happens.

New Price Check Button

A new **Check for price changes** button has been added to the Sales Order window toolbar:
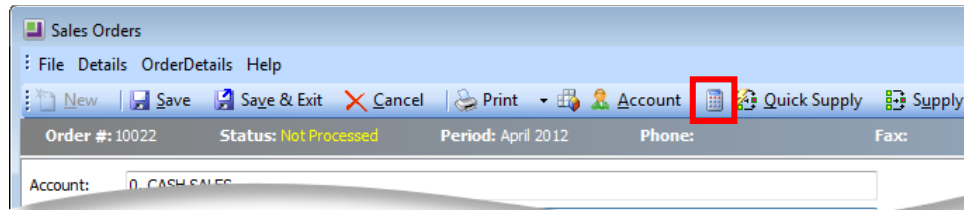
Clicking this button checks the prices of all line items against the latest cost and selling prices from the Stock ledger. (This function already exists for jobs in EXO Business Job Costing and Opportunities in EXO Business CRM.)

Users are also prompted to check prices when copying a Sales Order.

Emailing to the Sales Order Contact

If a Contact has been specified for a Sales Order, then any correspondence for the Sales Order is sent to that Contact's email address, instead of the email address for the Sales Order's Debtor account.

> **Note:** To be able to specify a Contact for a Sales Order, the **Add debtor contact details to transactions** Company-level profile setting must be enabled.

New This Order Quantity

The Sales Order window now caters for multiple lines of the same stock item on an order. A new **This Order Qty** value is displayed at the bottom of the Sales Orders window (and also on the Stock Shortage window):

This value displays the total quantity at present, across all lines, of the selected stock item on the Sales Order. The value in brackets displays the net change in quantity since the order was last saved. This reduces the potential of over-committing stock.

For example, a Sales Order contains the following lines:

When any of the AIRFIL01 lines are selected, the **This Order Qty** field displays 13, the total number of AIRFIL01 stock items currently on the Sales Order (5 + 5 + 3).

Changes to Purchase Orders

Editing Partly Processed Orders

It is now possible to add new lines to a partly processed Purchase Order using the normal entry grid. The main grid also now allows for editing the details of any line that is not already either receipted or invoiced. (Partly or fully processed lines are highlighted purple and are not editable.) This means that all of the normal grid functionality is now available to appended lines, including supplier discounting, job assignment, Analysis Codes, GL codes using "@" etc.

To allow the editing of partly processed Purchase Orders, enable the new **Allow new lines to be added to partly processed purchase order** User-level profile setting (this setting is disabled by default).

This change caters for suppliers who have a policy of appending lines to existing Purchase Orders rather than requiring a new order to be placed. It also allows more flexibility for users who use the full Inwards Goods process and have disabled the traditional receipting screen.

Interface Enhancements

Several changes have been made to the Order Details tab of the Purchase Orders window:

1. The button hides the header section, allowing more room for viewing Purchase Order lines.

2. Partly or fully processed order lines are highlighted purple to indicate that they are not editable (see page 176).

3. The bottom section of the window has been reorganised and now displays **Ordered**, **Receipted**, **Costed** and **Invoiced** values for the selected line.

The Receipt Details tab has also been reworked, making it clearer and easier to use:
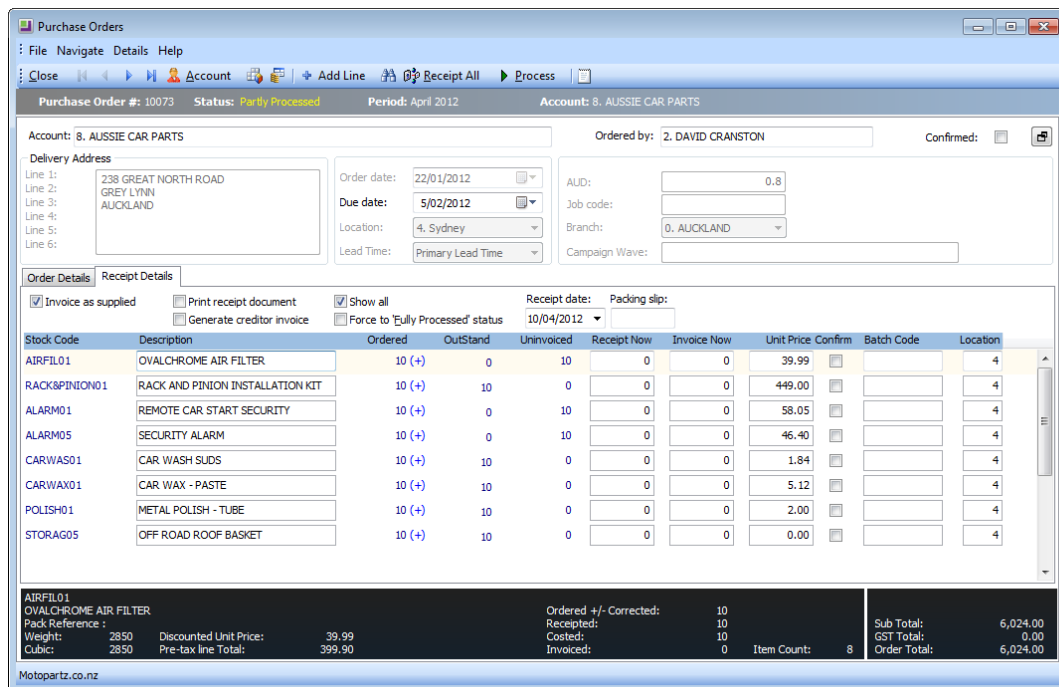
As the **Ordered**, **Receipted**, **Costed** and **Invoiced** values for the selected line are now displayed at the bottom of the window, more room is available for the details of each line, allowing all details to be displayed more clearly.

Changes to Clarity Reports

Enhancements to CLEs

Enhancements have been made to Clarity email templates (CLEs). CLEs are now supported for all business forms. Improvements have been made to the CLE format to better support images in emails and HTML formatted emails—this includes the ability to use HTML templates created outside of Clarity.

An **HTML Text** button is available on the Design tab toolbar in Clarity Report Builder:
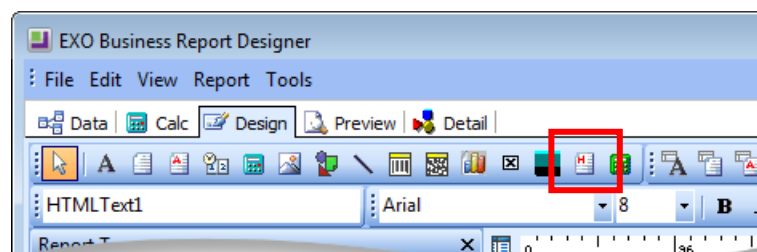
This button allows users to add an HTML box to a report. HTML boxes behave largely the same as existing Rich Text boxes; this includes the ability to edit the HTML content in an HTML Editor window that works the same as the Rich Text Editor window:
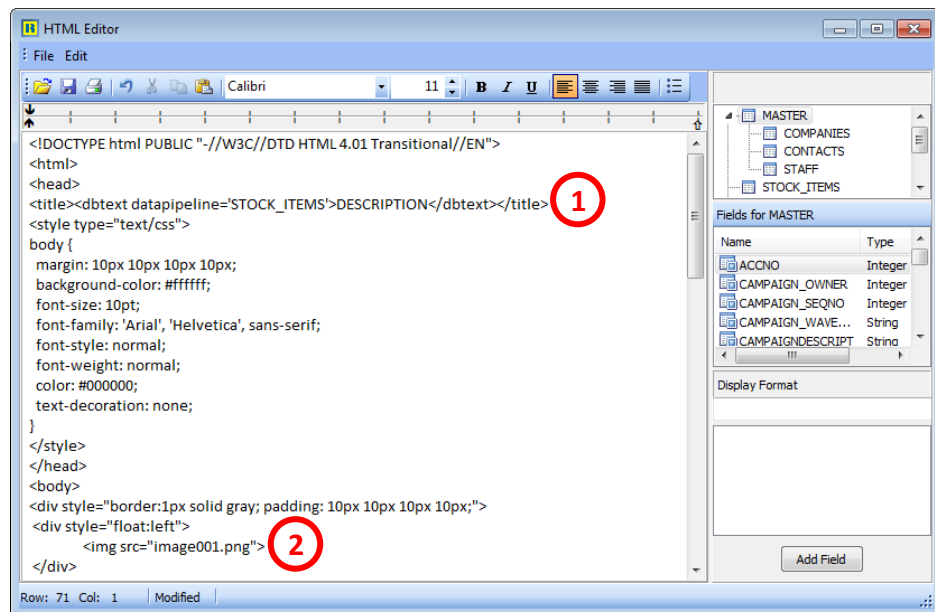
1. As with the Rich Text Editor, this window allows clients to add database fields to the HTML content using the controls on the right.
2. Images can be included in HTML templates; image source files are assumed to be in the EXO Business shared images folder, as specified by the **Directory location for images** Computer-level profile setting.

When creating a CLE that is to contain HTML, the HTML must be placed in an HTML box named **EMAIL_HTML_BODY**. The presence of a box with this name tells Clarity that the template is an HTML template.

When an EMAIL_HTML_BODY box is in use, a Rich Text box named **EMAIL_TEXT_BODY** can also be specified. This box contains the non-HTML content to be used as an alternative to the HTML content, allowing a single CLE to be used to send HTML emails and plain text emails.
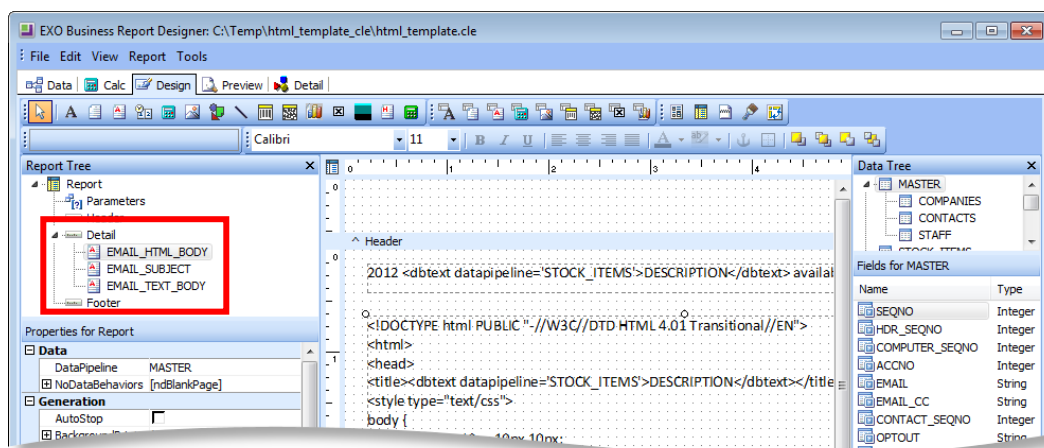
The intended workflow for creating a CLE for HTML emails is as follows:

1. Generate an HTML file containing the content for the CLE. (Clients could create the HTML file themselves, or commission one from a design company, for example.)
2. Copy any images that accompany the HTML file to the shared images folder.
3. Open the Report Designer and create a new CLE.
4. Add an HTML box named EMAIL_HTML_BODY to the body of the CLE and open the HTML Editor window to edit it (right-click on the HTML box and select **Edit**).
5. Click the **Open** button on the HTML Editor window and open the HTML file containing the CLE content (or copy and paste the content into the window).
6. Edit the HTML as necessary. Select database fields on the right of the HTML Editor window and click **Add Field** to add them to the HTML content. Close the HTML Editor once all edits have been made.
7. Optionally add an EMAIL_TEXT_BODY box to the CLE and enter/paste in alternative content for plain text emails.

Improvements to XLS Data Output Format

MYOB EXO Business 8.2.0.0 added the ability to export Clarity reports as Microsoft Excel files (XLS). This involved the introduction of two output types:

- XLSReport, which presents the report in a pictorial format, with the emphasis on preserving the appearance/layout of the report.
- XLSData, which presents the report in a strictly columnar format, with the emphasis on ensuring the data is formatted to allow further data manipulation.

This release includes the following enhancements to the XLSData format:

- XLSData is a supported device type when using Clarity from the command line.
- Reports exported to the XLSData output format are not paginated.
- When using the **Export to file** button ( ) on the Clarity Report Parameters window, the file type, name and location set up in the report are used. (These are defined in the report by the DeviceType and TextFileName properties.)
- When using the **Export to XLS Report** button ( ) on the Clarity Report Parameters window, if XLSData properties have been defined in the report, then the report will be exported to XLSData using these properties. (To set XLSData properties, set DefaultFileDeviceType to "XLSData" and configure the properties in the XLSSettings section under Output - File.) If XLSData properties are not set, or if the report is set to a different output format, it will attempt to export in the XLSReport format.

> **Note:** The report properties relating to the Device Type are observed now, where previously they were ignored and would have no effect on reports. In the unlikely event that these properties have been edited in an existing report, this may make the report behave unpredictably.

Company Name Length

The maximum length of company names has been increased from 40 characters to 60 characters. The following database tables have been updated:

Table	Column	New Length
ACCS_BALANCE	NAME	60
BSOLP_LINES	NAME	60
CASHBOOKLINE	NAME_DETAILS	70
CR_ACCS	NAME	60
CR_TRANS	NAME	70
DR_ACCS	NAME	60
DR_TRANS	NAME	70
DR_TRANS_AUDIT	NAME	70
DR_TRANS_PARK	NAME	70
INWARDS_GOODS	SUPPLIERNAME	70
PROSPECTS	NAME	60

(Where columns contain a combination of the company name and company account number, e.g. "2. ALL CAR SPARES", they have been increased to 70 characters.)

Note: If any of the above columns have already been set manually to a length greater than 60/70 characters, they will not be changed in an upgrade, and will remain at the greater length.

All company name fields in the MYOB EXO Business interface allow the entry of up to 60 characters.

Changes to Bank File Formats

MYOB EXO Business now supports Direct Debit and Direct Credit bank files for Kiwibank. A new summing calculation for Kiwibank is available when setting up Bank File Formats in EXO Business Config at **Admin > Banks > Debtors (Direct Debit)** or **Creditors (Direct Credit)**.

When setting up a file format for Kiwibank, select "SUM ACCs. (KIWI)" for the **Data Format** to calculate the hash total as per Kiwibank's specifications.
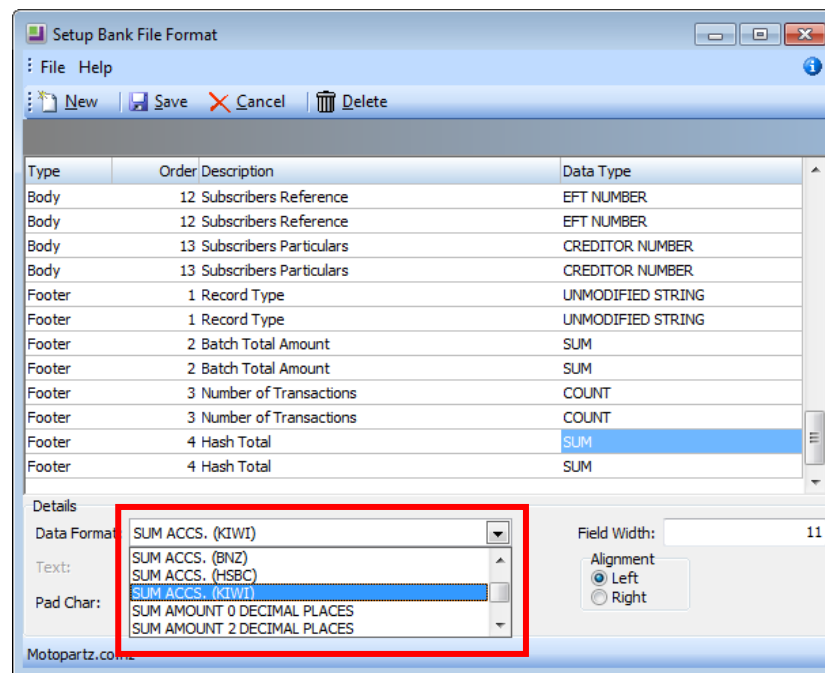
Note: Kiwibank bank files require 16-digit account numbers. Any fields with the **Data Type** "CREDITOR BANK ACCOUNT" should have the **Data Format** set to "2473".

Support has also been added for carriage returns in Direct Debit and Direct Credit bank files. The system value "#13" can be entered into the **Pad Char** field when setting up file formats—this will be interpreted as a carriage return.
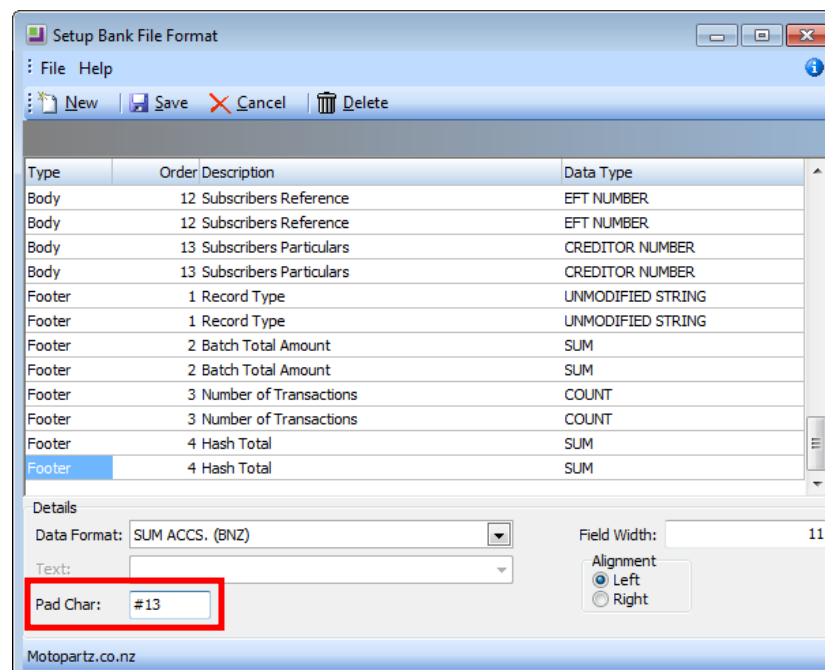
Additional Changes

The following additional new features and enhancements are included in this release:

Module	Description
EXO Business Core	A new ANALYSIS_TYPES table has been added to the EXO Business database. This table contains all transaction types that can have Analysis Codes applied, to aid in Analysis Codes reporting.

It is now possible to enter decimal values for the quantity of a Bill of Materials when adding one to a Sales Order or Job quote:
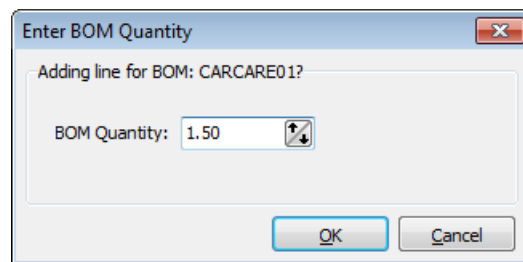
In order for decimal values to be available, the **Quantities** value at **EXO Business Config > Essential > General Settings > Decimal Places in Numeric Values** must be set to a value greater than zero.

The maximum number of lines on Purchase Orders, Creditors Invoices and Inwards Goods Receipts has been increased from 400 to 2000. However, 400 is still recommended as a sensible maximum; having more than this may affect performance.

The **Unprinted Only** option on the Invoice Batch Printing utility has been replaced with two new options: **Exclude If Already Printed** and **Exclude If Already Emailed**.
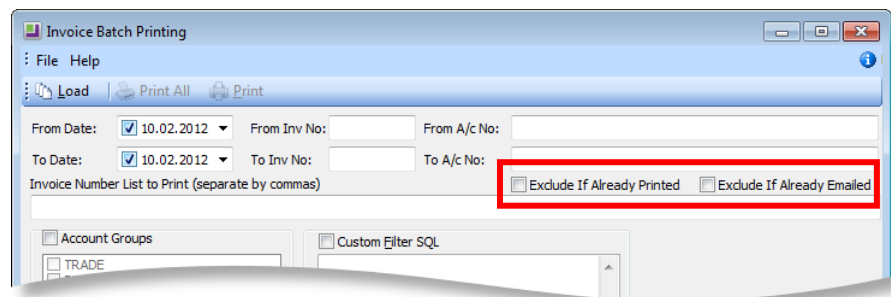
Enabling these new options means that invoices will not reappear in the list if they have already been printed out and/or sent to Debtors via email.

Note: A new SENT_TO column has been added to the PRINT_LOG table to record whether or not invoices have been printed/emailed.

Module	Description
	The performance of GL Budgets has been improved; the process of creating GL Budgets now runs significantly faster. A new GLBUDGETS_HDR table has been added—this table contains GL Budget header information only, and is used to load the list of existing GL budgets faster.
	The functioning of the GL Budgets window has been modified to avoid the window hanging when trying to display large numbers of records. The grid is not automatically populated in cases where the user would not have had the chance to specify search criteria, e.g. when the window is first opened. This avoids having the system try to load all records unnecessarily.
	The **Maximum Report Query Time In Secs** profile setting (introduced in EXO Business 8.2.0.0) now applies to GL Budget queries; if the query is predicted to take too long, an error message will be returned and the user will have to refine their search criteria before clicking **Search**.
	The system now detects when the connection to the EXO Business database is lost; if this happens, a message is displayed and the application is closed automatically.
	Custom filter functionality has been added to the Orders tab of the Stock Item Details window. This works the same way as the custom filters that are already available on other windows: right-click on the column headers and select **Set Filter/Clear Filter** from the right-click menu.
	The rounding options on the Price Update Utility have been enhanced: Users can now enter the amount (in dollars) to round to, and select whether to round up, round down or round to the nearest amount. For example, selecting "Round to Nearest" and entering 0.05 means prices will be rounded to the nearest five cents.
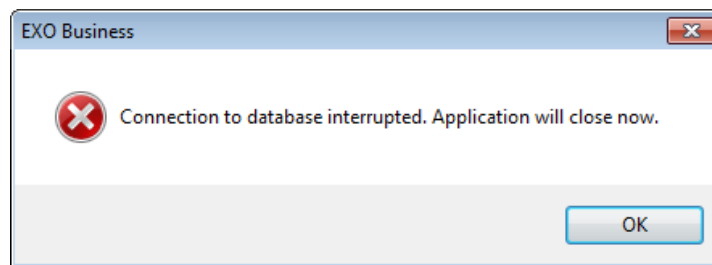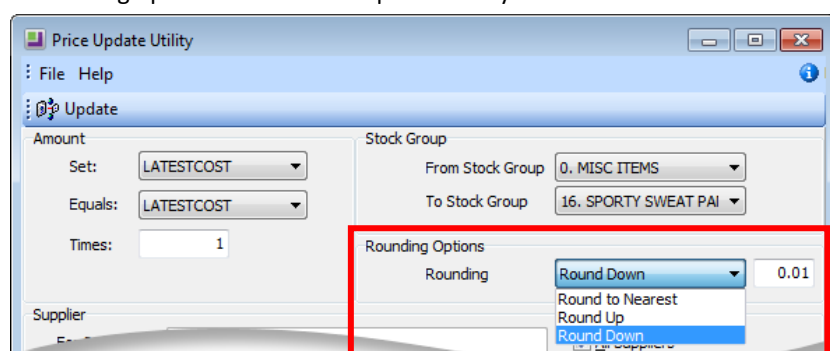
Module	Description
	It is possible to enter sell prices for Stock items to a number of decimal places greater than the value specified by the **Decimal Places in Numeric Values** settings in EXO Business Config at **Essential Settings > General Settings**. While sell prices are displayed to the configured number of decimal places, they are stored in the EXO Business database with the full number of decimals entered. While this could be useful for stock items that are sold in large volume, it also allows for the possibility of someone accidentally entering an extra decimal value without realising. (This situation can also apply when entering substitute prices in Price Rules and selling prices on Bills of Materials.)

To address this, a new profile setting has been added. If the **Enable Validation of Sellprice decimals in Stock_Items** Company-level setting is enabled, a warning message appears whenever the user enters a price to a greater number of decimals than are displayed:
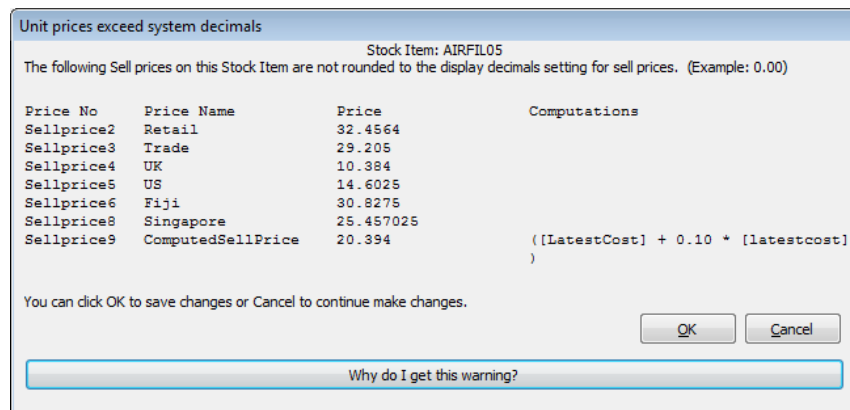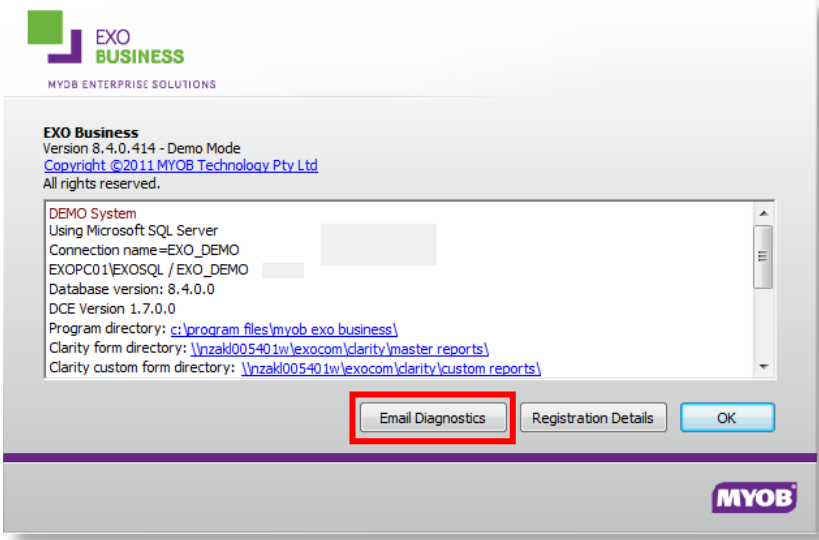
This version of MYOB EXO Business includes updates to support integration with the MYOB EXO ClientConnect CRM product. This includes changes to a number of ClientConnect-related stored procedures.

Additional checks have been added to the mailshot function:

- The system will warn you if any **Print** boxes are checked and the selected CLM is invalid (or if no CLM is selected).

- When the **Confirm each email on screen** option is ticked, a new window appears after confirming emails:
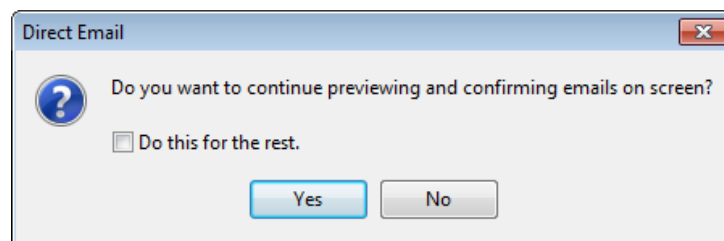
This window allows users to bypass the email confirmation for subsequent emails. This may be useful if, for example, the **Confirm each email on screen** option was ticked when sending to a very large number of contacts.

Module	Description
	MYOB EXO Business now logs exception errors using the EurekaLog logging tool. See the http://www.eurekalog.com/ website for more information on this tool. A new **Email Diagnostics** button is available on the **About** window: Clicking this button sends a copy of the EXO Business log file to the Implementation Partner email address specified in EXO Business Config at **Essential > Implementation Notes**. After performing a Database Update, users are now given the option to email an upgrade report to the Implementation Partner email address and also to MYOB (at the email address EXODiagnostics@myob.com). This report contains environment and diagnostic information about your system.
	Release Notes documents for previous versions are no longer included on the MYOB EXO Business CD and copied to the EXO Business install directory by the installers. Instead, a single *MYOB EXO Business 8.x Version History* document is now available. This document currently contains information on the changes in all EXO Business versions from 8.0.0.0 to 8.3.1.0.
EXO Intercompany	A new Company-level profile setting is available to control whether or not periods are required to be synchronised when downloading transactions. **The Inter-Company ledger period synchronisation** setting has three options: • Enforce – Period synchronisation is enforced as it was in previous versions (this is the default). • Do not enforce – Period synchronisation is not enforced; the user is warned that periods are not in sync, but the download proceeds. • Prompt – If periods are not in sync, a warning message is displayed to the user, asking if they want to continue with the download or cancel.

| Clarity Reports | The Gradient (�) and Rotated Label ( ) buttons have been removed from the main toolbar of the Clarity Report Designer. This simplifies the interface and will make it easier to upgrade to newer Report Builder versions in the future. |

Gradients are now set up in the section properties:
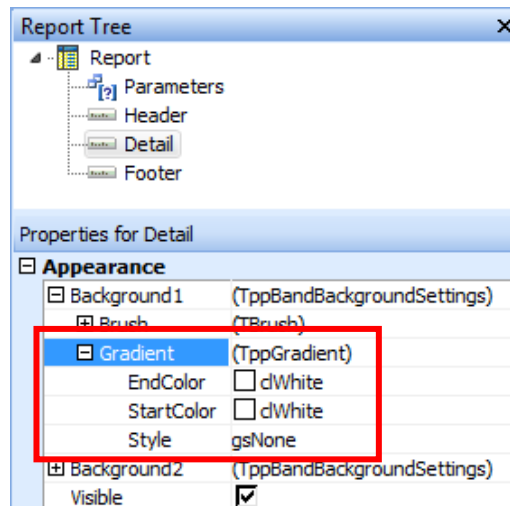
Labels can be rotated by editing the **Angle** position property:
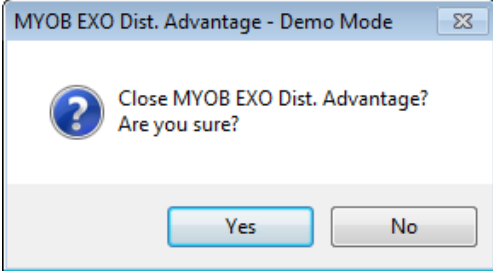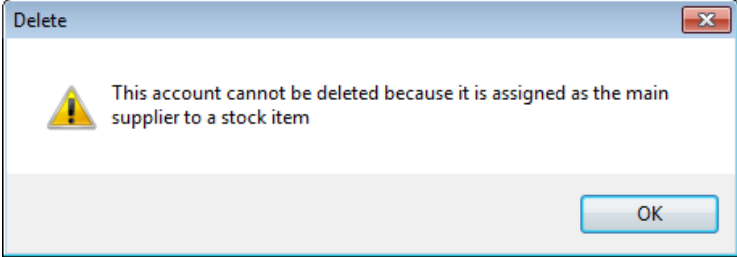
Resolved Issues

EXO Business Core

Service Request ID	Description
11116738507	The Style Picker grid displayed sizes in the order they were created, instead of in numerical order. This has been resolved; a new **Sort Order** property is available for sizes and colours when setting them up at **EXO Business Config > Admin Stock > Style Sizes** and **Style Colours**. The Style Picker now sorts by Sort Order, then by Size ID or Colour ID.

Service Request ID	Description
11103357121	It is possible to open a Distribution Advantage function, e.g. Stock Transfer Requests, from a menu option in the EXO Business core module. In such cases, after closing the function, Distribution Advantage remained open, consuming a licence. This has been resolved; in previous versions, a message box asking the user if they want to close Distribution Advantage appeared—this message has been restored: MYOB EXO Dist. Advantage - Demo Mode Close MYOB EXO Dist. Advantage? Are you sure? Yes No
11055908793	Invoices with a value of $0.00 appeared on the Invoice Search utility grid with a **Trans type** of "Credit Note". (These transactions correctly appeared as invoices on the Transactions tab of the Debtors Account Details window.) This has been resolved; zero value invoices are now listed on the Invoice Search utility with the type of "Invoice".
11204363902	The Direct Debit and Direct Credit bank files for Australia incorrectly appended the footer line to the last line of the file. (The workaround was to manually edit the file before uploading). This has been resolved; Direct Debit and Direct Credit bank files are now formatted correctly and support has been added for carriage returns. See "Changes to Bank File Formats" on page 181 for details.
11185883182	Support has been added for Kiwibank bank files. See "Changes to Bank File Formats" on page 181 for details.
11113601602	It is now possible to enter decimal values for Bill of Material quantities—see page 183 for details.
11593127292	Custom filter functionality has been added to the Orders tab of the Stock Item Details window (see page 184).

Service Request ID	Description
11160408812	It was possible for two users to process Creditor Invoices for the same Inwards Goods Receipt at the same time, which could result in a loss of data integrity. This has been resolved; object locking is now in place for Creditor Invoices when creating them from a goods receipt:

Service Request ID	Description
11726609181	It was possible to enter sell prices for Stock items to a number of decimal places greater that the value specified by the **Decimal Places in Numeric Values** settings in EXO Business Config at **Essential Settings > General Settings** , which could cause problems if extra decimals were entered inadvertently. This has been addressed; the new **Enable Validation of Sellprice decimals in Stock_Items** Company-level profile setting displays a warning message whenever the user enters a price to a greater number of decimals than are displayed. See page 185 for details.
11103357128	When entering a Debtor Payment in organisations where GST is calculated on a payments basis, if the user entered an amount, then clicked **Save** without leaving the **Amount** field, no GST amount was recorded for the payment. (Tabbing off the **Amount** field or clicking on another field meant that the **GST** field was updated and the amount was recorded.) This has been resolved; GST amounts are always recorded for Debtor Payments in this situation.
11265155449	It was possible to delete a Creditor account that was set as the main supplier of a stock item. This has been resolved; an error message now appears when attempting to delete a Creditor that is set as a main supplier:

Service Request ID	Description
11191920794	Debtors Receipt Batch Entry did not handle Prompt Payment Discounts correctly; the amount of the discount did not appear on the Debtor's Aged Balances, and the Prompt Payment credit did not appear as an unallocated transaction on the Transactions tab. This has been resolved.
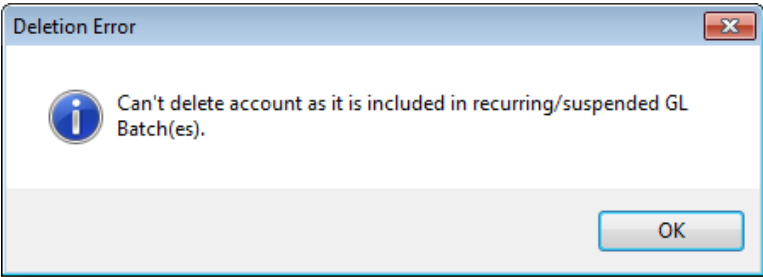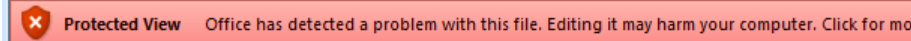
Service Request ID	Description
11055949344	If user created a Works Order that had overhead, the system did not create a GL journal to account for the overhead cost (this did work for regular Bills of Materials). This has been resolved; overhead journals can now be created when a Works Order is processed.
11726024384 11718963751	The time-date values of emails sent via SMTP using the EXO Business Email Sender were wrong by approximately 12 hours. This has been resolved.
11770969621 11761853716 11774726436 11780700390	When sending emails via SMTP using the EXO Business Email Sender, the error message "Error Creating File" would appear in some situations. (The email would send successfully if this error was ignored.) This has been resolved; the error message no longer appears.
11706872778 11700292621	If a Contact with an invalid email address was selected for a Debtor account's **Statement Contact** or a Creditor account's **Remittance Contact**, then when performing a mailshot, the account's e-mail address would be blank. This has been resolved; Contacts with invalid email addresses cannot be selected for the **Statement Contact** or **Remittance Contact** properties of accounts. If an account's default Contact, Statement Contact and/or Remittance Contact have invalid or blank e-mail addresses, the account's primary email address will be used for mailshots.
11079447664	The **Enable override of cost of sales with average cost** Company-level profile setting has been updated to better support Perpetual Stock integration (although Perpetual Stock is still not fully supported by the EXO Business system). Previously a tick box, this profile now has three values: - Use unit cost on the stock sale transaction (this is the default) - Average cost from the stock item at time of GL posting - Average cost from the stock item at time of Sale
11802760706	Extra Fields were not appearing on the Activities window. This has been resolved; if Extra Fields are set up for Activities, the Extra Fields tab is now displayed correctly on the Activities window.
11718959817	It was not possible to roll Debtors in the End of Month process if EXO Business CRM was not installed; the error message "Invalid Object Name 'CRM_BUDGET'" was displayed. (As a workaround, this table could be added manually.) This has been resolved.
11159164440	Invoices that were emailed to a Debtor were not marked as having been sent, which meant they could not be filtered out on the Invoice Batch Printing utility. This has been resolved; emailed invoices are marked as such, and new filtering options are available on the Invoice Batch Printing utility—see page 183 for details.
11855920582	The **New** dropdown button on various Search widgets contained an **All** option that was not related to creating new items. This option has been removed, and the **New** button on these widgets is no longer a drop down.
11506563103	When copying a stock item, the system copied the cost and sell prices to two decimal places, when they could be up to four. This has been resolved.

Service Request ID	Description
11252280172	The Stock Shortage window did not display the Committed stock amount, and Committed stock was not taken into account when checking for stock shortages into account, which meant that the Stock Shortage window would not pop up when the Physical less Committed amounts on the stock item for that location was negative. This has been resolved.
11095255565 11090707216	Supplier Discounts/Prices set up for Creditors only worked when no **Main supplier** was specified on the Details 1 tab of the relevant Stock items. This has been resolved. **Note:** This issue was a symptom of the issues with the GET_PROFILE_VALUE and GET_PROFILE_VALUE_INT functions (see below).
11068991660 11032000084	The functions GET_PROFILE_VALUE and GET_PROFILE_VALUE_INT were returning incorrect results for user, computer and security profiles. If a value had not been set for a profile setting, instead of returning the default value for that setting as specified by the Default User/Computer/Security Profile, these functions returned no value. This has been resolved. This fix affects the following stored procedures, which use the GET_PROFILE_VALUE and/or GET_PROFILE_VALUE_INT functions: • GET_COST_PRICE • BEST_PRICE • STOCK_IN_LOCATION • GETSOSTATUS_FROM_QTY • RETURN_PROFILE_VALUE • RETURN_PROFILE_VALUE_INT • SP_GL_CONSOLIDATION • STOCK_LEVELS • CALC_STKREQUIREMENT
11727454424 11718964021	The EXO Time and Attendance utility (**TimeSheet.exe**) generated access violation errors when it opened. This has been resolved; these errors were a result of changes to the menus in EXO Business 8.3. The Time and Attendance application has been updated to use the new menus.
11115993708	The logic that separated the contact name entered into separate **Salutation**/**First name**/**Last name** fields was faulty; in some cases, the first name or initial was interpreted as a salutation, which caused the last name to be moved to the **First name field**. This has been resolved; only salutations that exactly match the options in the **Salutation** field will be interpreted as such.
11915267743	A POST_CODE value has been added to the COMPANIES view.
-	The DESCRIPTION defined in the function FN_STOCK_REQUIREMENT was set at 40 characters, which could cause problems if the Stock Description field had been manually changed to a greater length. This has been resolved; the DESCRIPTION is now set to 256 characters.
-	After creating a branch statement for a child Debtor account, the ACCS_BALANCE table was not updated. This has been resolved.

Service Request ID	Description
-	When running the EXO Business installer, 64-bit SQL Server 2008 instances did not appear at the Database Location screen. This has been resolved.
-	Period-based Sales Analysis Matrix reports would apply discounts twice. This has been resolved.
-	When dragging multiple emails from Outlook to the Documents tab of any EXO Business window, the File Name for the all saved emails would be the same. This has been resolved; emails saved by dragging onto the Documents tab are all given unique filenames.
-	The SP_DEMO_DATA_DATE_UPDATER stored procedure was not working, which resulted in the prompt to update demo data appearing every time a user logged on to the demonstration database. This has been resolved; however there are implications for any existing demonstration databases used by business partners— see the Known Issues section on page **Error! Bookmark not defined.** for details.
Sales Orders	
11765189200 11765189480	Access violation errors occurred when using the "Sales Order Set On Hold" and "Sales Order Cleared on Hold" Event Reason Classes. This has been resolved.
11731276661 11718963998	If buttons on the Sales Order screen had been hidden using the **Hide sales order controls** profile setting, these buttons would reappear when the screen was updated, e.g. when a new line was added or when an existing line was edited. This has been resolved.
11273613158	If a user edited a Sales Order, clicked **Save** and then clicked **Cancel** to exit, the total in the Sales Order header was not updated (this did not happen if the user clicked **Save & Exit**.) This has been resolved. **Note:** Similar issues with updating also occurred on the Debtor, Creditor, Non Account, Stock, Contact, General Ledger and Subscription screens; these issues have been corrected wherever they occurred.
11238581848	It was possible to process stock into negative levels by adding multiple lines of the same stock item to a Sales Order, regardless of whether or not the **Prevent processing to negative stock levels** and **Check available stock for sales orders** profile settings were enabled. (Enabling the **Warn if stock item duplicated on sales order** setting would generate a warning message in these cases, but would not prevent them from going ahead.) This has been resolved. The system now takes into account the stock quantities that are already on an order when checking for negative stock levels; if the above constraints are enabled, stock items cannot be processed into negative levels.
11185588782	When using tax-inclusive pricing, if a tax-free item was added to a Sales Order, and then a new line was inserted above it, the GST rate for the tax-free item would be changed to the default GST rate, instead of 0%. This has been resolved.

Service Request ID	Description
11751876139	On both the Sales Orders and Purchase Orders search screens, the total at the bottom of the **Value ex GST** column was a simple sum of all of the subtotals above it; however, this amount could be misleading if multiple currencies were in use. This has been resolved; a new **Local value** column has been added to the Sales Orders and Purchase orders search screens—see page 173 for details.
11209993331	If GL Codes were enabled on Sales Orders, the system did not perform any validation on the Branch portion of the GL Codes—users could enter any number for the Branch, which could result in GL postings going to non-existent branches. This has been resolved; the system now validates that the GL Code Branch numbers entered on a Sales Order exist in the system.
11573277338	A key violation error occurred in Sales Orders if the user entered lines on one order, minimised it and entered lines on another order, then went back to the first order and entered more lines. This has been resolved.
11878121991	It was not possible to copy the Delivery Address from a Fully Processed Sales Order. This has been resolved.
11681443981	If a Contact has been specified for a Sales Order, then any correspondence for the Sales Order is sent to that Contact's email address, instead of the email address for the Sales Order's Debtor account (see page 175).
-	In some circumstances, it was not possible to process a Sales Order that used a Custom Line Function; the error "Conversion failed when converting the nvarchar value 'xxx' to data type int" would occur. This has been resolved.
-	The **Email Order** button on the Sales Order window toolbar would be enabled when the window first opened, and then disabled as soon as focus moved off the first Sales Order on the list. This has been resolved; this button's availability is determined by the **Sales order form email option** Form profile setting.
-	Toggling the **On Hold** option on and then off enabled the Supply buttons, regardless of other overriding conditions that should have left them disabled (e.g. if the account was on Stop Credit). This has been resolved.
Purchase Orders	
11154586772	The Branch dropdown on the Purchase Orders search window always defaulted to the default branch for the current user (as specified by the **Default branch for new transactions** profile setting). This dropdown now defaults to whichever branch was last selected by the user (this includes the "<All Branches>" option).
11163790492	When converting a Purchase Order Quote to a Purchase Order, the Purchase Order would be created with the status "Unprocessed" in cases when it should have had the status "Awaiting Authorisation", which meant that the authorisation process was bypassed. This also happened when copying a Purchase Order. This has been resolved; authorisation checks are now enforced.
11191613810	If a user who had adequate authorisation for the value of a Purchase Order copied a Purchase Order that was created by another user, who did not have adequate authorisation for the value of the order, the order was created with a status of "Awaiting Authorisation" instead of "Unprocessed". This has been resolved.

Service Request ID	Description
11094254370	The following issues with Purchase Order authorisation have been addressed: Authorisation checks on Purchase Orders did not take foreign currencies into account. This could cause problems if, for example, a user's authorisation limit was set in dollars, but they were making a purchase in lire or yen—even a small purchase could exceed the limit. This has been resolved; authorisation limit checks are now done in the local currency, not in the supplier's currency. In certain circumstances, it was possible to print or e-mail an unapproved Purchase Order. This happened if the focus was on an authorised order when the **New** button was clicked to create a new order—the new (unapproved) order could be printed or emailed before clicking **Save**. This has been resolved; Purchase Orders cannot be printed or emailed if they are over the user's authorisation limit.
11519520698	With extended Purchase Order statuses enabled, the error "HeaderQuery: Field 'STATUS' not found" appeared after converting a Purchase Order quote to a full order. This has been resolved.
11494828371	The maximum number of lines on Purchase Orders, Creditors Invoices and Inwards Goods Receipts has been increased from 400 to 2000. However, 400 is still recommended as a sensible maximum; having more than this may affect performance.
11911395233	It is now possible to add new lines to a partly processed Purchase Order using the normal entry grid, and to edit the details of any line that is not already either receipted or invoiced—see page 176
11075706112	Custom buttons have been added to the Purchase Orders screen—see page 172.
-	It was not possible to add or edit line narratives on partly processed Purchase Orders; any changes made would be lost when the Purchase Order was saved. This has been resolved.
General Ledger	
11286847734	Automated General Ledger reversal entries showed an incorrect transaction date. This has been resolved; instead of inheriting the date of the original transaction, reversal transactions now show the start date of the new period into which the transactions are inserted. The SOURCE_SEQNO of reversal transactions is now set to the SEQNO of the original transactions, and the NARRATIVE_SEQNO is now set to the NARRATIVE_SEQNO of the original transactions.

Service Request ID	Description
11520790533	It was possible to delete a General Ledger account that was included in one or more recurring or suspended batches. Loading and posting one of these batches after deleting the account would result in an imbalance. This has been resolved; an error message now appears when a user attempts to delete an account that is included in batches:

11701707600	On sites that used Excel 2010, when a General Ledger Report was delivered via Clarity template directly to Excel (i.e. when the **Deliver to Excel** option was selected on the Run GL Report window), an error message could appear and the report would not open in Excel. This would happen if the EXO Business reports folder was not set up as a trusted file location; the protected view message was intercepted as a general file error by EXO Business. There was no option to continue; users had to go to the folder and open the file manually or open the Trust Center in Excel and add the EXO Business temporary directory as a Trusted Location to prevent the error. (The temporary directory is specified by the **Directory location for temporary files** Computer-level profile setting.)

This has been resolved, in the respect that it is now consistent with the rest of EXO Business: the file opens in Excel automatically and users are presented with a Trust warning, which they can override to continue. If the EXO Business temporary directory has been set up as a Trusted Location in Excel, the warning does not appear. |

> **Note:** As a consequence of this fix, and of supporting Excel 2010 with enhanced security, when reports are opened in Excel 2007, an Office File Validation message now appears. Users can safely click **Open** on this message window to proceed. Alternatively, they can set EXO Business to be a trusted source, and thereafter the message will not appear.

11245133015	The Run GL Reversals function is now available as a menu procedure, which can be added manually to menus for the core EXO Business application. (Previously, this function was only available in EXO Business Config at **Utilities > General Ledger > Utilities > Misc**.)
-	For GL Reports with large numbers of branches, the GLREPORT-N table contained null values past 60 columns. The maximum number of allowable columns in a GL report has been increased to 200.
-	When posting auto-reversing GL transactions, the user is now prompted to post the reversal to the next period.
-	If the period that auto-reversing transactions are being written to is locked, a warning message is now displayed and the batch is not processed.

Service Request ID	Description
Dashboard Widgets	
11866725885	"Type mismatch" errors would occur sporadically when viewing the Activity Search widget. After they occurred, the controls on the application's title bar (including the shortcut menu) would disappear or not behave correctly. This has been resolved.
11696566834	Pivot Table and Grid widgets allowed any SQL to be entered on the SQL tab; this posed a risk to the security and integrity of the system if commands like DELETE, DROP or UPDATE were entered. This has been resolved; new profile settings allow users to be restricted from entering certain SQL keywords. See "SQL Widget Keyword Restrictions" on page 170 for details.
11712094414	The ability to page through multi-page Clarity widgets has been added. See "Clarity Widget Page Navigation" on page 170 for details.
11679364696	The End of Month Workflow widget on the End of Month tab of the main Business Flow Menu was missing three buttons at the bottom of the panel (Exch. Rate Variance Calculator, Month End Reports and Roll End of Period). This has been resolved; the buttons are now available.
-	The Recent Items widget displayed items for all users, instead of showing only the most recent items for the logged in user. This has been resolved.
-	The value of the **Grid Click To** dropdown on the SQL tab of Grid Widgets was not saved when other widget settings were saved; it always defaulted to the first item in the list at the start of each session. This has been resolved; the setting of this property is saved along with the other widget settings when the **Save Settings as Default** option is selected from the widget's menu.

EXO Business Config

Service Request ID	Description
11508050281	The following settings were not available if an EXO Business Config licence was not present: • Essential > General Settings > Withholding Tax on Creditors Payments • Essential > General Ledger > Cost of Sales Method As EXO Business Config no longer requires a licence, these settings should always be visible. This has been resolved.
11038665586	The **Get Licences** button on the Company > Registration screen performed no function and generated an error message when clicked. This button has been removed.

EXO Job Costing
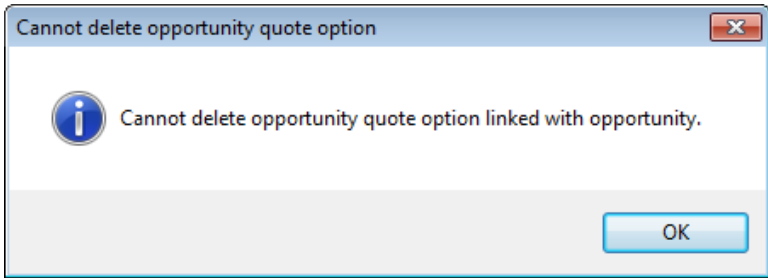
Service Request ID	Description
11544222962 11782584871 11538557741 11137756206	The best price function would override prices on the Invoice screen if the invoice was launched from Job Costing and the user clicked on the grid. This happened even if the **Allow editing of job cost invoicing** profile setting was disabled. This issue has been resolved.
11083938635 11079267271	It was not possible to create assets if the **Enable serial number tracking** profile setting was disabled; attempting to create assets would either fail or generate an Access Violation error. This has been resolved; create asset functionality now works with and without serial number tracking.
11079195906 11116324577 11210714193	Moving a stock line that came from a Purchase Order from one job to another resulted in incorrect stock movement transactions and hence incorrect GL journals. This has been resolved.
11112433679 11770969967	The GL journals created when a job line was written off were incorrect. This has been resolved; when writing off a job line, the following journals are now created: • Debit cost price from Stock Adjustment • Credit cost price to Stock on Hand
11116623992	Incorrect GL journals were created when adding stock items to the Cost tab without using a WIP location. This has been resolved; in this situation, the following journals are now created: • Debit cost price from Cost of Goods Sold • Credit cost price to Stock on Hand
11171450163	The filter settings on the Search tab of the Job Management screen were cleared whenever a job was edited and saved. This has been resolved.
11191890790	When attempting to substitute a kit component on the Quote/Budget tab of a job that had already been saved, the new component would be added underneath the original one instead of replacing it. This has been resolved.
11055708114	When adding stock items to the Quote/Budget tab, the GST settings for the stock item and Debtor were ignored, and the default GST rate was always applied. This has been resolved; the GST hierarchy (Debtor rate > Stock rate > default rate) is now followed correctly on the Quote/Budget tab.
11508696949	Narratives entered on the Quote/Budget tab flowed through to the Purchase Order, but after the Purchase Order was receipted and costed and the costing was written to JOB_TRANSACTIONS, the narrative did not flow through to the Cost tab. This has been resolved.
11863639626	The Opportunity tab on jobs displayed all Opportunities for the related Debtor, rather than the Opportunity that the job was created from. This has been resolved; the Opportunity tab has been removed, and a new **Opportunity** field has been added to the Details tab (see page 163).
11741565762	When editing a job that had one or more serialised stock items on the Cost tab, the prompt for serial number assignment did not appear when users saved and exited out of the Cost tab. This has been resolved.

EXO Business POS

Service Request ID	Description
11240178336	In some cases, laybys were not closed out correctly when the final payment was made, as a small balance remained due to rounding differences. This has been resolved; laybys now allow up to a $0.05 balance remaining when closing out, allowing for rounding issues.

EXO Business CRM

Service Request ID	Description
11797462718 11796517981	When adding a kit to an Opportunity Quote for a Non Account, the sell price used would be the price assigned to the Debtor account whose ID number was the same as the Non Account's ID. (If there were more Non Accounts than Debtors in the system, the error "SELLPRICE not found" would appear.) This has been resolved.
11863639593 11870480268	When converting an Opportunity to a job quote or a Sales Order, the Opportunity's Contact was not copied to the job/order. This has been resolved.
11863639560	Opportunities' ID numbers were not displayed in EXO Business CRM. This has been resolved; a new **Seqno** column is available on the Opportunity Search window and widget, and the Seqno is displayed on the grey title bar on the Opportunity window.
11863639129	Extra Fields that had been set up for Opportunities could not be added to the search grid on the Opportunity Search window/widget. This has been resolved; any Opportunity Extra Fields with the **Dialog type** set to "Grid Column" will be available on the search grid.
11706579644	The **Weighted Val** and **Weighted Est** columns on the Opportunities Search window were not formatted as currency. This has been resolved.
11855920575	It was not possible to open an Opportunity by highlighting it and pressing ENTER. This has been resolved; ENTER can now be used to open an Opportunity.
11863639228	When printing an Opportunity or quote from EXO Business CRM, the system did not prompt the user to save, as it did elsewhere. This has been resolved.
11822497730	A new **User can modify visible columns in CRM Opportunity Quote grids** profile setting has been added. If this setting is disabled, the user will not be able to reset the Opportunity Quote tab grid to its defaults, nor will they be able to select or hide additional columns in the grid. See page 164 for details.
11855995294	The error "List index out of bound(0)" could appear when saving an Activity in EXO Business CRM. This has been resolved.
11872973675	Quotes created from an Opportunity that included a kit did not correctly populate the KITCODE field of the SALESORD_LINES table. This has been resolved.
11863639106	Extra Fields that had been added to Opportunities were not saving. This has been resolved; when Extra Fields are added (to any table), all affected views are refreshed, and all views are refreshed as part of a DBUpdate.

Service Request ID	Description
11055708114 11021648131	When adding stock items to the Quote tab, the GST settings for the stock item and Debtor were ignored, and the default GST rate was always applied. This has been resolved; the GST hierarchy (Debtor rate > Stock rate > default rate) is now followed correctly on the Quote tab.
11763090681 11760463746	Previously, it was possible to delete an Opportunity Quote Option that was still being used by quote lines. This has been resolved; an error message appears if the user attempts to delete a Quote Option that is currently in use:

Service Request ID	Description
11831398079	When converting an Opportunity to a Job Quote, the **Job Status** field was read-only. This meant that if a default Job Status had not been specified (by setting up the **Default Job Status** profile setting), the newly converted Job Quote could not be saved, as a status was required, but one could not be specified. This has been resolved; the Job Status field is now editable when converting an Opportunity to a Job Quote.
11863639547	When editing an Opportunity quote, after adding a new line and pressing ENTER, the focus would jump back to the top line of the quote. This has been resolved.
-	The tax rate when adding Opportunities for Non Accounts did not default to the tax rate of the Debtor template account selected for that Non Account; instead the tax rate defined for the Debtor account with same ID number as the Non Account was used. This has been resolved.
-	On the Opportunity Quote tab, right-clicking on a kit and selecting the **Duplicate a Kit** option generated the error "QuoteQuery: Dataset not in edit or insert mode." This has been resolved.
-	Error messages appeared on the Opportunity Quote tab when setting Cost Types or Cost Groups for a kit line, if the Cost Type and Cost Group columns were not displayed. This has been resolved.
-	When adding a new document from the Documents tab of the Opportunity window, the document was not associated with the Opportunity and did not appear on the Documents tab. This has been resolved.
-	When viewing the Activity Search widget in "Calendar View" mode, the Task list at the bottom of the widget displayed Tasks for all users, instead of only showing Tasks belonging to the logged in user. This has been resolved.
-	When synchronising Contacts with Microsoft Outlook, the email address from EXO Business was not copied to the Email field in Outlook. This has been resolved.

EXO Business Analytics

Service Request ID	Description
11665829901 11613353813	The "Top 10 customers by YTD sales value" widget incorrectly multiplied (doubled, tripled or more) the sales values of Debtor accounts with multiple Contacts. This has been resolved; the view used by this widget, VW_FACT_DEBTOR, has been modified to always return Debtor accounts once only. (The VW_FACT_CREDITOR view has been similarly modified.)
11721721561	After selecting **Refresh Snapshot** from the Utilities menu, the snapshot figures were not updated. This has been resolved; the function FN_MANREP_CALC_BRANCHES and the stored procedures SP_MANREP_SNAPSHOT_CURRENT and SP_MANREP_SNAPSHOT_RETRO have been updated to recalculate snapshots correctly.
11712094305	On the last day of every month, EXO Business Analytics would not load correctly, generating a warning message saying that reporting periods needed to be defined. This meant that it was not possible to view snapshots on the last day of the month; the workaround was to modify the time portion of the **End of Financial Period** property on Sales Periods to be the last second of the last minute of that day. This has been resolved.
11765833910	The "Orders List (Classic)" widget did not respect the **Exclude Quotes from Sales Orders** setting, and always showed Quotes. This has been resolved; this widget now displays or hides Quotes depending on the value of the **Exclude Quotes from Sales Orders** setting.
11588387706	The **Budget Period** field on the Sales Summary widget always displayed the value for all branches, instead of just the selected branch. If there were no sales for the period, the **Budget Period** value was $0. These issues have been resolved; the stored procedure SP_MANREP_SNAPSHOT_CURRENT has been updated to calculate this value correctly.
11171111311	In some cases where multiple branches were set up, Branch Budgets from the wrong period would be recorded in branch snapshots. This has been resolved.

Clarity Reports

Service Request ID	Description
11911164875	As of the upgrade to Clarity Report Builder version 12 in EXO Business 8.2.0.0, it was not possible to have multiple charts on a single page; only the last chart on the page would display. Multiple charts can now appear on a single page. This is done by converting all charts to images, except for the last chart on the page. This has the limitation that drilldown is not available for any of the charts except for the last one. If the page is resized in the preview, the last chart may appear in a different scale (this does not affect printing).
11894711878	The Creditors' Payables report (**CRTPayables.CLR**) did not order by name; it would always sort by account number, regardless of how the report filters were set. This has been resolved.

Service Request ID	Description
11905926252	The standard Sales Order forms such as **SalesOrd.CLF** and **WorksOrd.CLF** would sometimes show serial numbers on lines where there was no serialised item. This has been resolved.
-	An exception error occurred when adding a sub-report to a report. It was necessary to save and then exit from EXO Business completely before continuing to edit the report; otherwise multiple blank sub-reports would be added. This has been resolved.

EXO Intercompany

Service Request ID	Description
11525361117	When using reversing GL journals, the original journal that was flagged as a reversing journal in the source company would upload to the consolidation database also as a reversing journal. This had the effect of the journal being reversed twice. This has been resolved; auto reversals are only processed for the local journal and consolidated GL transactions and GL batches always set the AUTO_REVERSE flag to false.
11693257968	A new Company-level profile setting is available to control whether or not periods are required to be synchronised when downloading transactions—see page 186.
-	The Intercompany Source functions required a licence even when using the demonstration database (EXO_DEMO). This has been resolved.

EXO Business 8.3.1.0

The 8.3.1.0 release addressed issues identified after the release of 8.3.0.0

Resolved Issues

EXO Business Core

Service Request ID	Description
11678995542 11678995602	Selecting the **Run GL Reports** menu option resulted in the error message "Error locating or opening file: Run GL Reports". This has been resolved.
-	On opening an existing Non Account, the Details tab control would not be visible. The content of the tab appeared correctly, but because the tab control was not available, it was impossible to return to the Details tab after moving to another one. This has been resolved.
-	The **Email** field for Non Accounts only allowed 30 characters, where all other Email fields in the system allow 60 characters. This has been resolved; Non Accounts now support email addresses up to 60 characters long.
-	Non Account names were always restricted to uppercase, regardless of what was configured for the **Force account name to uppercase** profile setting. This has been resolved.
-	It was not possible to exclude inactive Companies from appearing on the Company Search widget/window. An **Active** filter flag has been added to this view; when ticked, only active accounts will be returned.
-	Right-clicking on a Company in the Company Search widget/window and selecting **New Opportunity** or **New Activity** resulted in an error message. This has been resolved.
-	It was not possible to refresh standard Grid and Pivot widgets. A **Refresh** option has been added to the dropdown menu on the title bar for Grid and Pivot widgets (accessed by clicking the icon).
-	In existing live databases, attached documents did not appear on the Documents tab of the Opportunities window. This has been resolved.
-	When editing an Opportunity that had quote lines, if the user made changes on the Details tab and saved without going to the Quote tab, the quote totals would be reset to zero. This has been resolved.
-	Any History Notes added to an Opportunity would appear on all accounts in the system. This has been resolved.

Service Request ID	Description
-	Error messages would appear when using a Custom View to search for Opportunities if extra search fields had been added via the **Extra Opportunities Search Fields** profile setting. This has been resolved.
-	The totals section at the bottom of the Opportunity Quote tab has been updated: • The Total Hours and Total Labour Allowance fields have been removed. • Sub Total, GST Total and Total Price fields have been added. • The appearance of the Total Cost, Markup and Margin fields is now controlled by the **Hide stock costs** User-level profile setting.
-	The message box that asked users if they wanted to change the status of an Opportunity was titled "Update Job Status". This has been changed to "Update Opportunity Stage".
-	The OPPORTUNITY_QUOTE table did not store the OPPORTUNITY_QUOTE_OPTIONS.SEQNO value, which made it difficult to write meaningful reports. This has been resolved; an OPTION_NO_SEQNO field has been added to the OPPORTUNITY_QUOTE table to hold this value.
-	After changing values in the **Quantity** column of the Opportunity Quote tab and saving, the **Quote Value** total on the Details tab was not updated. This has been resolved.
-	The **Total** column for a kit header item was blanked out if the Quote Options were changed. This has been resolved.
-	Setting an Opportunity quote line to "LOST" did not update the **GST total**. This has been resolved.
-	After changing any field in the last line of an Opportunity quote, the **Quote Value** field on the Details tab was not updated. This has been resolved.
-	After converting an Opportunity quote to a Job quote, it was not possible to add kit items or stock items to the quote. This has been resolved.
-	The error "Floating point division by zero" appeared when converting an Opportunity quote to a Job quote, if the Opportunity included a Kit that was priced by total. This has been resolved.
-	The **Save** and **Save & Exit** buttons on the Opportunity window were available when accessing the window in read-only mode from the EXO Business core module. This has been resolved; all buttons are disabled when viewing Opportunities in read-only mode.
-	If the **Hide kit components** check box was ticked on the Opportunity Quote tab, any changes to the Quote total were not reflected in the **Quote Value** field on the Details tab. This has been resolved.
-	A new version of the Opportunity.CLF form is included in this release. This form has been updated to use the OPPORTUNITY_QUOTE_OPTIONS.SEQNO field.

Service Request ID	Description
-	Any line discounts that were manually entered for an Opportunity quote were not passed through when the quote was converted to a Sales order. This has been resolved.
-	The **Variance** column on the Sales Team Budget View widget contained incorrect values where any rows contained null values. This has been resolved.
-	The message "Hide this panel if you have no need of it" appeared on Search windows if the **Show graphical enhancements** Computer-level Profile setting was turned off. This message has been removed.
-	The **Send Email to** option on the Contact Search widget's right-click menu displayed the wrong Contact name if the user right-clicked on a Contact with an email address, then right-clicked on a Contact without one. This has been resolved; when right-clicking on a Contact that does not have an email address, the **Send Email to** option displays the correct name, but the option is greyed out.
-	The arrow controls at the top of the Sales Team Budget editing window did not navigate between periods in the correct order. This has been resolved.
-	The values in the **Actuals Period** column on the Sales Team Budget Models window had to be manually set every month. These values are now set automatically following an End of Period operation.
-	DBUpdate would fail on some installations with the error "String or binary data would be truncated." This was related to the length of the PROSPECT.NAME field; in some earlier versions, this was set to 100 characters, but was resized to 40 characters in EXO Business 8.3.0.0. This has been resolved; DBUpdate now sets the length of the PROSPECT.NAME field to the smallest value that will fit all existing data or to 40 characters, whichever is largest.
-	The Database Update did not work for EXO Business CRM when launched from the EXO Configuration Assistant application. This has been resolved.
-	If multiple attachments were included in a mailshot of Debtor Statements, attachments were either doubled up or sent to only the first email address in the list. This has been resolved.
-	"Catastrophic failure" error messages appeared when trying to create a new Sales Team Budget on Windows XP. This has been resolved (the messages were caused by backwards compatibility issues with the SQL client; the relevant queries have been rewritten to avoid these errors).
-	After installing a new blank database, access violation errors would occur in the EXO Business core module if the Job Costing module was added. This has been resolved.
-	The default menu for EXO Business CRM included a **Quick Insert Template** function. This menu function was not relevant to CRM and generated an error message when it was selected. This has been resolved; the **Quick Insert Template** function has been removed from the default CRM menu.

Clarity Reports

Service Request ID	Description
-	The **Tools > Summary to bottom** option in the Clarity Designer did not work with the AlignToBottom property on the Summary section; selecting this option prevented the Summary section from appearing when the report was printed. This has been resolved.

EXO Business 8.3.0.0

The focus of the 8.3.0.0 release was on the addition of the EXO Business CRM customer relationship management module to the EXO Business system. This release also addressed issues identified by users and business partners.

New Features

EXO Business CRM

EXO Business CRM is a new add-on module that adds Customer Relationship Management functionality to the MYOB EXO Business system. With EXO Business CRM, users can manage contacts, companies, prospects, tasks and appointments—as part of the EXO Business system, EXO Business CRM has access to all relevant records in the EXO Business database. EXO Business CRM also integrates with Microsoft Outlook to synchronise contacts, tasks and appointments between the two systems (see "Outlook Integration" on page 222).

The EXO Business CRM interface makes extensive use of Dashboard widgets, allowing the interface to be tailored to each user's specific needs. When creating Dashboard widgets, "EXO Business CRM" has been added as an option to the **Module Visibility** property, so that widgets can be created for use in EXO Business CRM only.

EXO Business CRM allows drill-down access to all relevant sections of the EXO Business core module. Details relating specifically to CRM can be edited, e.g. details of Contacts and Non Accounts, but all other details are read-only when accessed from EXO Business CRM. No transactions can be generated from CRM—for example, while it is possible to generate a Sales Order Quote from an Opportunity in EXO Business CRM (see "Opportunities" on page 214), that quote must be processed as a Sales Order in the EXO Business core module.

Licensing

The EXO Business CRM module requires separate licences to run—one CRM licence is consumed on logging in to EXO Business CRM.

CRM features, such as the ability to add and edit Opportunities, can be added to menus in the EXO Business core module. When CRM features are added to the core menu, CRM-specific functionality becomes available throughout the system. This allows authorised users to manage the whole end-to-end process in EXO Business without needing to switch between the core and CRM modules. However, doing so consumes a core licence <u>and</u> a CRM licence when logging in to EXO Business.

If an employee attempts to open the EXO Business core module with CRM features added, but a CRM licence is not available, they are given the option of quitting or running EXO Business with all CRM features disabled.
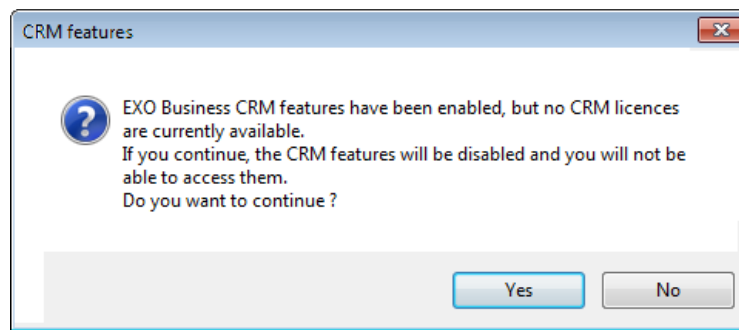
A warning message is displayed when adding CRM-specific menu items in the Menu Designer, to avoid users inadvertently consuming CRM licences by mistakenly adding CRM functionality to a core menu.
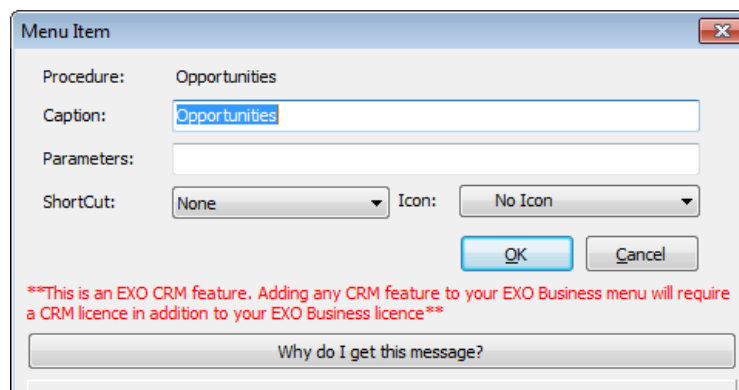
Licensing Example 1

- A site has three Core licences and four CRM licences.

- Three employees are running the EXO Business core module with CRM functionality.

In this situation, a salesperson would be able to run the EXO Business CRM module, as there is still a CRM licence available. However, no other employees would be able to run the EXO Business core module.

Licensing Example 2

- A site has five Core licences and five CRM licences.

- Four employees are running the EXO Business core module with CRM functionality.

- One employee is running the CRM module.

In this situation, four out of five Core licences are in use, and all five CRM licences are in use. This means:

- No other employees would be able to run the EXO Business CRM module.

- If another employee tried to run the core module with CRM functionality enabled, they would not be able to access CRM functionality from within the core module.

- If another employee tried to run the core module, and CRM functionality had not been enabled for them, they would be able to run the core module as normal.

Note: To see how many users are accessing each module at any one time, open EXO Business Config, select **About** from the Help menu and click the **View Users** button.

The CRM Interface

The default Business Flow Menu for the EXO Business CRM module contains several tabs. All tabs in the EXO Business CRM interface are composed of Dashboard widgets, and can therefore be customised in any way the user requires.

On starting up EXO Business CRM, the default My Day tab is displayed. This tab provides an overview of the any upcoming Activities and Opportunities.
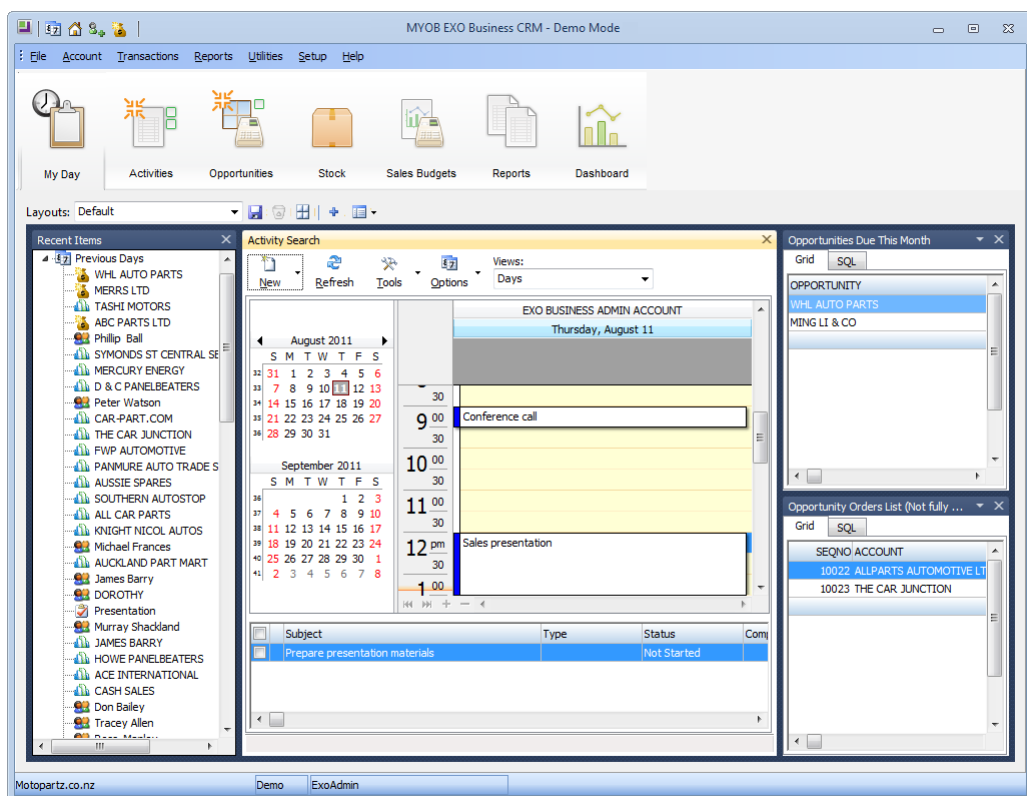
Additional tabs contain workflow menus and widgets that relate to all areas of the CRM system.

Several Search and Quick Add functions are available as widgets and standalone windows (see "Quick Add Functions" on page 224). These functions streamline the process of adding new records and finding existing ones in EXO Business CRM.

A shortcut menu is available to provide quick access to commonly used functions (see "Shortcut Menus" on page 225).

Companies

EXO Business CRM includes a Company Search view, which is available as a Dashboard widget and a standalone window.

The Company Search view displays all Debtors, Creditors and Non Accounts in one list. Colour is used to indicate the type of account: Debtors are green, Creditors are red, and Non Accounts are black.
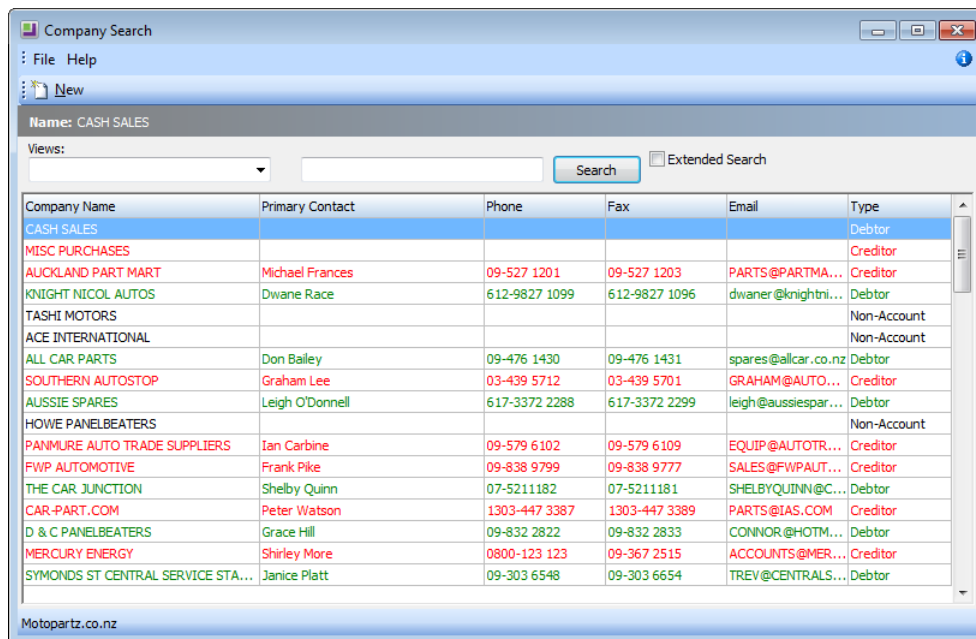
Users can enter search terms and click **Search** to filter the list of companies, or select a pre-defined view to filter the list.

Double-clicking on a company opens the record for that account. Only Non Accounts can be edited from EXO Business CRM; Debtor and Creditor records are read-only.

Click the **New** button to create a new Non Account company record (which can be converted to a Debtor or Creditor at a later time if necessary).

Right-clicking on a company gives options to send an email to the company, create a new Opportunity for the company, or create a new Activity for the company.

Non Accounts

Non Accounts are of particular importance in EXO Business CRM, where they represent sales prospects. This release includes several enhancements to Non Accounts.

The following changes have been made to the Non Account Details window:

3. A Documents tab has been added. This tab behaves in the same way as the Documents tabs on the Debtors and Creditors windows, and is used to store emails sent to the Non Account (see "Saving Sent Emails" on page 230).

4. The **Type** property for Non Accounts is now a user-definable list of descriptive account types, providing an extra level of classification for Non Accounts. In previous versions, this property was used to convert Non Accounts to Debtors or Creditors (e.g. changing the Non Account's Type to "Debtor" converted it to a Debtor account). This is no longer the case; Non Accounts can now be converted only by using the **Convert to Debtor** and **Convert to Creditor** toolbar buttons (the "Debtor" and "Creditor" types are no longer available).

5. An **Account Template** can now be specified for Non Accounts. The selected Debtor account is used as a template when creating Opportunity quotes for the Non Account; any pricing rules set up for the template account will be applied to the Non Account. The **Base Price** property is now inherited from the selected template account.

To aid in searching for a template account, a new **Show account template only** option has been added to the Account Search window when searching for an account template. When this option is ticked, only Debtor accounts whose **Account Template** flag has been ticked will be displayed on the Search window.
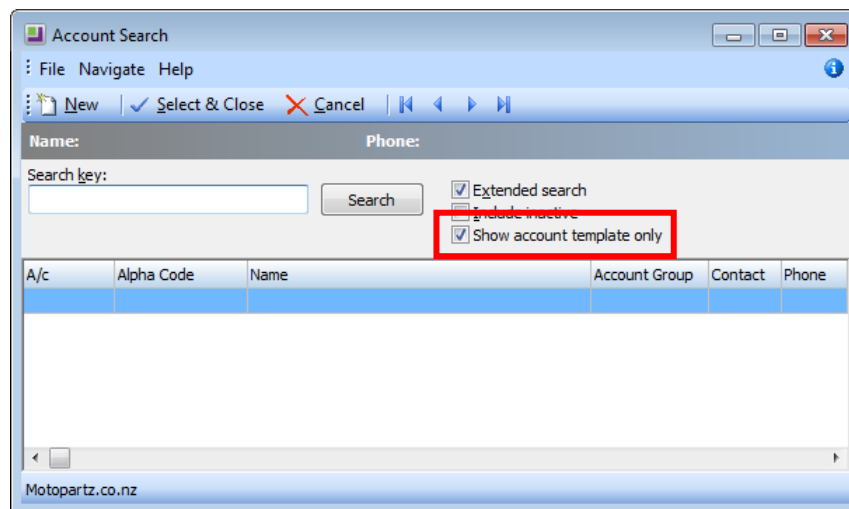
6. A **Delivery Address** can now be specified for Non Accounts.

7. Separate areas for **Extra Fields** and freeform **Notes** are now labelled.

Activities

In previous versions, Tasks could be scheduled and assigned to accounts. EXO Business now differentiates between Tasks and Appointments, which are treated the same as they are in Microsoft Outlook. Tasks and Appointments are now referred to collectively as Activities; the Tasks tabs on the Debtors, Creditors, Non Accounts and Contacts windows have been renamed to "Activities".

> **Note:** In an upgrade to EXO Business 8.3, all existing Tasks will be converted to Appointment-type Activities.

Activities can be synchronised with Microsoft Outlook (see "Outlook Integration" on page 222). When synchronising Activities, the distinction between Tasks and Appointments is preserved, e.g. Activities that exist as Tasks in EXO Business will appear as Tasks in Outlook after Activities are synchronised.

The following changes have been made to the Activity window:

1. A dropdown box lets users specify whether the Activity is a Task or an Appointment.

Note: In an upgrade to EXO Business 8.3, all existing Tasks will be converted to Activities with the **Activity Type** set to "Appointment".

2. A new **Sync with Outlook** flag is available to control whether or not the Activity will be synchronised with Microsoft Outlook (see "Outlook Integration" on page 222).

Note: In an upgrade to EXO Business 8.3, this flag will be enabled by default for all existing Tasks, i.e. existing Tasks are all synchronised by default.

3. Activities can be associated with Opportunities (see page 214) as well as Companies and Contacts.

4. A new **% Complete** property is available for Tasks only.

5. The **Show time as** property now applies to Appointments only.

EXO Business CRM includes an Activities Search view, which is available as a Dashboard widget and a standalone window. This view displays Activities in two different formats:

- List View, where all Activities are displayed in a single list. Tasks are highlighted in green; Appointments are not highlighted.
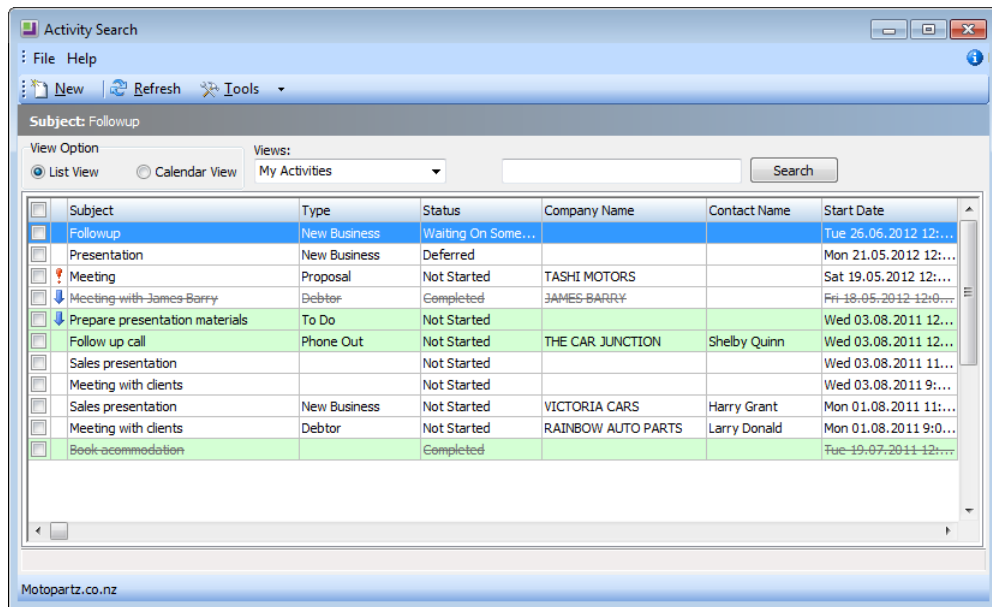
- Calendar View, where Appointments are displayed on a Calendar interface, with Tasks listed below.
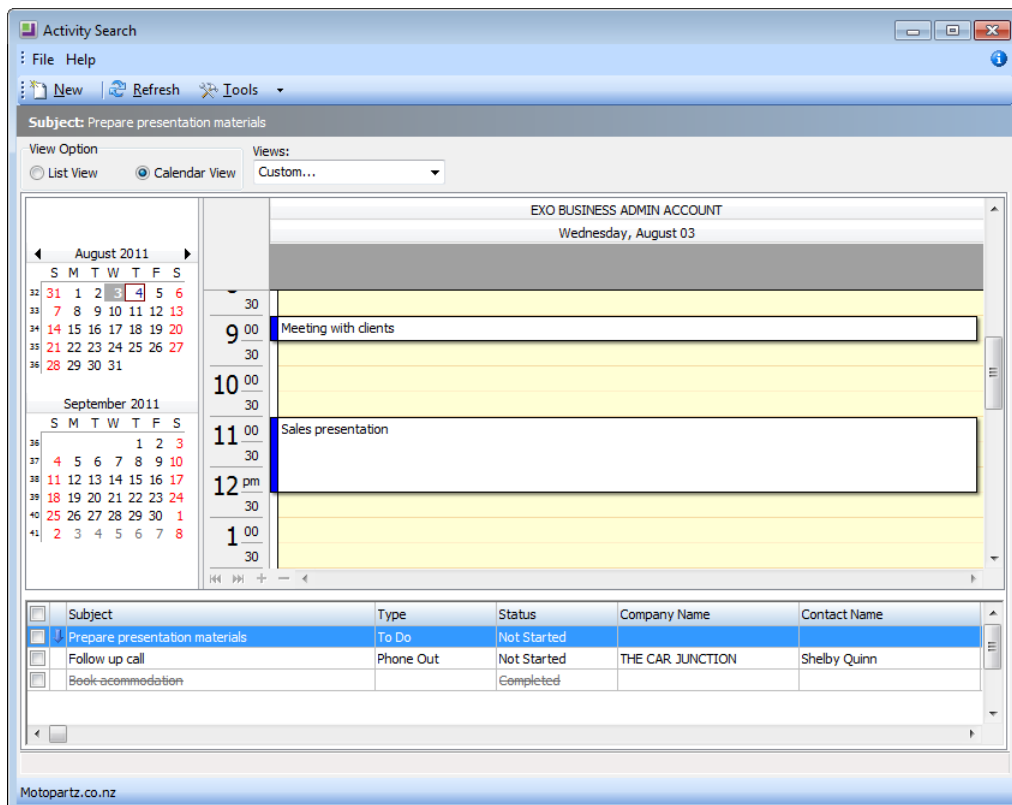
Both views include a **Tools** dropdown menu that contains functions for synchronising Activities, as well as general setup functions:
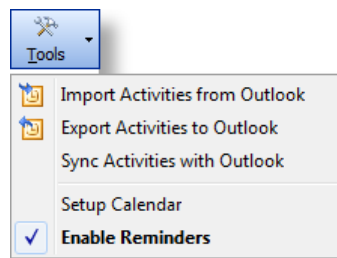
Opportunities

Opportunities are a new feature introduced for EXO Business CRM. Opportunities represent transactions that do not yet have a financial dimension; they are a stage before the generation of a quote. Once complete, an Opportunity can be converted to a quote or job.

EXO Business CRM includes an Opportunities Search view, which is available as a Dashboard widget and a standalone window.

Opportunities can be associated with Companies (Debtors, Creditors, Non Accounts) Contacts and Jobs. New Opportunities can be created from the Opportunities Search window or directly from the relevant Company, Contact or Job.

Note: Profile settings are available to set defaults for the **Type**, **Lead Source** and **Stage** properties.

Quotes can be generated against an Opportunity on the Quote tab. This tab replicates most of the functionality of the Quote tab in the EXO Job Costing add-on module (functions specific to jobs are not included).
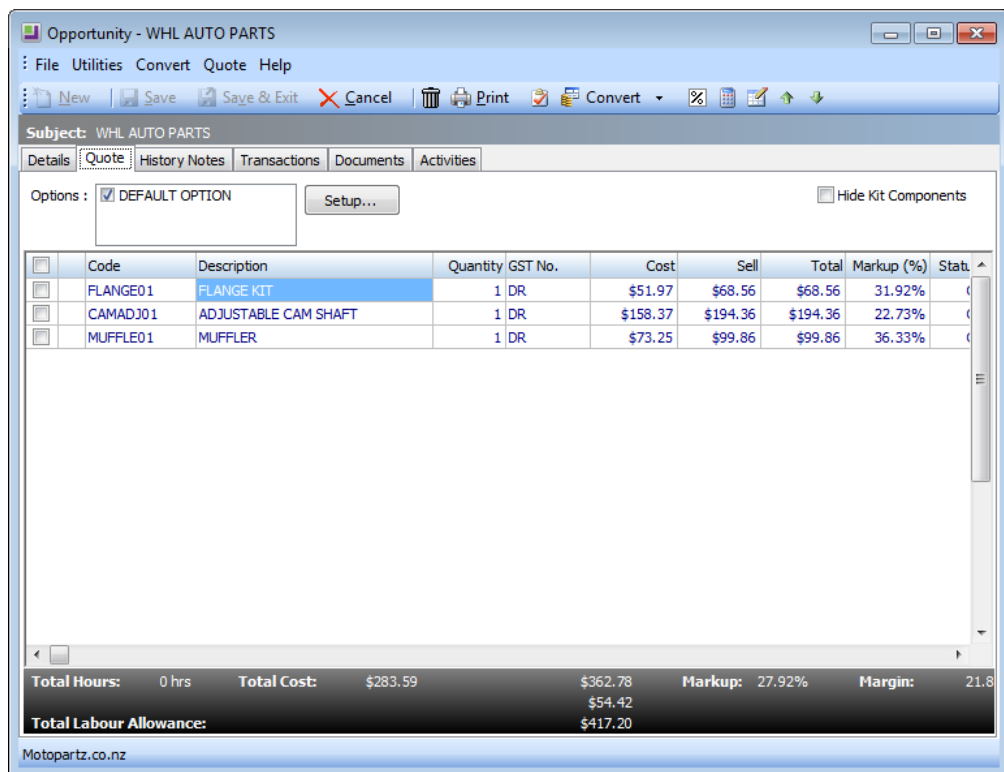
An Opportunity can be converted to one of the following:

- A Sales Order Quote.

- A Job Quote, i.e. a Job where all information is on the Quote tab and no transactions have been activated.

Opportunities are converted by selecting an option from the **Convert** dropdown:
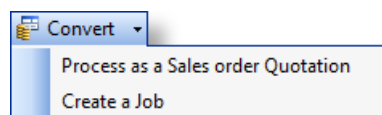
> **Note:** An Opportunity must be associated with a Debtor account before it can be converted to a quote. If the Opportunity is currently associated with a Non Account, the user will be given the option of converting the Non Account to a Debtor before converting the Opportunity.

A new Company-level profile setting is available to determine which salesperson should be assigned to a converted Opportunity. If the **Default salesperson for converting opportunity quotes** setting is enabled, then when an Opportunity is converted to a Sales Order Quote, the salesperson assigned to the order will be the staff member who is assigned to the Opportunity. If this setting is disabled, the salesperson will be assigned according to the existing **Default salesperson identification method** profile setting.

Opportunities are available in the core EXO Business module and the Job Costing add-on module. An Opportunities tab and toolbar is available on the Debtors, Creditors, Non Accounts, Contacts and Job Details windows; however, Opportunities are read-

only unless CRM is licensed, i.e. unless CRM functions have been added to the core module's menu (see "Licensing" on page 206).

Opportunities support Extra Fields on the Details and Quote tabs (select the OPPORTUNITY or OPPORTUNITY_QUOTE table when creating an Extra Field).
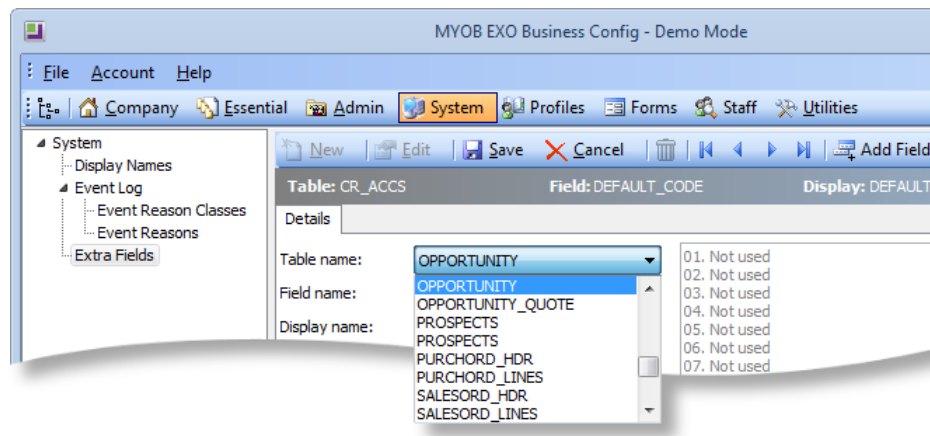
Opportunities support the Event Log functionality available in EXO Business; every change to an Opportunity field is recorded in the AUDIT_TRAIL table and can be reported on in the same way as all other events in the Event Log.

> **Note:** Opportunities do not support foreign currency, hidden costs and tax-inclusive systems. The Opportunities window functions as normal in these cases, but the reliability of any generated transactions cannot be guaranteed.

Opportunity Stages

The **Stage** property of Opportunities is used to define the sales process in EXO Business CRM. Opportunity Stages function in a similar manner to the Job Statuses used in the Job Costing module.

The new **Default Opportunity Stage** User-level profile setting determines the default Stage for new Opportunities (if no Stage is entered, the first Stage in the list is used as the default).

As with Job Statuses, Opportunity Stages can be customised and new stages can be created. Each stage has a number of configurable properties that determine what can be done to the Opportunity at each stage. A default **Probability** can also be assigned for each stage. (The Opportunity Search view displays **Weighted Val** and **Weighted Est** values; these are calculated by multiplying the Opportunity's **Quote Value** and **Estimate** by the **Probability**.)
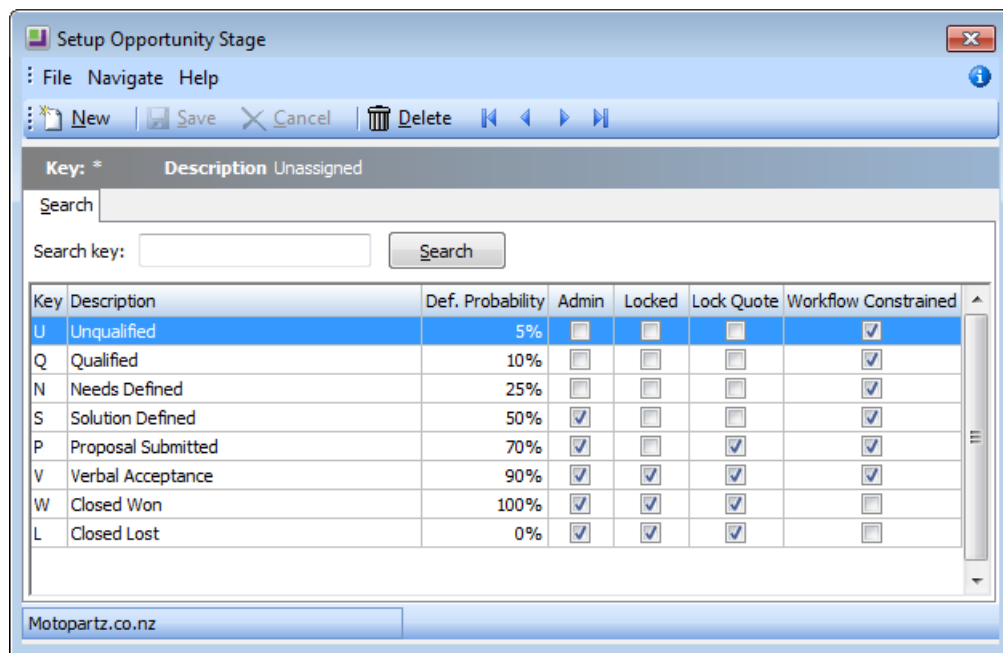
Workflow constraints can also be applied to each stage; these constraints determine how the sales process works, by specifying which stage(s) an Opportunity can be moved on to from any point in the process.
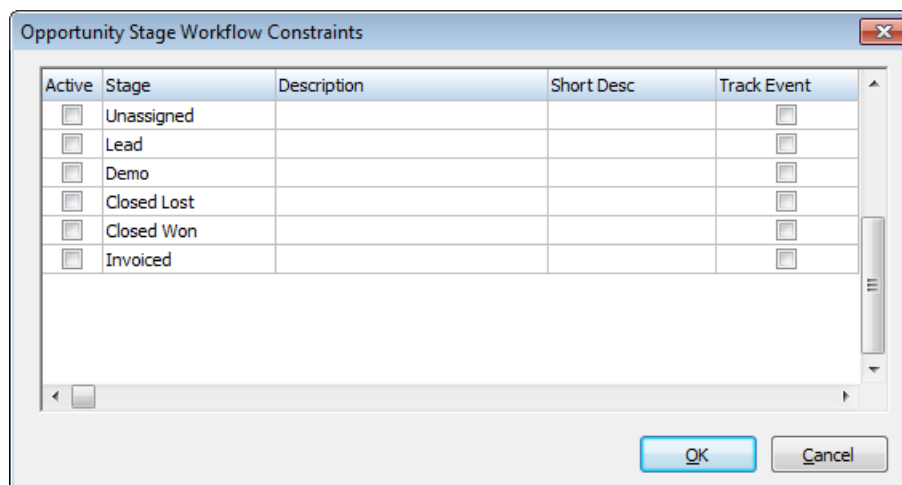
As with Job Statuses, changes in Opportunity Stage can be tracked in the EXO Business Event Log by enabling the **Track Event** check box(es).

Contacts

Contacts are an important part of the EXO Business CRM system; all Contacts functionality from EXO Business is available in EXO Business CRM. A Contacts Search view is available within EXO Business CRM as a window and a Dashboard widget. A Contacts Quick Add function is available for quick entry of new Contacts (see "Quick Add Functions" on page 224).

The Contacts Search view now allows for the selection of multiple Marketing Profiles:
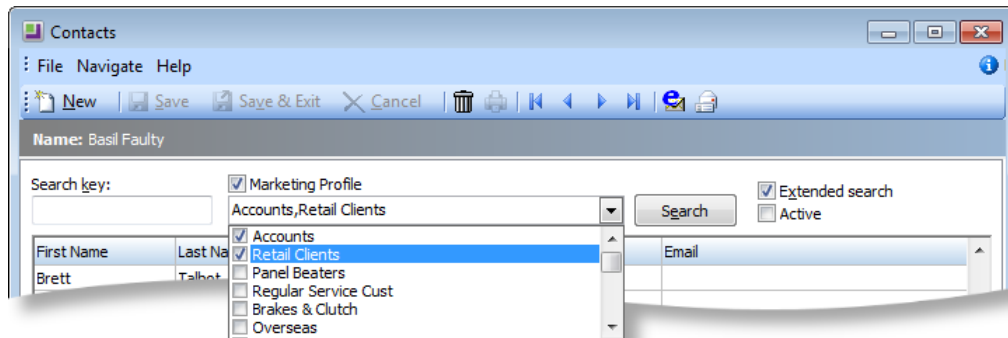
> **Note:** This feature is also available in the EXO Business core module.

EXO Business Contacts can be exported to Microsoft Outlook—see "Outlook Integration" on page 222. A new **Sync with Outlook** flag is available on the Details tab of the Contacts window to control whether or not Contacts will be exported to Outlook.

> **Note:** In an upgrade to 8.3, this flag will be disabled by default for all existing Contacts, i.e. existing Contacts are not synchronised by default.

A new **Search on all Contacts** option is available on the Contact Search window that appears when specifying a Contact for an Opportunity, company, etc.
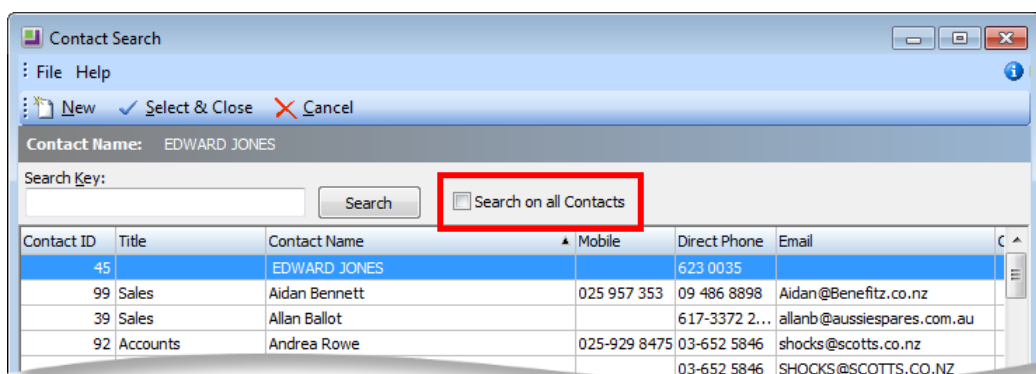
By default, when searching for a Contact, only those Contacts associated with the relevant company are displayed, e.g. when selecting a Contact for an Opportunity, only Contacts associated with the Opportunity's company are displayed. Ticking the **Search on all Contacts** option lists all Contacts, so that any Contact in the system can be selected (the selected Contact will automatically be associated with the company).

Sales Team Budgets

The Sales Team Budgets feature available in EXO Business CRM is intended for clients whose businesses are focused on selling to existing clients and who therefore manage their sales staff by comparing actual sales versus budgeted sales. As EXO Business CRM is integrated with the rest of the EXO Business system, it can use historical sales data as input into creating budgets and tracking budgets to current sales.

Sales Team Budgets can be defined at the following levels:

- Account Group 1 and 2
- Account
- Stock Group 1 and 2
- Stock item

Setting up Sales Team Members

When EXO Business CRM is licensed, a new Sales Team tab becomes available in the **Staff > Profile Assignment > Staff** section of EXO Business Config:
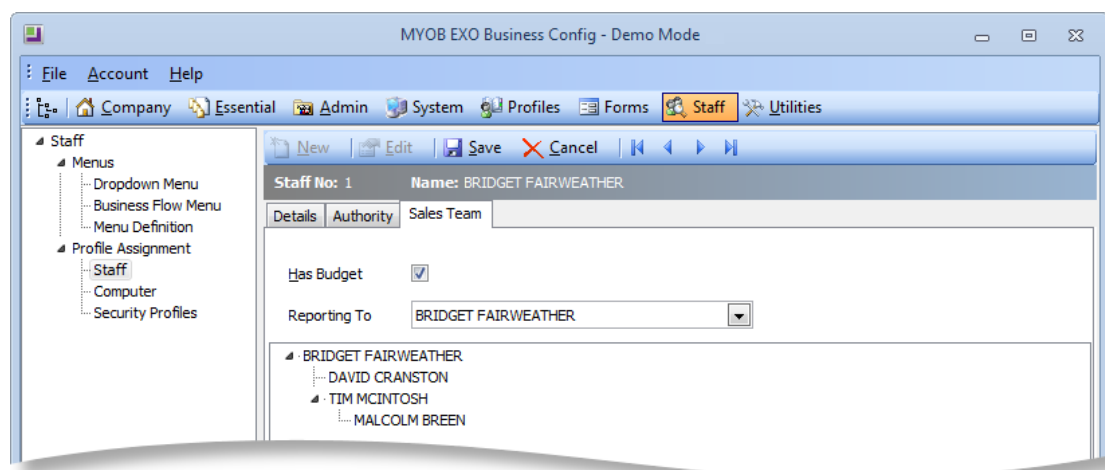
This tab allows you to specify whether or not a Sales Team Budget is defined for each staff member, and the sales manager that they report to (by default, staff members are their own managers).

Specifying managers for staff members affects the budget generation process; when editing a budget, users can see the budgets for all staff members who report to them. Management is hierarchical—if Staff Member A reports to Staff Member B, and Staff Member B reports to Staff Member C, then C will be able to see the budgets for both A and B. This allows sales team members to formulate their own budgets initially, and then have their manager "roll up" all team members' budgets and edit them together.

The area below the **Reporting To** option contains a tree view showing all staff members who report to the selected manager.

Setting Up Sales Team Budgets

Sales Team Budgets use the same budgeting periods as the EXO Business Analytics module. These periods are set up in EXO Business Config at **Admin > Analytics > Setup Sales Year**.

Select **Setup Sales Team Budgets** from the Setup menu in EXO Business CRM to view and edit budgeting models. Multiple budget models can be created.
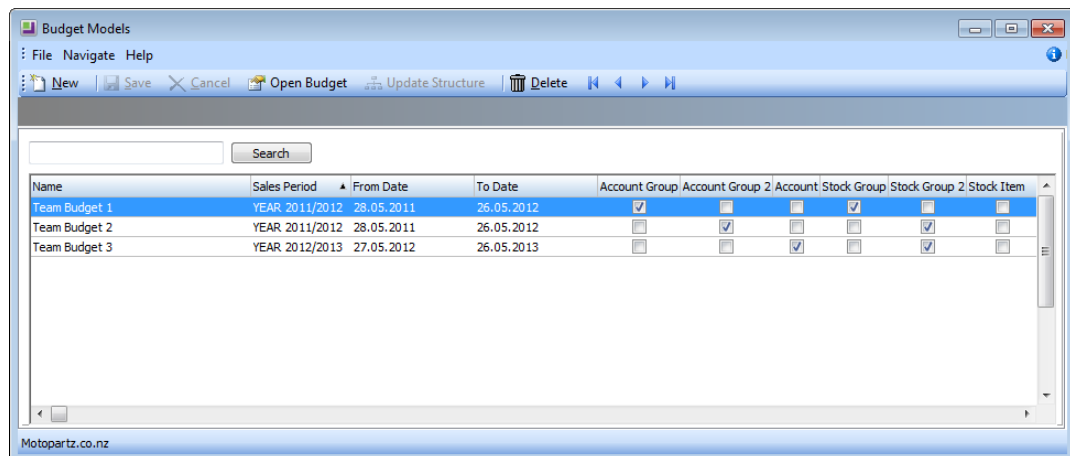
Click **New** to set up a new budget model:
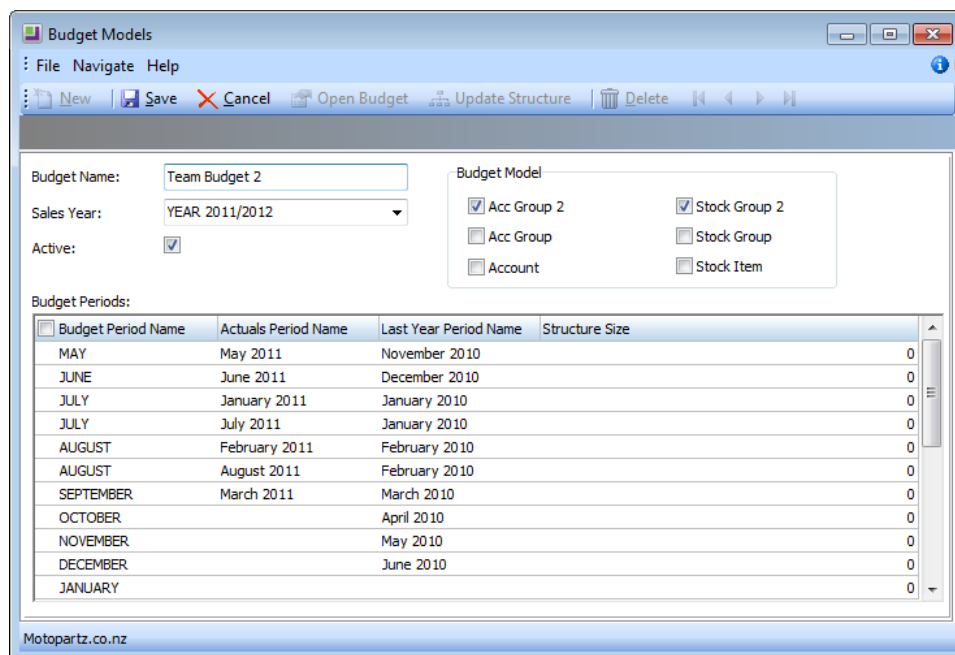
On this window, enter a name, select the Sales Year and specify budgeting levels to create budgets for, then save.

> **Note:** Only tick one box for each column—ticking the box for one level effectively selects all levels above it. It is not necessary to select an option from both columns; you could choose to budget by Stock Group only, for example.

Once all models are defined, click **Update Structure** on the Budget Models window to generate all budgets specified by the models.

Editing Budgets

Once created, budgets can be edited by clicking the **Open Budget** button on the Budget Models window.
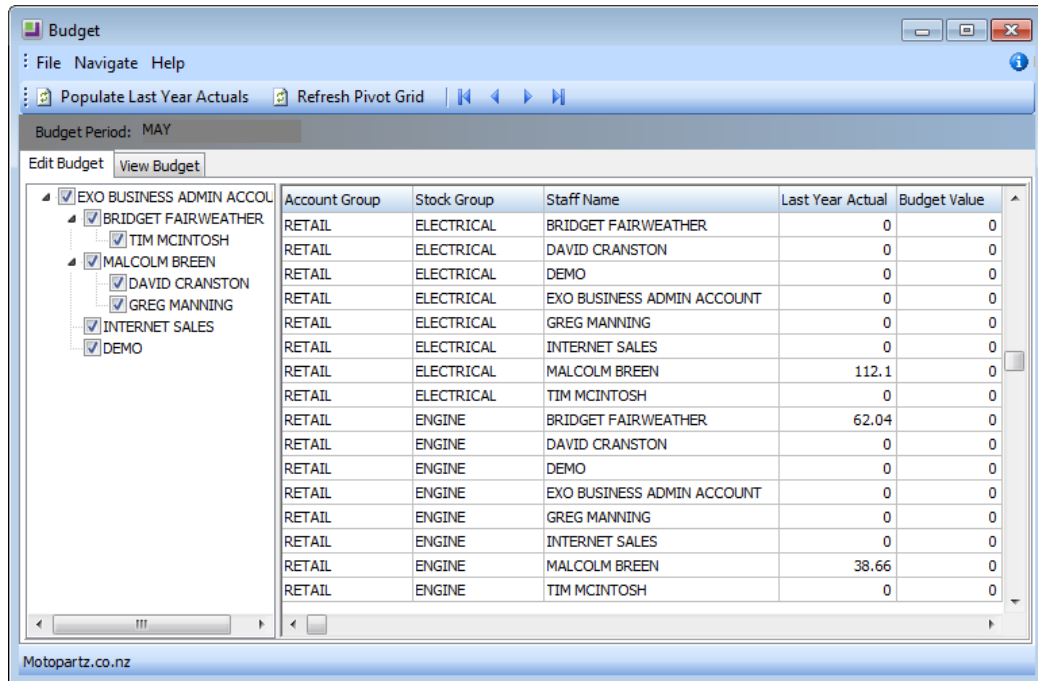
All users that report to the current user (directly or indirectly) are displayed in a hierarchy on the left of the window. Tick the boxes for all users that you want to edit budgets for.

Enter budget information into the **Last Year Actuals** and **Budget Value** columns. Clicking the **Populate Last Year Actuals** button automatically fills in the values in the **Last Year Actuals** columns with data from the EXO Business database.

Budget data can be viewed in a pivot grid on the View Budget tab (click the **Refresh Pivot Grid** button to refresh the grid contents after editing budget figures).

Budget figures can be entered directly into this window, or they can be copied and pasted into Microsoft Excel and edited there. Right-click on the column headings and select **Copy to clipboard** or **Paste from clipboard** to copy and paste data.

> **Note:** The data copied to Excel can be manipulated as required; however, in order to be able to be pasted back into EXO Business CRM, the SEQNO column must remain the first column in the spreadsheet.

A new Sales Team Budget View pivot widget is available for tracking budgets—by default, this widget is displayed on the Sales Budgets tab of EXO Business CRM.

Stock

EXO Business CRM allows read-only access to the details of Stock items. A Stock Search widget is available to be added to Dashboard displays, and is displayed by default on the Stock tab of the CRM interface.

Outlook Integration

EXO Business CRM integrates with the Microsoft Outlook client for the two-way synchronisation of Activities (Tasks and Appointments) and one-way exporting of Contacts from EXO Business to Outlook.

> **Note:** Synchronisation with Microsoft Exchange Server is not supported. If Outlook is not installed, all integration functions will be disabled.

Synchronising Activities

Activities can be synchronised by selecting the **Sync Activities with Outlook** option from the Tools dropdown on the Activity Search window/Dashboard widget:
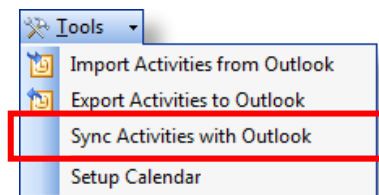
When Activities are synchronised, the following updates occur:

- Any new Activities in EXO Business are exported to Outlook.

- Any new Activities in Outlook are imported to EXO Business.

- Any existing Activities that have been modified in either system are updated in the other system.

- Any existing Activities that have been deleted in either system are deleted from the other system.

The distinction between Tasks and Appointments is preserved—Activities that exist as Tasks in EXO Business will appear as Tasks in Outlook, and EXO Business Appointments will appear as Appointments in Outlook.

> **Note:** When updating existing Activities, the synchronisation process uses the most recently updated activity as the "master" and copies this to the other system. This means that if the same Activity is edited in both systems before Activities are synchronised, only the most recent changes will be preserved.

Separate **Import Activities from Outlook** and **Export Activities to Outlook** functions are also available to perform a one-way synchronisation of Activities in either direction.

A new **Sync with Outlook** flag is available on the Activity window (see "Activities" on page 211). This option controls whether or not the Activity will be synchronised when a sync of all Activities is performed. In an upgrade to EXO Business 8.3, it is enabled for all existing Tasks.

Exporting Contacts

Contacts can be exported to Outlook in one of the following ways:

- By clicking the button on the Contacts window toolbar.

- By selecting **Export Contacts to Outlook** from the Tools dropdown of the Contacts Search widget.

- By selecting one or more Contacts on the Contacts Search widget and choosing **Selected Items > Export to Outlook** from the right-click menu.

When Contacts are exported, the following updates occur:

- Any new Contacts in EXO Business are exported to Outlook.

- Any existing Contacts that have been modified in EXO Business are updated in Outlook.

> **Note:** EXO Business is always used as the master database for Contacts, i.e. the details of Contacts in EXO Business overwrite the details of the corresponding Contacts in Outlook.

A new **Sync with Outlook** flag is available on the Details tab of the Contacts window. This option controls whether or not the Contact will be synchronised when a sync of all Contacts is performed. In an upgrade to EXO Business 8.3, it is disabled for all existing Contacts. A new **Sync contact flag default** User-level profile setting is available to set the default status of this flag for new Contacts.

Synchronisation Options

While the **Sync with Outlook** flags mentioned above can be used in EXO Business to control which records will be synchronised, synchronisation can also be controlled based on settings in Microsoft Outlook.

Contacts, Tasks and Appointments that are marked as **Private** in Outlook will not be synchronised.

Outlook categories can also be used to control which records are synchronised—EXO Business can be set up to exclude or include a specified list of categories in synchronisation options. Two new User-level profile settings are used to control this:

- The **INCLUDE or EXCLUDE CRM-Outlook categories list** setting determines whether records should be included or excluded based on their category.

- The **List of CRM-Outlook categories** setting specifies the comma-separated list of categories to be included in or excluded from synchronisation operations.

Examples:

To set up the system so that only records with the category of "EXO" are synchronised:

- Set the **INCLUDE or EXCLUDE CRM-Outlook categories list** setting to "Include".

- Enter "EXO" for the **List of CRM-Outlook categories** setting.

To set up the system so that all records are synchronised except for ones with the categories "Confidential" or "Personal":

- Set the **INCLUDE or EXCLUDE CRM-Outlook categories list** setting to "Exclude".

- Enter "Confidential,Personal" for the **List of CRM-Outlook categories** setting.

If you do not want Outlook categories to affect synchronisation operations at all, set the **INCLUDE or EXCLUDE CRM-Outlook categories list** setting to "Exclude" and leave the **List of CRM-Outlook categories** setting blank.

Quick Add Functions

EXO Business CRM includes several Quick Add functions, which allow users to quickly create new records by entering the minimum required details into a simple window. The new records can then be opened and filled out at a later time. Quick Add functions are available for adding:

- Activities
- Companies
- Contacts
- Opportunities

Quick Add functions are available as Dashboard widgets and as standalone windows.
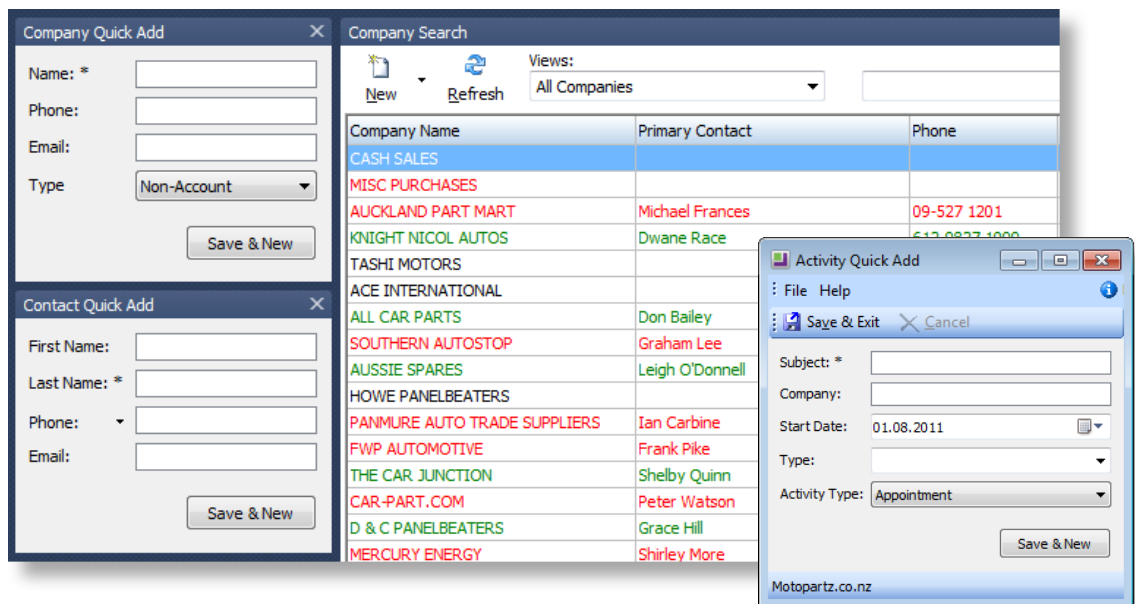
Quick Add windows can be added to menus and given shortcuts so that they appear in the CRM shortcut menu (see "Shortcut Menus" on page 225) for easy access.

Quick Add menus stay open when **Save & New** is clicked, allowing multiple records to be entered in quick succession.

> **Note:** Companies added using the Company Quick Add function are always Non Accounts to begin with; these can be converted to full accounts later if necessary.

Quick Add functions are also available for use in the EXO Business core module; however the Opportunity Quick Add requires a CRM licence.

Setup

Setup windows are available for the setting up the lists that appear in the various dropdown menus in EXO Business CRM, e.g. Non Account Type, Activity Status, Opportunity Lead Source.

Setup windows can be added as menu options, or accessed directly from the dropdown menus by selecting the "Edit List…" option:
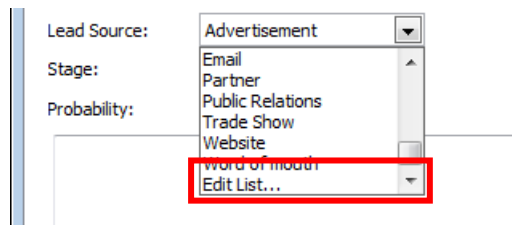
The "Edit List…" option is available if the **Allow edit list option in dropdown selection dialogues** User-level profile setting is ticked.

New Reports

The following reports have been added for use with EXO Business CRM:

- Open Opportunities
- Opportunities by Lead Sources
- Opportunities by Stage
- Opportunities Listing by Stage
- Opportunities Listing by Stock Item
- Opportunities Listing
- Opportunities Listing Summary
- Sales by Staff
- Staff Sales by Year
- Top 10 Opportunities

A new form, **Opportunity.CLF**, has been created for printing Opportunity Quotations. Multiple Opportunity forms can be used by entering their names into the new **Opportunity Form File List** Clarity Form profile setting.

Shortcut Menus

A shortcut menu is now available at the top of the main windows of each EXO Business module:
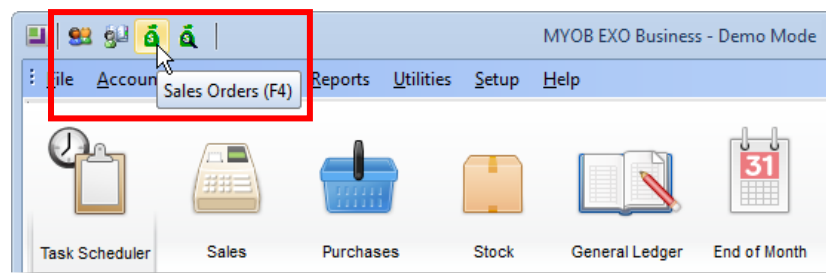
This menu offers quick access to commonly used functions. Hovering the mouse pointer over an icon in the shortcut menu shows you the name of the function and the shortcut key assigned to it.

The shortcut menu is fully configurable. When adding or editing a menu item in the Menu Designer, the following changes have been made to support shortcut menus:

- Any menu item that has a shortcut key selected in the existing **Shortcut** dropdown will appear in the shortcut menu.

- A new **Icon** property has been added. This specifies the icon that will appear for this function in the shortcut menu.
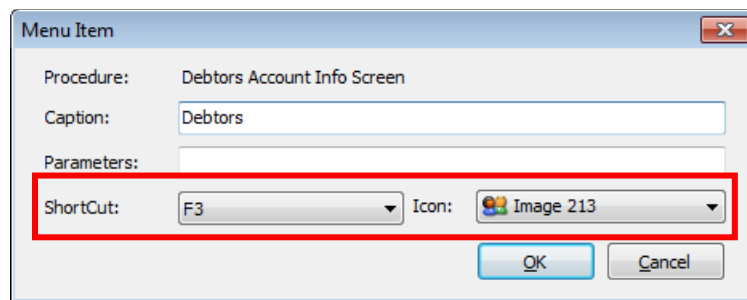
Note: The **Shortcuts** button in the Menu Designer displays all shortcut keys assigned to the menu being edited:
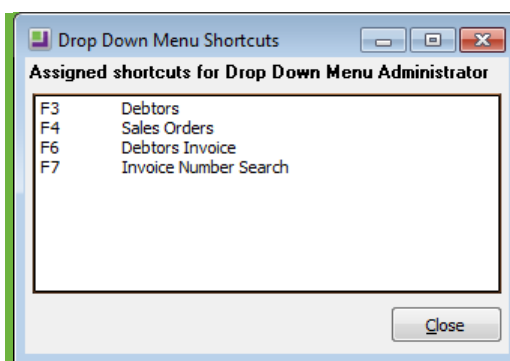
Email Enhancements

This release includes several enhancements related to how emails are sent and stored in the EXO Business system.

Increased Mailshot Availability

Introduced in MYOB EXO Business 8.2.0.0, the mailshot feature added the ability to bulk send Debtor Statements to Debtors. The mailshot feature is now available for other document types; mailshot functionality has been added to the following windows and processes:

- Creditor Remittances

- Direct Credits (Creditors Payment Processor)

- Direct Debits

Setup

To support the use of the mailshot feature with Creditor documents, the **Remittance Method** field on the Details 2 tab of the Creditor Account Details window has been updated. This field now has the following options:

- None – No remittance advice will be sent to the Creditor.

- Email – Remittance advice will be sent to the Creditor via email.

- Print – Printed remittance advice will be mailed/faxed to the Creditor.

- Both – The Creditor will be emailed remittance advice and also sent printed copies.

The option selected here affects the default settings for the Creditor on the Mailshot window.

Creditor Remittances

A new **Mailshot** button is available on the Remittance Advices window (**Reports > Creditors Reports > Creditor Remittances**):
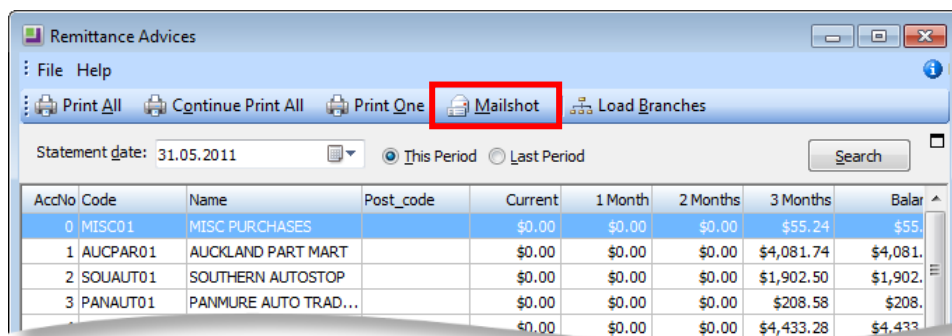
Clicking this button opens the Mailshot window to send remittance advice to all Creditors listed on the Remittance Advices window.

Direct Credits

A new option is available on the General Setup window for the Creditors Payment Processor:
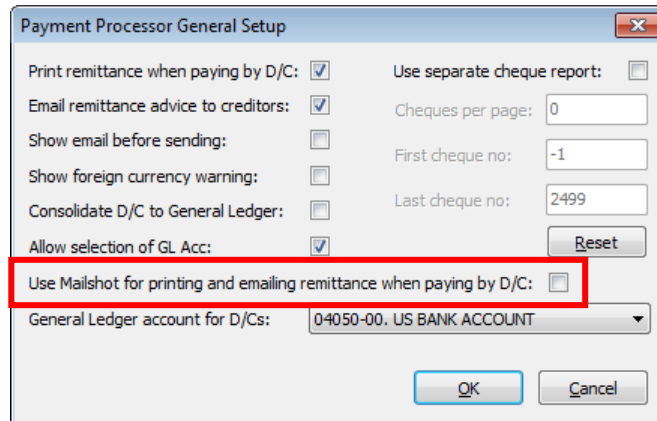
If this option is enabled, the mailshot function will be available after processing Direct Credits via the Creditors Payment Processor. As the last step when processing Direct Credits, the following dialog appears:
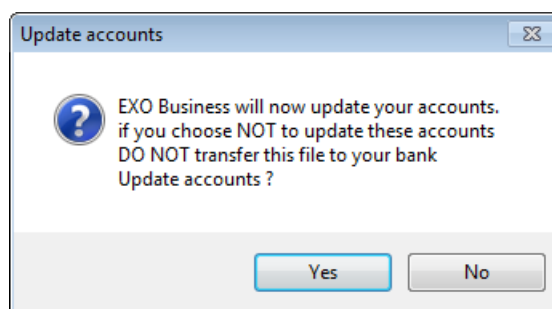
If the **Use Mailshot for printing and emailing remittance when paying by D/C** option is enabled, clicking **Yes** on this dialog now opens the Mailshot window to send remittance advice to all Creditors in the Direct Credit batch.

Direct Debits

A **Mailshot** button is now available on the Direct Debits window:
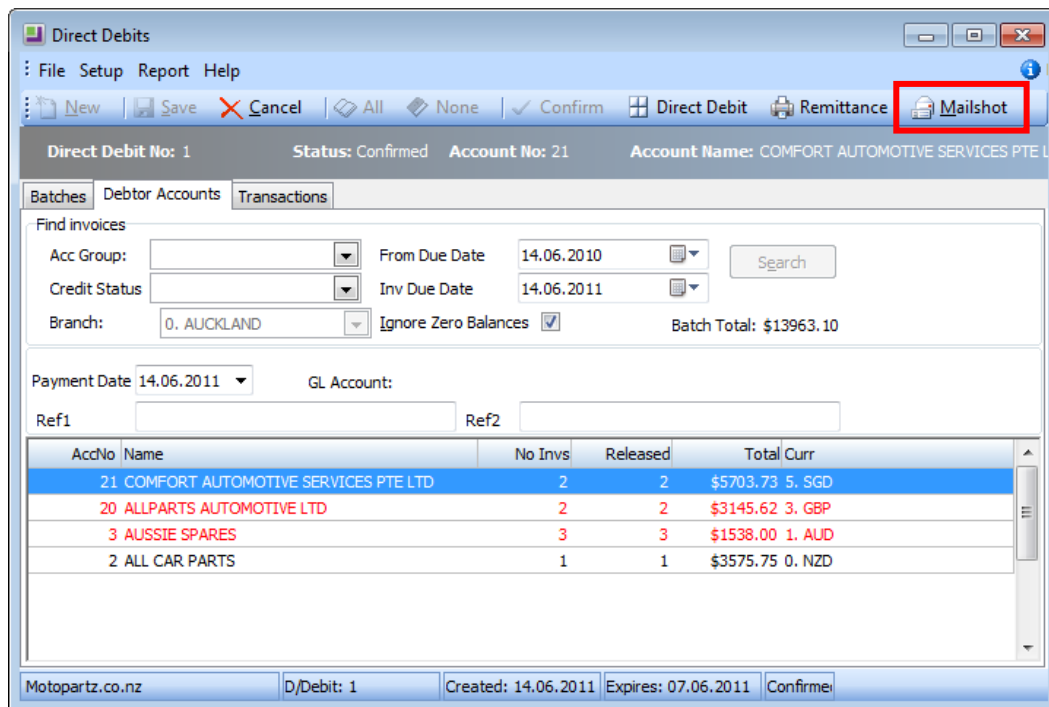
This button appears on the toolbar for the Debtor Accounts tab, and is only enabled when viewing a "Confirmed" batch. Clicking this button opens the Mailshot window to send remittance advice to all Debtors in the Direct Debit batch.

When sending Direct Debit remittance advice via mailshot, the existing **Advice notification** settings on the Details 2 tab of the Debtor Account Details window are used to determine the default settings for how advice will be sent.
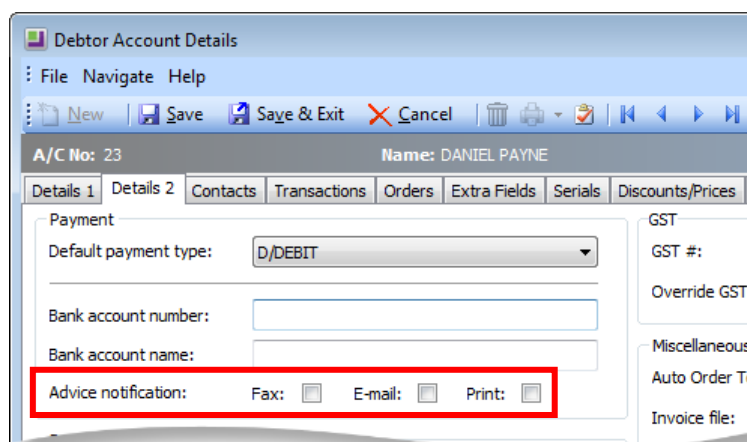
SMTP Security Settings

The Email Sender utility has been upgraded with enhanced security features. When using the Email Sender (i.e. when the **Email client** profile setting is set to "EXO SMTP"), new settings are available on the SMTP Server Settings window:
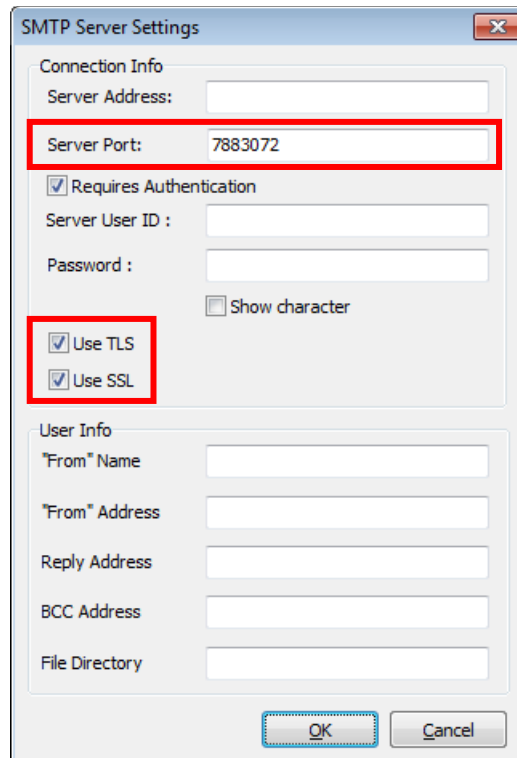
It is now possible to change the port that will be used to send emails, and emails can now be sent securely using TLS or SSL encryption. Clients should consult their mail service provider or IT department for information on how to configure these settings.

> **Note:** SSL takes precedence over TLS; if both boxes are checked, SSL encryption will be used.

Saving Sent Emails

When emails are sent from EXO Business (via SMTP or the user's local email client), copies can now be saved to the Documents tab of the relevant account. After the email is sent, a message prompts the user to save the email:
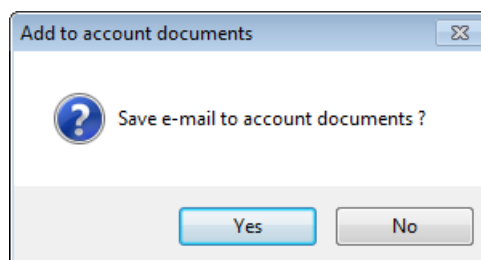
Drag and Drop Emails

Emails in Outlook can be dragged and dropped onto any EXO Business window with a Documents tab; this includes Company accounts, Stock items, Contacts, Opportunities, Jobs and Serviceable Units.

To drag and drop emails from Outlook to EXO Business, first open the record that you want to copy the email to, select the Documents tab, then drag the email from Outlook to anywhere on the open record window in EXO Business. A copy of the email is saved to the window's Documents tab.

> **Note:** The Outlook client must be running on the same PC (real or virtual) or Terminal Server session as EXO Business. Dragging emails from a local Outlook client to EXO Business running on a Terminal Server session, for example, is not supported.

Updated Business Flow Menus

The default Business Flow Menus in the demonstration and live databases (EXO_DEMO and EXO_LIVE) have been updated, providing a new look and feel, as well as enhanced Dashboard functionality:
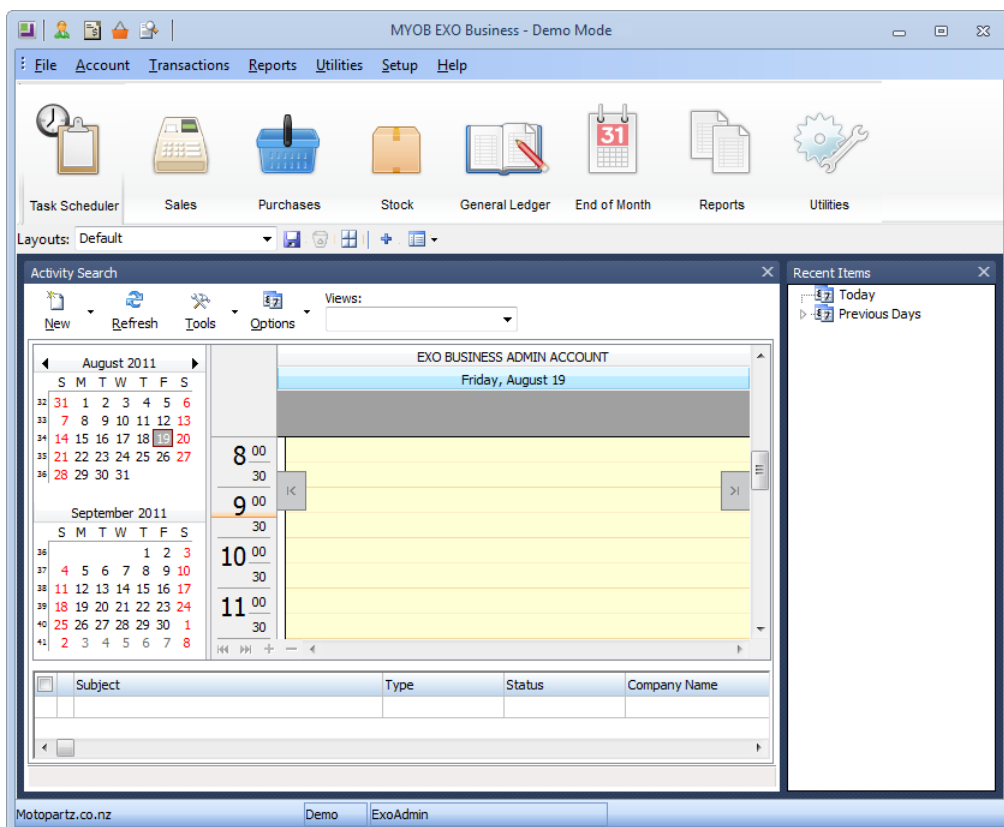
In an upgrade of an existing installation, the new menus appear on the EXO Business CRM module only—to update the look of existing modules, the Business Flow Menus will need to be manually updated. (The EXO Business installer copies the new icon images to the **MYOB EXO Business\Common\Images** directory.)

Dashboards can now be viewed and edited at design time in the Business Flow Menu editor. A new Dock Panel sub-item is available under the Panels item in the Menu Designer Toolbox:
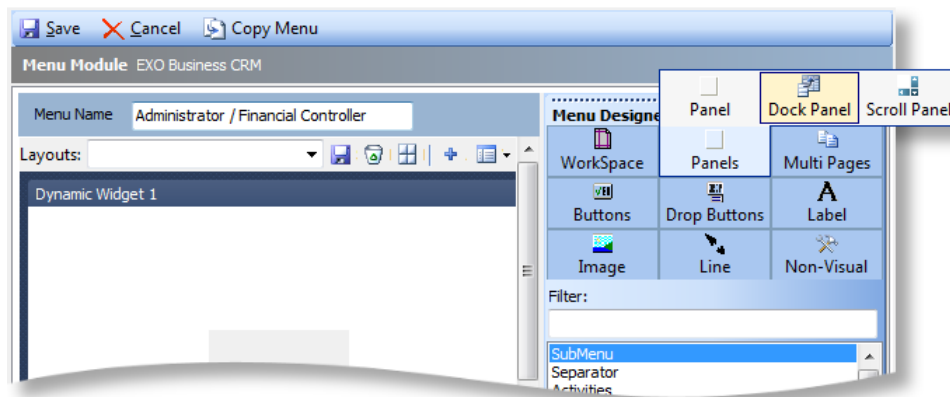
When a Dock Panel item is dragged onto the WorkSpace, a Dashboard display appears on the editor. Panel items can then be dragged onto the Dashboard—these are automatically converted into widgets.

Another new type of Panel, the Scroll Panel, is also available. Scroll Panels act like regular Panel items, but they also have scroll bars.

The default Business Flow Menus for the following modules have been constructed using the new Dashboard interface functionality:

- EXO Business CRM

- EXO Business core (EXO_DEMO and EXO_LIVE databases only)

- EXO Business Job Costing (EXO_DEMO and EXO_LIVE databases only)

In these modules, all tabs contain a Dashboard interface, and where there are workflows, these have been made by placing a panel onto the Dashboard, with workflow buttons then placed on the panel. At run time, the panel is automatically converted to a widget containing the workflow controls.

Additional Changes

The following additional new features and enhancements are included in this release:

Module	Description
EXO Business Core	The performance of GL Budgets has been improved—the CalcActual query now uses PERIOD_SEQNO instead of PERIODNO.
	The EXO Business Help file and User Guide have been reorganised to make it easier to find the information you want.
	Information on Debtors, Creditors, Non Accounts and Contacts is now located under "Working with Accounts". Functionality common to all account types has been separated out to simplify the Help by removing duplicated information.
	Information on the new EXO Business CRM module is available in the Help file under Additional Modules on the Contents tab.
	A new CRM User Guide is available on the EXO Business CD.

Module	Description
EXO Business Analytics	All setup screens for EXO Business Analytics have been added to EXO Business Config under **Admin > Analytics**.
	Dropdowns have been added to Setup Day Plan window & Setup Budget window for choosing the period to set up.
	The properties on the Setup Info window are now editable in EXO Business Analytics, where previously they were read-only and could only be altered by changing profile settings in EXO Business Config.

Resolved Issues

EXO Business Core

Service Request ID	Description
11133514543 11243689281	After a credit note was processed, the average stock cost was not recalculated, which meant that the sum of the stock transactions and GL transactions did not agree with (average cost × quantity in stock). This caused an imbalance between the stock valuation and the GL stock account.
	This has been resolved; the average cost is now recalculated after a credit note is processed.
11152069741	EXO Business P&L Accounts were showing the **YTD total** figure as "NAN" (Not A Number) under certain conditions. This has been resolved.
11049384888	When creating a Debtor Invoice, sequential generation of serial numbers was not working for long serial numbers (longer than 16 characters). This has been resolved; sequential generation now works for serial numbers up to 50 characters long.
11102510452	Mailshot functionality has been added to the Creditor Remittances, Direct Credits and Direct Debits functions.
11156369938	If the **Enable extended sales order statuses** profile setting was disabled, extended order statuses (Quotation, Layby and Standing Order) were correctly disabled when a new Sales Order was created, but once created, orders could be converted to one of the extended statuses. This has been resolved; Sales Orders cannot be converted to an extended status if the profile setting is disabled.
-	The **Send E-Mail** menu option was not working; nothing happened when this option was added to a menu and clicked. This has been resolved.

EXO Job Costing

Service Request ID	Description

Service Request ID	Description
11058925939	When the **Allow serial number assignment** was disabled, if a job included multiple serialised stock items, it was not possible to invoice a line without assigning a serial number to <u>all</u> stock items.
	This meant that clients were forced to pre-select every serial number for every item, and that invoices could not be generated if some of the items were not currently in stock (unless those lines were cancelled).
	This has been resolved; when assigning serial numbers prior to invoicing a job, only those lines that are marked as Ready to Invoice appear on the serial number assignment window.

EXO Business 8.2.1.0

This release of MYOB EXO Business addressed issues that were identified in the 8.2.0.0 and prior releases.

Resolved Issues

Service Request ID	Description
11300449672, 11526782410, 11505765718, 11502576657, 11492980281	If the /A=N parameter was specified for a Clarity report, the CLS file for that report was not loaded, and therefore the /S parameter would fail. This has been resolved.
11300449672, 11517822582, 11455350481, 11505765896	The **Export to File** button on the Clarity Print Preview window ( ) was not working. This has been resolved.
11300449672, 11475782241, 11302391114	When drilling through to core functions from EXO Business Analytics, certain minor functions were not read-only. This has been resolved.
11542599498, 11542495914	When extensive search was enabled, typing "<ACCNO>." (e.g. "28." or "100*") was not filtering on account number as it should. This has been resolved.
11103357400	When creating a new Serviceable Unit and clicking **Save** (not **Save and Close**), the details of a different Serviceable Unit would sometimes be displayed instead of the unit that was just created. This has been resolved.
11547503311	When moving between tabs in the Creditors Payment Processor, the Account Search window would always appear, even after a Creditor account had been selected. This has been resolved.
11413294311	EXO Business Analytics would fail with an error message when trying to create a snapshot if data for the current year had not been set up. (If Analytics was configured to take a new snapshot on startup, this would mean that it would fail on startup.) This has been resolved; a warning message now appears if the relevant data has not been set up, telling the user that they must set up Analytics in EXO Business Config. If the user chooses to continue without setting up, Analytics will run but will not generate snapshot data.

Service Request ID	Description
11520673452	The logic used to determine when to open the Stock Shortage window for placing back orders changed in EXO Business 8.0, as did the calculation used for determining the recommended back order quantity; in 8.0 later, both used the **Free Stock** value at the bottom of the Stock Item Details screen to determine the Free Stock amount. This caused inconsistencies in clients' existing workflows. The back order functionality now works as follows: • The check for prompting the Stock Shortage window calculates Free Stock as (Physical Stock for the location – Committed Stock for the location) to determine if there is enough Free Stock. (This was the case in EXO Business 7.4 and earlier.) • The Stock Shortage window now uses the (Physical – Committed) calculation to determine the Free Stock quantity. • The **Free Stock** value at the bottom of the Stock Item Details screen is now calculated as (Physical – Committed). • The Sales Order Supply Periscope now displays the (Physical – Committed) quantity for the **Free Stock** value.
11517822582	When a Clarity report was exported to XLS, fields did not appear if they used custom display formats (as set in EXO Business Config at **Business Essentials > General Settings**). This has been resolved.
11547503462	The contents of emails sent from EXO Business were not formatted correctly if the contents were plain text, but the option to send HTML email was enabled (i.e. the **Send emails using plain text** profile setting was not ticked). This has been resolved.
-	If a Clarity report did not have a footer declared, an error would occur when exporting that report to XLS. This has been resolved.
-	Certain toolbar buttons were displayed with the wrong icons. This has been resolved.

EXO Business 8.2.0.0

The focus of the 8.2.0.0 release was on providing enhancements to the data analysis and reporting capabilities of the EXO Business system. This release also addressed issues identified by users and business partners.

New Features

Dashboard Improvements

The EXO Business Dashboards interface has been reworked to improve usability and increase the possible methods of displaying data on Dashboards. Significant changes have been made to the "widgets" that make up the Dashboard display: new types of widgets have been added, and improvements have been made to how they are docked an arranged on the Dashboard display.

Widgets

Dashboard widgets are dockable, resizable frames containing a range of user definable content. Four types of Dashboard widget are now available:

- Clarity widgets – widgets that display a Clarity report.

- URL widgets – widgets that display the target of a URL, e.g. a web page or a local file.

- Pivot widgets – widgets that display SQL data in a pivot table.

- Grid widgets – widgets that display SQL data in a standard ExoGrid.

Several new System widgets are also available. These are special-purpose widgets created by MYOB for use in the new EXO Business Analytics module. They cannot be edited or customised.

As in previous versions, widgets can be created on the Setup Widgets window (previously named Setup Dashboards). Widgets can now be set up in EXO Business Config as well, in the new **Admin > Dashboards > Setup Widgets** section.

Clarity Widgets

Clarity widgets are the same Dashboard widgets that existed in previous versions. As in previous versions, they display a Clarity report. To create a new Clarity widget:

1. Open the Setup Widgets window.

2. Click **New**.
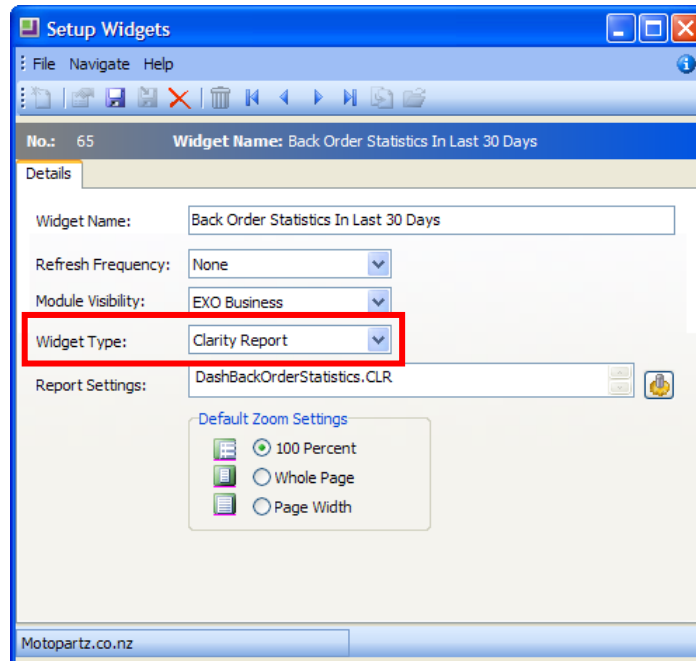
3. Select "Clarity Report" for the **Widget Type**.

4. Specify the Clarity report file for the widget to display.

5. Select the EXO Business module that this widget should be available for, or select "<All>".

6. Select the default zoom settings for the report.

7. Enter a name for the widget and save.

URL Widgets

URL widgets are a new type of Dashboard widget. They display the target of a URL; this could be a web page or a local file.

> **Note:** To reload the URL, select **Refresh** from the dropdown menu on the widget's title bar (accessed by clicking the ▼ icon).

To create a new URL widget:

1. Open the Setup Widgets window.

2. Click **New**.
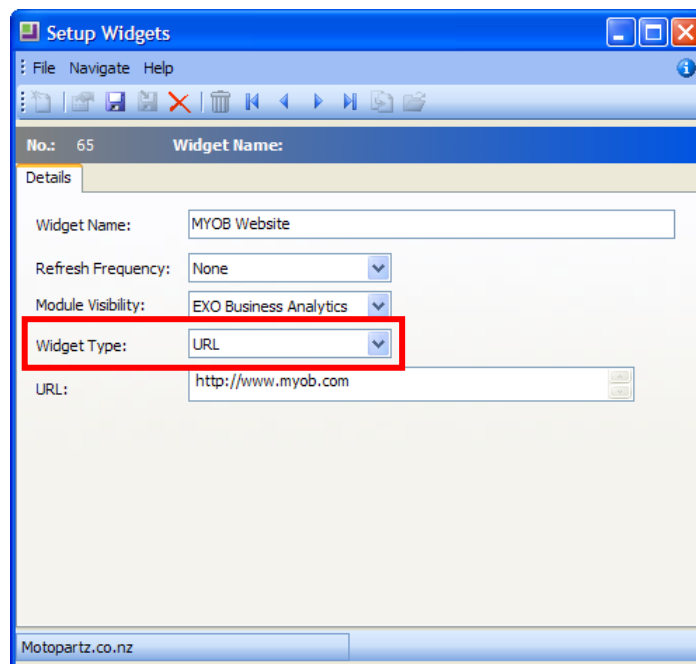
3. Select "URL" for the **Widget Type**.

4. Specify the full URL of the web page or file that the widget will display. For example:

   - http://www.myob.com

   - file://c:/Data/Spreadsheet.xls

5. Select the EXO Business module that this widget should be available for, or select "<All>".

6. Enter a name for the widget and save.

Pivot Widgets

Pivot widgets are a new type of Dashboard widget. They take data from the EXO Business database and display it in a pivot table:
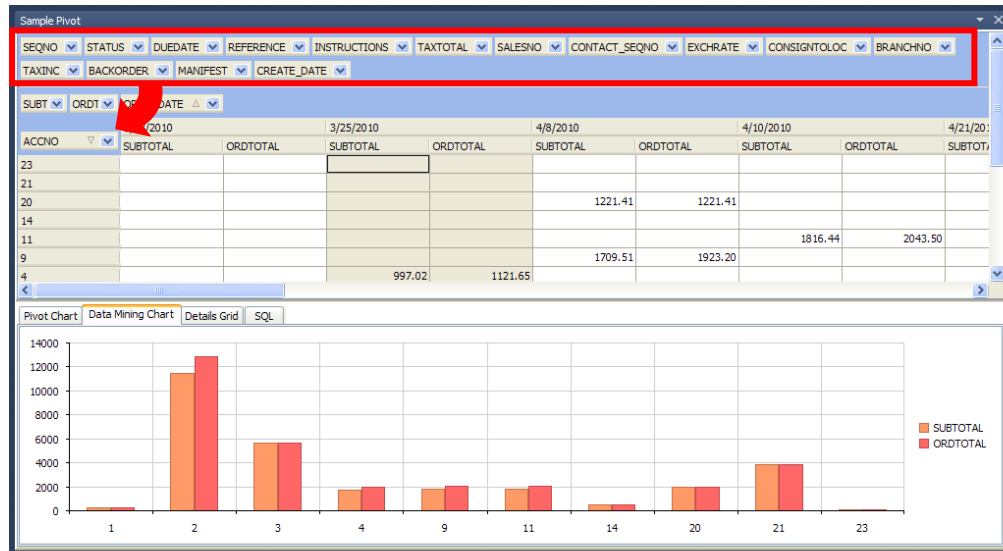
> **Note:** Pivot table widgets can make use of the new data views added in this release. See "Fact Views" on page 251 for more information.

To customise the pivot table, drag and drop fields from the top section of the widget into the table below. The data is displayed in the pivot table. Tabs at the bottom of the widget provide additional ways of viewing the data:

- Data from the currently selected row, column or cell is displayed in graph form on the Pivot Chart tab.

- Data for the entire pivot table is displayed in graph form on the Data Mining Chart tab. Clicking on the graph drills in to the data to show more detail (right-click to zoom out again).

- Data from the currently selected row, column or cell is displayed as a basic grid on the Details Grid tab.

> **Note:** If the new **Edit Pivot Widget SQL at runtime** User-level profile setting is enabled, a SQL tab is also available. This tab allows you to view and edit the SQL statement used to select the data:
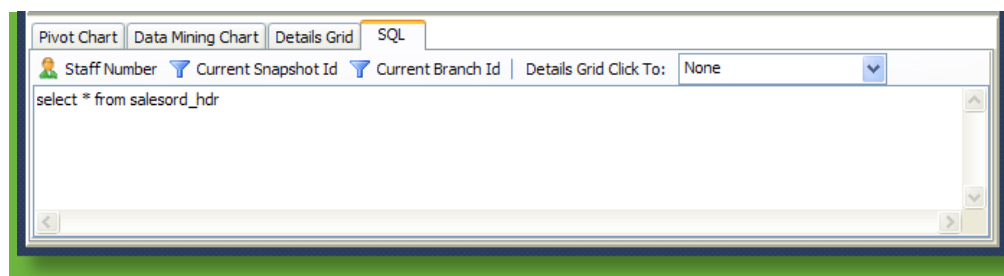
Right-clicking on the top section of the widget opens a context menu with the following options:

- Show Field List – opens a small window for customising the list of fields in the top section. Fields can be dragged to and from this window to edit the list.
- Show Prefilter Dialog – opens a filter builder window (similar to filter windows used elsewhere in EXO Business) for filtering the data in the pivot table.

Right-clicking on a field on the pivot table provides options to group or summarise that field's data.

The dropdown menu on the widget's title bar (accessed by clicking the ▼ icon) contains options for exporting the contents of the widget and customising the display of the data.

To create a new Pivot widget:
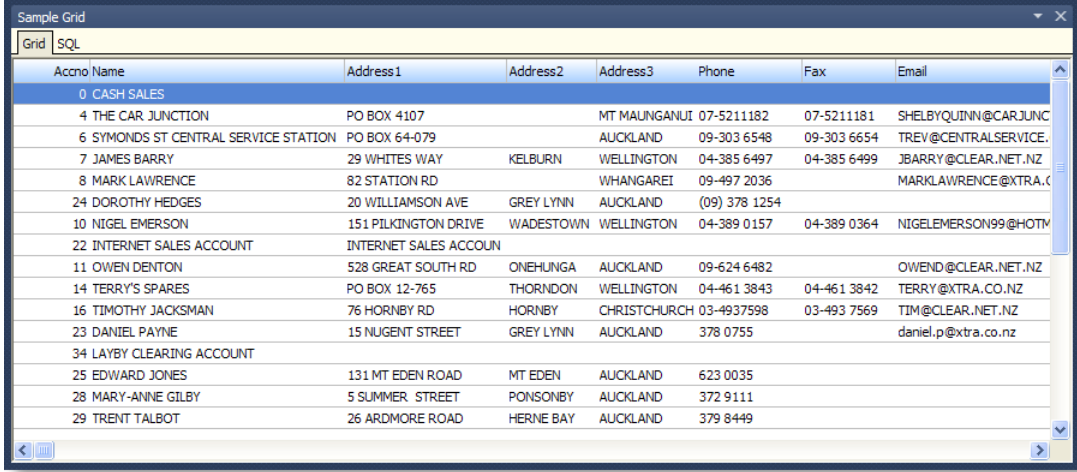
1. Open the Setup Widgets window.
2. Click **New**.
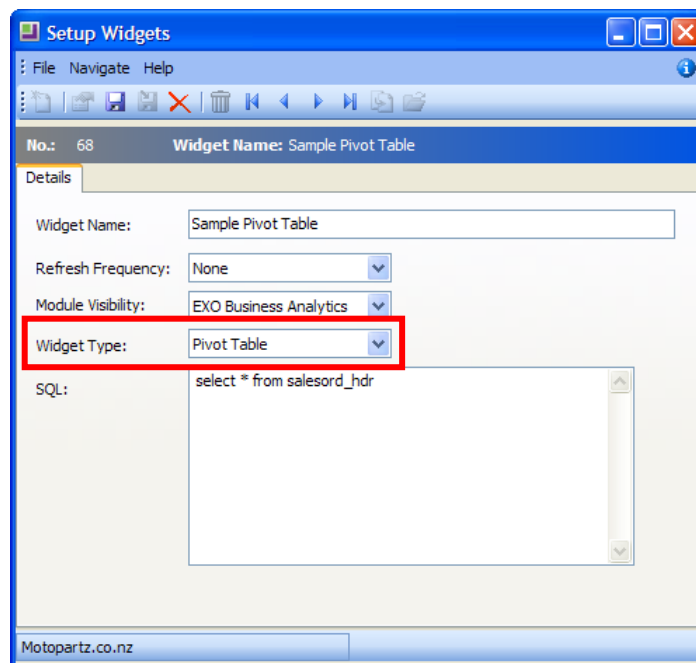
3. Select "Pivot Table" for the **Widget Type**.
4. Enter a SQL statement to select the data to display into the **SQL** field.
5. Select the EXO Business module that this widget should be available for, or select "<All>".
6. Enter a name for the widget and save.

Grid Widgets

Grid widgets are a new type of Dashboard widget that take data from the EXO Business database and display it in a standard ExoGrid:

> **Note:** If the new **Edit Pivot Widget SQL at runtime** User-level profile setting is enabled, a SQL tab is available on the grid. This tab allows you to view and edit the SQL statement used to select the data.

To create a new Grid widget:

1. Open the Setup Widgets window.
2. Click **New**.

3. Select "Grid" for the **Widget Type**.
4. Enter a SQL statement to select the data to display into the **SQL** field.

5. Select the EXO Business module that this widget should be available for, or select "<All>".

6. Enter a name for the widget and save.

Saving and Importing Widgets

Widgets can be saved to a file by clicking the new ⊞ button on the Setup Widgets window toolbar. Widgets are saved as a file with the .WDG extension. Widget files can be imported into the Setup Widgets window by clicking the 📂 button. This makes it easy to share widgets between multiple EXO Business installations.

Re-arranging Widgets

Dashboards widgets are now easier to arrange by dragging and docking. When dragging one widget onto another, a cross-shaped docking control appears:
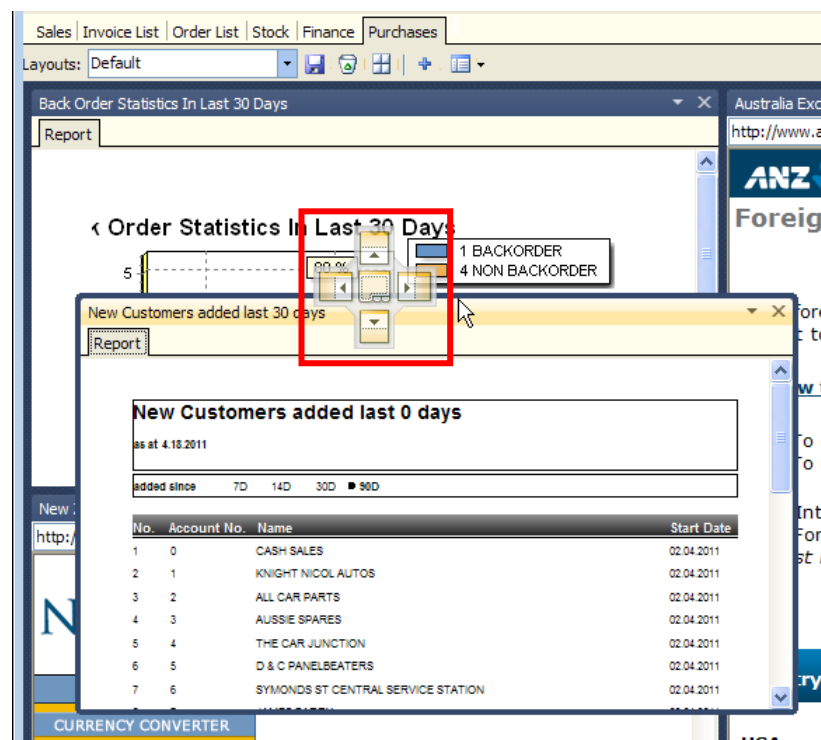
The five sections of the docking control are used to place the widget being docked, e.g. to dock the widget being dragged to the right of the widget it is being dragged onto, move the mouse pointer over the right section and release the mouse button.

Selecting the centre section of the docking control docks the widget onto a sub-tab of the target widget:
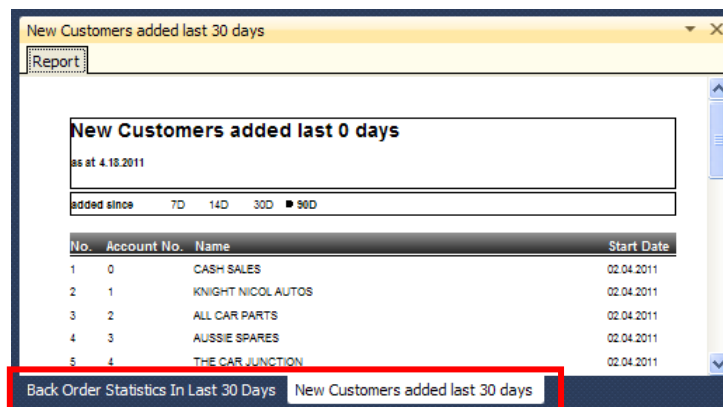
Clicking the ⊞ button resets the layout, organising all widgets into tiles the same size.

As with the Dashboards interface, the current layout of widgets can be saved by clicking the 💾 button. Saved layouts can be restored from the **Layouts:** dropdown.

Assigning Widgets to Users

Users can select the widgets to display on a Dashboard interface using the ✚ and 📋▾ buttons. Which widgets are available for selection is determined by the staff member's dropdown menu definition, as set up in EXO Business Config.

When setting up menus in EXO Business Config at Staff > Menus > Dropdown Menu, a new "EXO Business Analytics" option is available in the **Program** dropdown. The menu for EXO Business Analytics can be set up in the same way as any other. To add a widget to the menu (and therefore make it available for selection in the interface), drag the new **Add Widget** item to menu. When adding this item to a menu, the Menu Item window that appears lets you choose the specific widget to add:
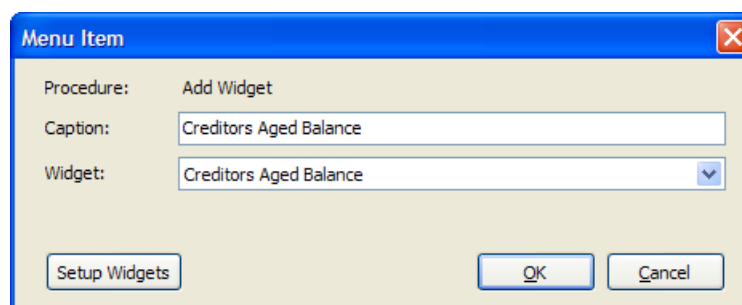
This window includes a **Setup Widgets** button, which opens the Setup Widgets window, allowing you to create or edit widgets and add them to menus in one place.

Once added, the widget does not actually appear in the EXO Business Analytics menu; instead, it becomes available for selection when clicking the ✚ button.

> **Note:** The **Add Widget** item is also available when editing the EXO Business and EXO Job Costing menus, as these modules also support Dashboard interfaces.

Having the availability of widgets controlled by menu definitions adds a new level of security to Dashboards; users have access to only the Dashboard widgets that have been added to their menu.

> **Note:** This increase in security means that the **Access Permission** property of Dashboard widgets is no longer necessary; this property has been removed from the Setup Widgets window.

Module Visibility

The new **Module Visibility** property on the Setup Widgets window controls which EXO Business modules a specific widget can be used in.
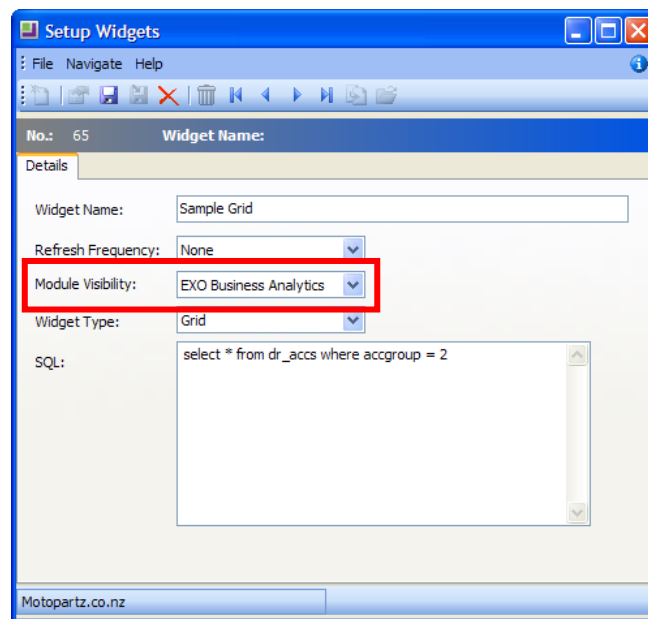
This property has the following options:

- <All>
- EXO Business
- EXO Job Costing
- EXO Business Analytics

The selection made here affects the widget's availability when setting up menus (see page 244). For example, if a widget's **Module Visibility** is set to "EXO Business", it will only be available on the Menu Item window when adding the **Add Widget** item to the EXO Business menu.

EXO Business Analytics

EXO Business Analytics is a new module that replaces the EXO Management Report module. It presents a customisable overview of the organization's business status, and is intended for use by management to monitor business performance. While the functionality of the Management Report has been retained, the new module also includes all of the new EXO Business Dashboard functionality (see page 237), making it highly customisable and extensible.
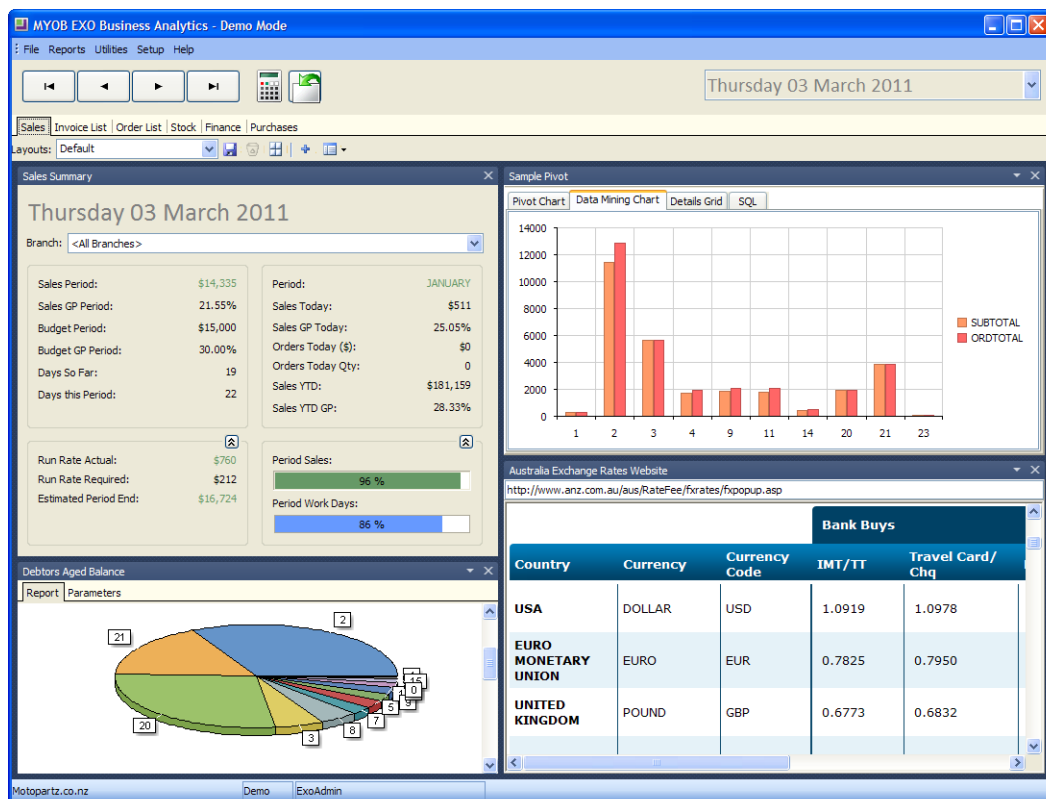
Where the Management Report had a fixed layout on each tab, the tabs on EXO Business Analytics are fully customisable. Each tab displays a collection of Dashboard widgets (see "Widgets" on page 237).

Data snapshots are taken at regular intervals (see "Snapshots" on page 247). Users can navigate between snapshots using the [⏮] [◀] [▶] [⏭] controls, or select a specific snapshot from the dropdown box at the top right.

The [▦] and [⤴] buttons allow users to recalculate and refresh the current snapshot.

EXO Business Analytics allows drill down access to the following screens:

- Debtor Account Details screen

- Creditor Account Details screen

- General Ledger Account Details screen

- Stock Item screen

- Sales Order

- Purchase Orders

- Job Costing

All screens are read-only when accessed from EXO Business Analytics.

In an upgrade, all links to **ManRep.exe** are updated to **Analytics.exe**. All references in the demo and live databases to "Management Report" are replaced with "Analytics (Management Report)".

The module on the Registration screen in EXO Config has also changed—see "Changes to Licensing" on page 259.

Tabs

The EXO Business Analytics interface is divided into the following tabs:

- Sales
- Invoice List
- Order List
- Stock
- Finance
- Purchases

These tabs are fully customisable, and can contain any configuration of Dashboard widgets. By default, the first four tabs contain widgets that replicate Management Report functionality.

Tabs can be hidden using the new **Hide tabs in EXO Analytics** User-level profile setting.

Two optional custom tabs can be defined by specifying values for the one or both of the **Analytics custom tab 1 caption** and **Analytics custom tab 2 caption** User-level profile settings (if no captions are specified, the custom tabs do not appear).

Users can select the widgets to display on a tab using the ✚ and ▦▾ buttons. Which widgets are available for selection is determined by the staff member's dropdown menu definition, as set up in EXO Business Config.

System Widgets

A number of special-purpose system widgets are available in EXO Business Analytics. These are widgets that have been created by MYOB to replicate the functionality of the old Management Report tabs. System widgets cannot be edited or customised.

The following system widgets are available:

- Sales Summary
- Invoice List (Classic)
- Orders List (Classic)
- Stock Summary

Snapshots

Like Management Report, EXO Business Analytics takes data snapshots at regular intervals. Improvements have been made to how snapshots are taken and stored:

- Snapshots are now initiated by a stored procedure, making them faster and more flexible.

- Snapshots are stored in the EXO Business database; the Analytics interface reads the snapshot data from the database. This means that snapshots can be extracted and used elsewhere, e.g. in Microsoft Excel or in a Clarity report.

- Snapshots are now recorded for each salesperson and for each branch. One snapshot is saved per day, per branch/salesperson. The most recent snapshot is saved; each snapshot taken in a day updates that day's snapshot.

- If a Clarity widget includes the AnalyticsSnapshotSeqno runtime parameter, it will refresh automatically as the user navigates from one snapshot to another.

Snapshots are taken automatically if the **Recalculate and Refresh Analytics every 15 mins when loaded** profile setting is enabled (see "

- Preferences" on page 250).

- A new snapshot is taken every time the EXO Business Analytics module is started if the new **Recalculate and Refresh Analytics on Startup** is enabled.

- The layout of widgets on the EXO Business Analytics tabs is saved for each snapshot.

New End of Period Option

The End of Period window includes a new option to take a snapshot as part of the end of period process:
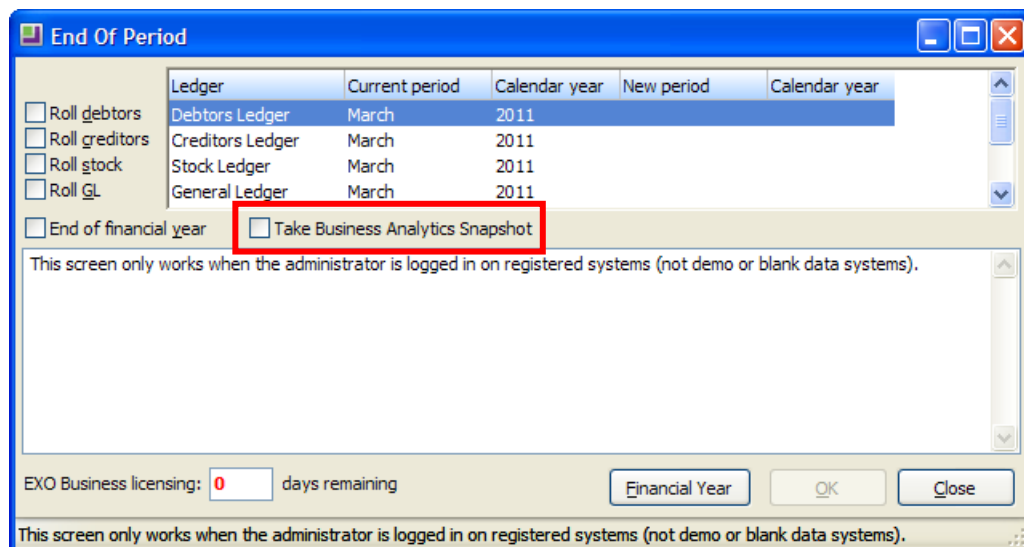
Ticking this option ensures that the final day's trading is always completely captured.

Preferences

EXO Business Analytics uses the same preferences that were available in the Management Report; however, these settings have been converted to profile settings. The controls on the Setup EXO Business Analytics Info window (previously the Setup Management Report Info window) are now read-only, with the exception of the **Reset Sales Periods** button. The following profile settings are now available in EXO Business Config:

Setting	Level	Profile name
Recalculate and Refresh Analytics every 15 mins when loaded	Computer	MANREP_RECALCREPORT
Stock Valuation Method in Management Reports	Company	MANREP_STOCKVALMETHOD
Enable Annualised Stockturn KPI	Company	MANREP_KPI_STOCKTURN
Enable Average Invoice KPI	Company	MANREP_KPI_AVGINVOICE
Enable GP% KPI	Company	MANREP_KPI_GP_PERCENTAGE
Exclude Quotes from Sales Orders	Company	MANREP_EXCLUDE_QUOTES_FROM_SO
Use Posttime field to calculate sales	Company	MANREP_USE_POSTTIME_FOR_SALES

Sales Analysis Matrix Enhancements

Several enhancements have been made to the Sales Analysis Matrix module.
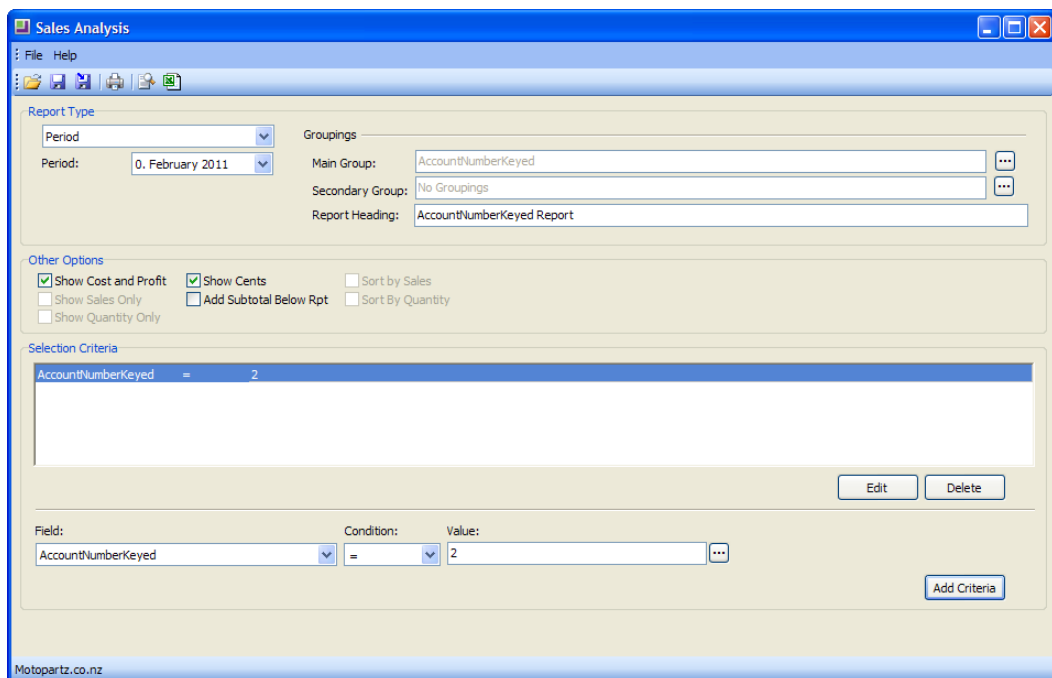
The Sales Analysis Matrix uses the new fact view for Sales (see "Fact Views" on page 251), which makes many more options available in the Groupings settings. Groupings have also been given more user-friendly names.

To better deal with the larger number of groupings, a lookup window is now used for selecting them. Clicking the ⋯ button at the end of each grouping field opens a window where all available groupings are displayed:
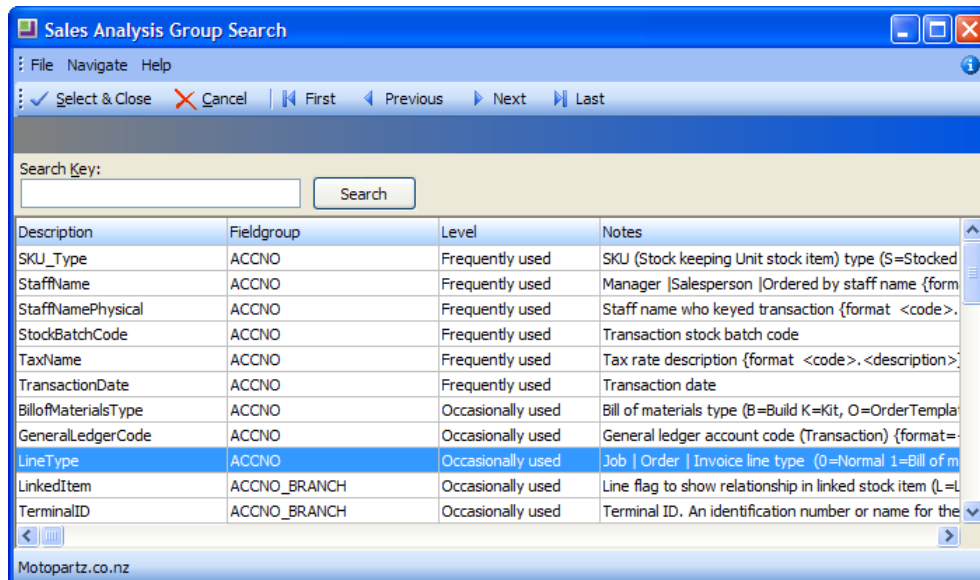
Note: The information on each group that is displayed on this window is stored in the new FACT_GLOSSARY table.

The Secondary Group option now includes a "No Groupings" option, and secondary groups are filtered out according to what was selected as the main group. For example, whatever group was selected for the main group cannot also be selected as a secondary group.

Lookups are now available for the selection criteria **Value**; click the ⋯ button to open a search window offering all relevant values for the selected field.

Fact Views

Over twenty new data views have been added to the EXO Business database, providing comprehensive, dependable, user-friendly abstract views of all major data objects. These "fact views" encapsulate the associated complexities of the underlying database and present simple pre-formatted flat file facts requiring no join logic, making them useful in reporting, particularly in pivot table ad-hoc style reporting. The new Pivot widgets available make use of fact views to present their data, as does the Sales Analysis Matrix.

Fact views are indexed, and appear and behave as tables. They increase the extensibility of the EXO Business system, making it significantly easier for third-party applications to make use of EXO Business data.

Two "layers" of fact views have been set up in the EXO Business database. The views that make up the first layer are identifiable in the EXO Business database by their

names, which all start with "VW_FACT". These views draw in all data relevant to each area of the EXO Business. For example, the VW_FACT_SALESTRANS view, which contains data on sales transactions, includes three columns for the ACCNAME: ACCNAME_ENTERED, ACCNAME_SALES, and ACCNAME_BRANCH. This captures all cases where an account name can be associated with a transaction.

> **Note:** Examine the VW_FACT_PROPERTIES view for schema information on all of the other fact views.

A second layer is a set of views that are based on the VW_FACT views, but have been set up with user-friendly column names for ease of use. These views, which are identified by names that start with "Analytics", are used by the EXO Business Analytics module, and can also be used to extract data from the EXO Business database for use in external applications.

For example, it is possible to use the Data Connection Wizard in Microsoft Excel to connect to the EXO Business database and use an Analytics view to set up an Excel pivot table very quickly and easily. The user-friendly column names appear in the PivotTable Field List, making it simple to select the columns to appear in the pivot table.

Email Improvements

Clarity Email Templates

EXO Business now supports Clarity email templates (.CLE file extension), which can define the subject line and body of emails to be sent out in bulk. The CLE builds on the functionality of the CLM (Clarity Mail Merge) to build the HTML that is inserted into the body of the email.

For example, the **Statement.clf** form could have an associated **Statement.cle**, which would define the formatting and content of the emails used when emailing statements to Debtors. The content of each email would be based on the Statement contact details.

Email templates are created and edited in the Clarity Report Designer like any other kind of Clarity report.

Enhanced mail merging supports the use of multiple tables with the same field. For example, the existing method using <USERNAME> is still supported, but the <DBTEXT GENERAL_INFO.USERNAME DBTEXT> field is now also available, which works as well if not better.

Debtor Statement Mailshot

A new Mailshot function has been added to the Debtor Statements window, making the process of sending statements to Debtors more robust:
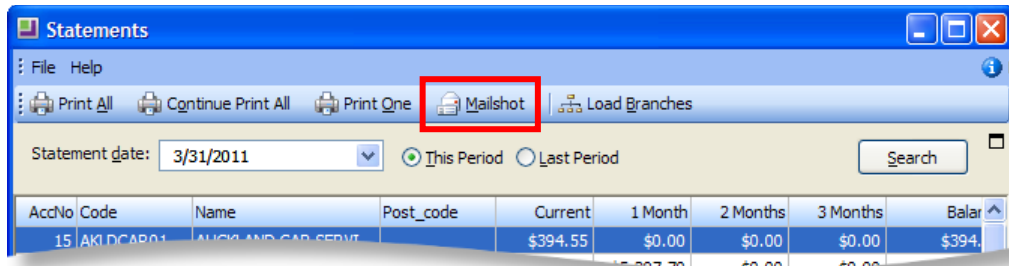
Clicking the new **Mailshot** button opens the Mailshot window:
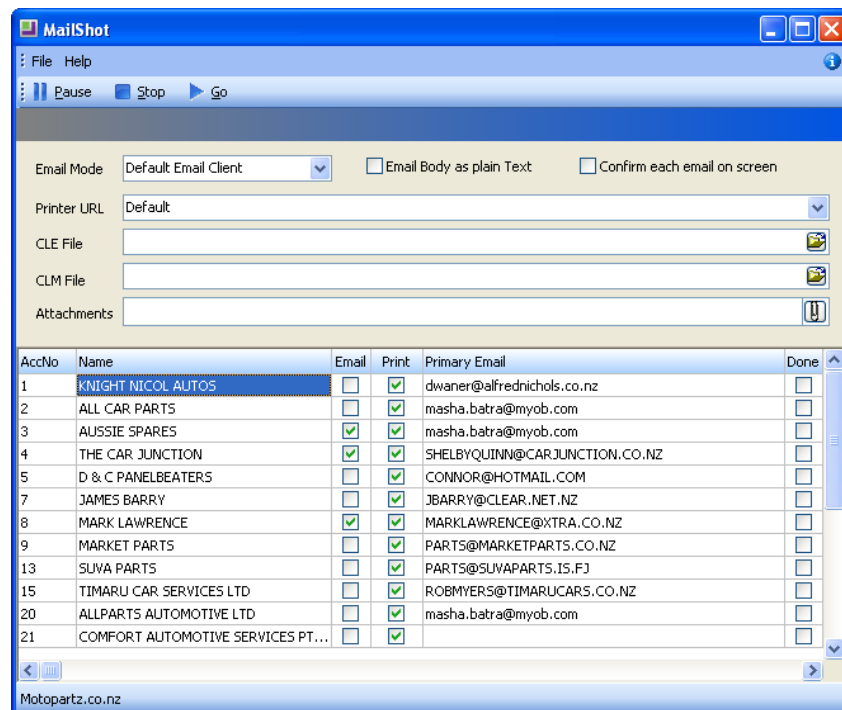
Users can specify the following details:

Detail	Description
Email Mode	Specify how emails should be sent. The following options are available: • Disabled – Emails will not be sent • EXO SMTP – Emails will be sent using the EXO Business SMTP server (better for sending large batches of emails) • Default Email Client – Emails will be sent using the user's default email software (suitable for smaller batches of emails)
Email Body as plain text	Tick this option to restrict the body of emails to plain text, rather than HTML. The default setting for this option is determined by the new the **Send emails using plain text** User-level profile setting.

Detail	Description
Confirm each email on screen	Tick this box to display a confirmation message before sending each email, or leave it blank to send emails automatically.
Printer URL	Select the printer to use for those statements that are to be printed out.
CLE File	Specify the Clarity email template to use for emailed statements (see page 252).
CLM File	Specify the Clarity mail merge template to use for printed statements.
Attachments	Specify any attachments to be sent with emails.

The bottom section displays all Debtors who will be sent a statement by the mailshot. Tick or clear the **Email** and **Print** boxes for each Debtor to specify how statements will be sent to them (the default settings for these options are determined by each Debtor's **Statement Delivery** setting—see "New Email Contacts" below).

When all options are set, click the **Go** button to start the mailshot. As statements are sent, the **Done** box for each Debtor is ticked. The **Pause** and **Stop** buttons allow the mailshot to be suspended or cancelled before it is complete.

New Email Contacts

New properties affecting how documents are sent to Debtors are available on the Debtor Account Details 2 tab:

- Statement Delivery – This property replaces the existing **Statement** check box. Select how statements will be sent to the Debtor. Choose from None, Email, Print or Both.

- Statement Contact – If a Contact is selected here, documents will be sent to the Contact's address instead of the company address specified on the Details1 tab.

Clarity Improvements

Clarity Report Builder Upgrade

EXO Business has been upgraded to use version 12 of Clarity Report Builder. This has lead to significant performance improvements, as it allows for the server-side processing of pre-optimised queries by default, rather than processing client-side in memory.

The inbuilt library of charting options has also been expanded.

Silent Running from the Command Line

Clarity reports can now be run silently from the command line by specifying the new **/A=N** flag, allowing for background or scheduled report generation. For example:

Clarity.exe EXODEMO ExoAdmin ExoAdmin CRTAgedBalances.clr /d=File /f=text.xls /m=XLSREPORT /A=N

The report runs with its default parameters.

Export to XLS

A new **Export to XLS Report** button has been added to most reporting windows:
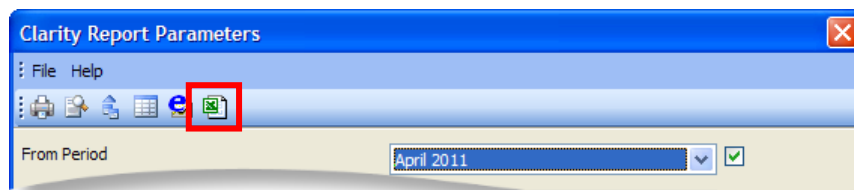
Clicking this button exports the entire report, including formatting, to an XLS spreadsheet, which opens in Excel automatically.

> **Note:** When using Excel 2010, the report will open in Protected View mode. To prevent this from happening, open the Trust Center in Excel and add the EXO Business temporary directory as a Trusted Location. The temporary directory is specified by the **Directory location for temporary files** Computer-level profile setting.

Query Wizard Improvements

All screens of the Query Wizard in the Clarity Report Designer have been widened, so that all data can be seen clearly:
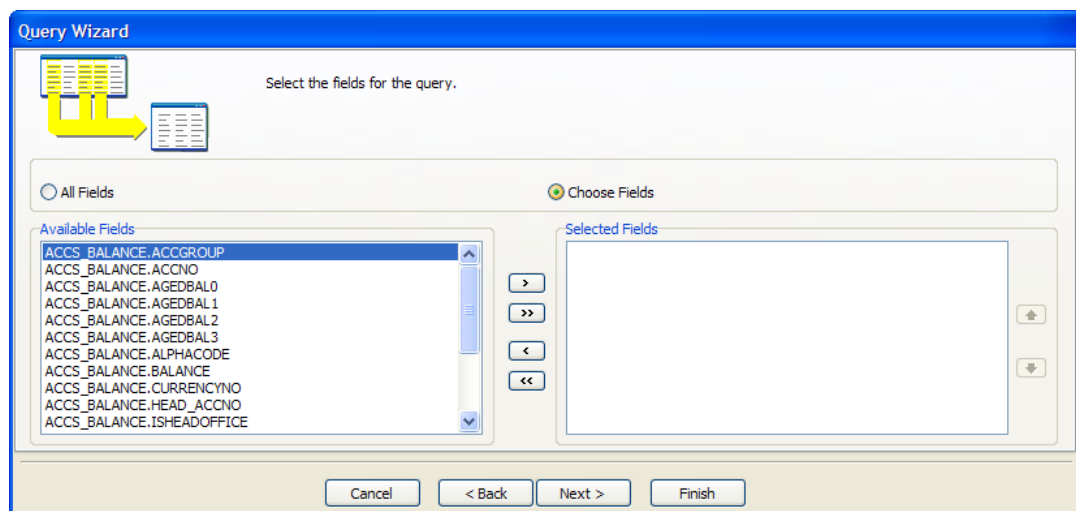
Query Limiters

EXO Business 8.x introduces new features designed to prevent large database queries from timing out or locking up the system.

A new **Maximum Report Query Time In Secs** User-level profile setting has been added (QUERY_GOVERNOR). This setting specifies the maximum amount of time a report query is allowed to run before it is terminated, to prevent one user from locking up the system for all other users by inadvertently running a very large report.

If the estimated time for a query is greater than the time specified, the query will not proceed and a message will be displayed to the user:
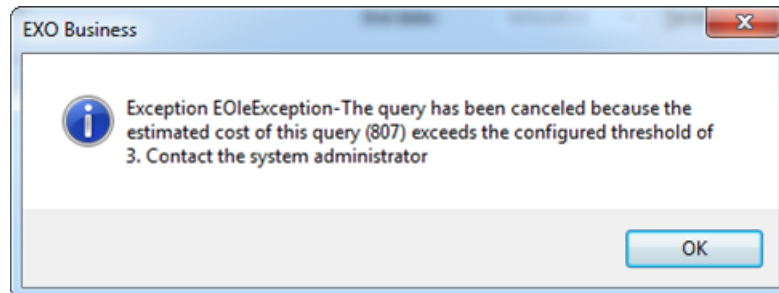
Note: If the value is set to zero, no time limit will be applied. This is the default.

This limit is only applied in key areas of the system such as the Clarity Report Designer, Clarity Report runtime, the Sales Analysis Matrix, and an Invoice reference search.

As this is a User-level profile setting, different users can be given different time limits, e.g. an administrator may be allowed to run larger, more time-consuming queries.

Note: While the value is specified in "seconds", it is not strictly a measure of time; a value of 15 may equate to 15 seconds on one PC, but only 10 seconds on a different, faster PC. This setting may require some fine-tuning to find the most suitable value for your system.

New Analysis age limit fields are available in the **Essential > Current Period** section of EXO Business Config:
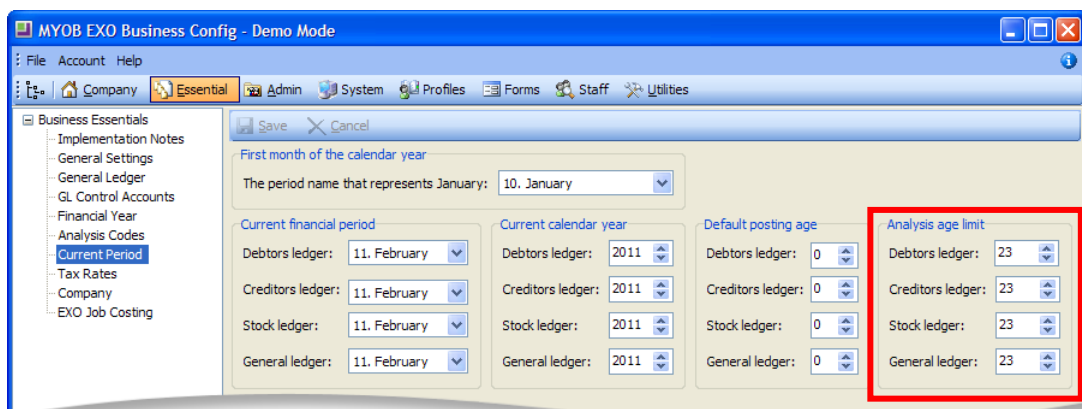
These fields set a maximum age (in periods) to act as a limiter in queries on the ledgers, to avoid timeouts. The default value is 23.

Backup and Replicate Grid Settings

EXO Business 8.x adds the ability to backup, restore and replicate user interface settings that are normally specific to each computer: Exogrid column settings, form sizes and positions, etc.

Grid settings are saved to the registry whenever a user selects the **Save column settings** right-click option on an Exogrid:
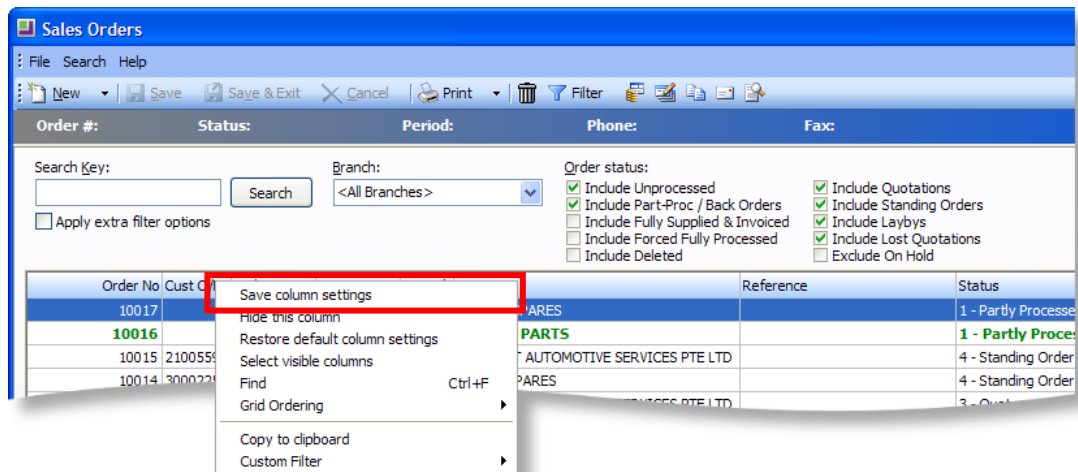
These settings can now be copied to the EXO Business database, then restored on another computer.

Saving grid settings to the database means you can:

- Restore a user's settings when they move to a new computer.

- Have a user's settings "follow" them from computer to computer.

- Maintain consistent settings in a terminal server/cluster server environment.

- Easily replicate the same settings across multiple computers.

- Easily set up grid settings on a new computer for first time use.

Saving and Manually Retrieving Grid Settings

Grid settings are saved and restored in EXO Business Config. Three new options are available when right-clicking on a User Profile:

- **Save Grid Settings** – Saves the grid settings currently present on this computer to the EXO Business database for this profile.

Note: Saved grid settings are stored in the new table PROFILE_GRIDS.

- **Retrieve Grid Settings** – Retrieves grid settings saved for this profile from the database and applies them. All existing grid settings are deleted before the new settings are applied.

- **Merge Grid Settings** – Retrieves saved grid settings for this profile from the database and applies them. Existing grid settings are <u>not</u> deleted.
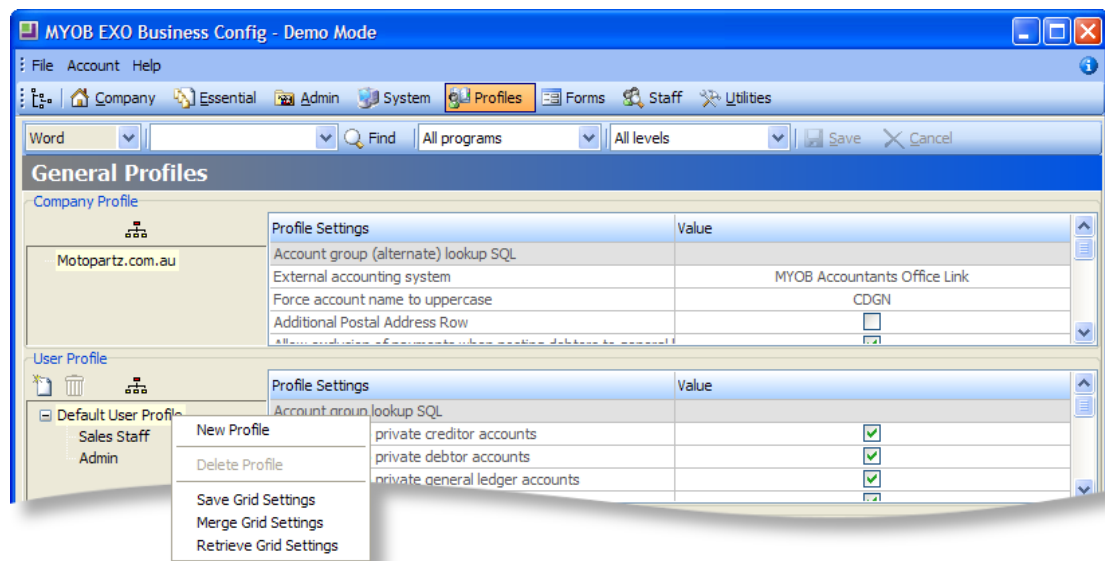
The **Merge Grid Settings** option can be used to apply a superset of grid settings from multiple profiles to a single user. For example:

1. Use EXO Config to save grid settings for Profile A and Profile B on their respective computers.

2. On an administrator's computer, log on to EXO Config.

3. Go to the Profiles screen, right click on Profile A and select **Retrieve Grid Settings**.

4. Right click on Profile B and select **Merge Grid Settings**. The administrator user now has a superset of the grid settings for both Profile A and Profile B.

5. Right click on the administrator's profile and select **Save Grid Settings**.

Portable Grid Settings

Grid settings can be made portable, so that they will "follow" a user from one computer to another. If the new Computer-level profile setting **Allow portable grid settings** has been enabled, then when a user logs on to a computer, the grid settings saved for the user's profile are automatically restored.

> **Note:** The automatic restore operation only occurs when the user logging on belongs to a different profile set than the previous logged on user.

Enabling portable grid settings means that users can operate on multiple different computers (e.g. in a "hot desking" environment) and retain their grid settings. It also means that users' settings can remain consistent in a terminal server or cluster server environment, where the hosting server may change without notice.

Replicating Grid Settings on a New Computer

The first time MYOB EXO Business is run on a computer, a record for the computer is created in the COMPUTERS table. If the **Allow portable grid settings** profile setting is enabled, a new dialog appears as part of this process:
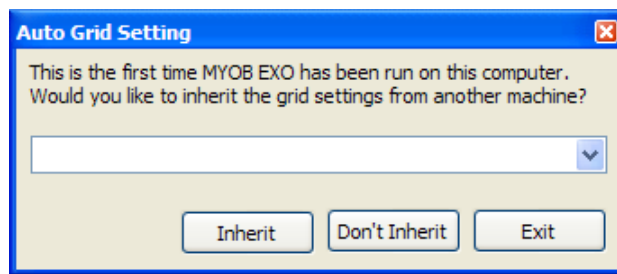
- The user can select a computer and click **Inherit** to create the new COMPUTERS record and replicate the grid settings to the new computer.
- Clicking **Don't Inherit** creates the record in COMPUTERS, but leaves grid settings at their defaults.
- Clicking **Exit** closes the application without creating a COMPUTERS record.

Changes to Licensing

Certain EXO Business modules that no longer require licences have been moved to the Core versions section of the Registration screen in EXO Business Config:
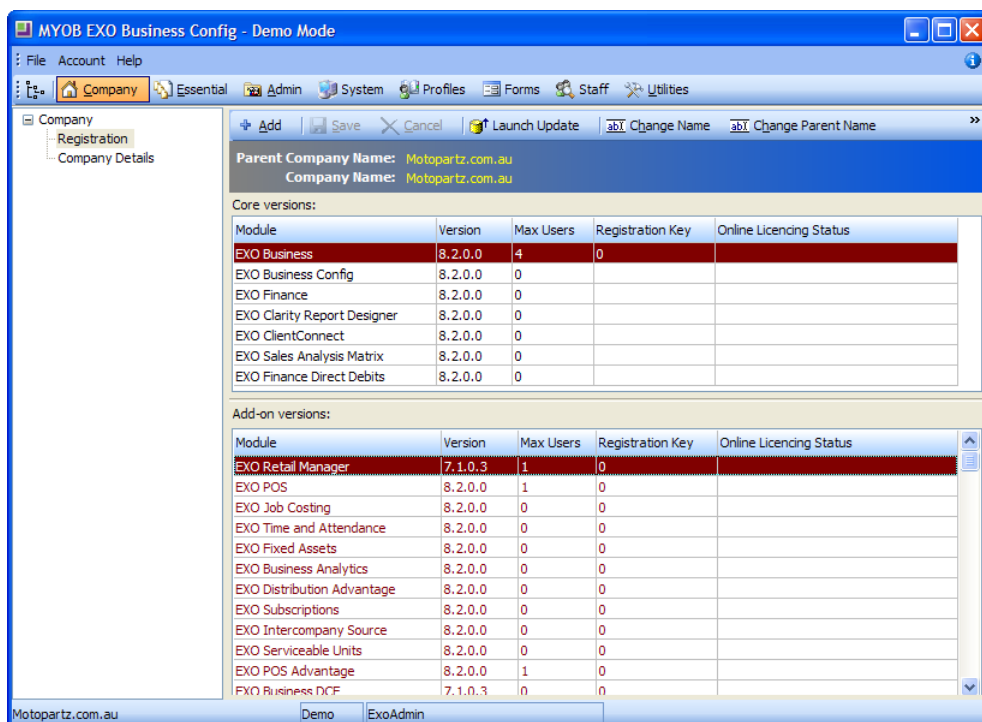
In addition, the EXO Management Report module has been renamed to "EXO Business Analytics".

A new licence is not required to run EXO Business Analytics; customers will be issued new licences for it the next time their EXO Business licences are renewed.

Additional Changes

The following additional new features and enhancements are included in this release:

Module	Description
EXO Business Core	A new **GL Account Read-Only Access** User-level profile setting is available. Enabling this setting restricts users to read-only access on the GL Account screen (functionality that was already available for the other Account screens).
	A new **Creditors Custom Filter SQL** profile setting is available, which mimics the existing **Debtors Custom Filter SQL** profile setting. It specifies a SQL filter that is applied to the Creditor Account, Purchase Order, Inwards Goods Receipts and Inwards Goods Costing, and Stock Items Transaction screens. Its primary purpose is to allow company reps to access a restricted view of the EXO Business database.
	New fields have been added to the SALESORD_HDR and PURCHORD_HDR tables: • CREATE_DATE – This field gets stamped with a datetime value when the order is initially created. • ACTIVATION_DATE – This field gets stamped with a datetime value when the order's Not Processed. • FINALISATION_DATE – This field gets stamped with a datetime value when the order's status becomes Fully Processed. These fields allow better tracking of how long orders take to complete. In addition, a new WAS_BACKORDERED field has been added to SALESORD_HDR. This field is set to "Y" if any one of the lines in the order goes into a backordered status. The intention for these new fields is to allow EXO Business Analytics (see page 245) to provide additional information on orders.
	The stored procedure run by EXO Business Config to update demo data to the current date has been updated to include period statuses, period definitions and Management Report snapshots in the data that it updates.
	The EXO Business logo appeared distorted on some screens. A script has been added to the upgrade process to correctly resize all logo images.
EXO Finance	A search function has been added to the **Creditor** field on the Creditors Payment Processor screen. Search for Creditors in the usual way, i.e. enter a few letters and press the TAB key to open a search window.

Resolved Issues

EXO Business Core

Exotrack ID/ Service Request	Partner ID	Description

Exotrack ID/ Service Request	Partner ID	Description
32189	2302	When posting a batch in Integrated Cashbook, the system was not indicating the GL batch number allocated with a popup; instead, it showed the last batch number in the grey header band of the Cashbook screen. When Cashbook was launched from Bank Reconciliation, the Cashbook screen closed after save/print and the batch number was not readily visible. The batch number is now displayed after the posting in Bank Reconciliation screen and Integrated Cashbook screen.
33176	5669	The Non Account Details screen always displayed the account name in uppercase, regardless of what was specified for the **Force account name to uppercase** profile setting. This has been resolved.
33640	5267	A **New** button has been added to the Alternate Suppliers/Stock Codes window. Previously, the only way to add a new Supplier was to press the down arrow key, which was inconsistent with the rest of the system.
34544	5481	Copying a Purchase Order between suppliers of different currencies did not update the exchange rate and potentially did not update the tax. There are also considerations about potential price changes. When changing the supplier inside a Purchase Order, the system performs these checks and corrections; therefore the system now does not permit copying an order between suppliers of different currencies. Instead it displays a message recommending copying to the same supplier then opening the order and changing the supplier there.
33329	5480	Double-clicking on the email address on the Details tab of the Debtor Account Details or Creditor Account Details screens now creates an email message to that address. (Previously, this feature was only available on the Contacts screen.)
11092484916	-	Editing partly allocated invoices caused incorrect balance amounts. This has been resolved; it is now no longer possible to edit partly allocated invoices, regardless of what is selected for the **Permitted level of access to debtor transaction editing** profile setting.
11071738028	-	The Sales Analysis Matrix would not display Sales Orders that did not have a salesperson recorded against them. This has been resolved.
11079025569	-	When editing an invoice that has already been posted by right-clicking on it from the Transactions tab of the Debtors screen and selecting Edit Invoice or Edit Ref Fields, it was not possible to change the date of the transaction if the **Enforce transaction period dates during invoice entry** profile setting was set to "Enforce" or "AutoEnforce" (most common and default mode). In previous versions this date could be edited, but it was ungoverned by date range checking based on the original period of the transaction. It is now possible to edit the date again, but the date cannot be changed to a date outside the date ranges for the period originally assigned to the transaction, regardless of what the **Enforce transaction period dates during invoice entry** profile setting is set to.
11277538391	-	Clarity reports can now be run silently from the command line by specifying the new /A=N flag (see page 255).

Exotrack ID/ Service Request	Partner ID	Description
-	-	After adding a GL line to a Purchase Order, if the user double-clicked the line to open the GL detail screen and then closed it, the GL account search screen was displayed; it was necessary to cancel the GL detail screen then close the GL search screen. This was inconsistent with the behaviour for a stock item line. This has been resolved; the GL search screen is no longer displayed after closing the GL detail screen.
-	-	When selecting multiple rows on the Debtors Banking Batches window, only the last two columns of each row would be highlighted correctly. This has been resolved; all columns on each selected row are now highlighted.
-	-	After reversing a Debtor Payment, the amount on the confirmation message did not display zero values in decimal places, e.g. $17.70 displayed as "$17.7", $20.00 displayed as "$20". This has been resolved.
-	-	Any discounts or price policies set up for the freight code were not applied on Debtor Invoices. This has been resolved.
-	-	When opening the Online Help by pressing F1, the EXO Business application could not be accessed until the Help was closed. This has been resolved.
-	-	Pressing F1 on the Purchase Order Periscope opened the Online Help at the topic for the Debtor Invoice Line Periscope. This has been resolved.
-	-	On the Non Account Details screen, when navigating between records using the next and last buttons the next/previous account details are displayed, however the display always reverted back to the Details tab. Navigation on the Non Account Details screen now functions the same as the Debtors Account Details screen, i.e. when navigating between accounts, the same tab is always displayed.
-	-	After changing the **Consign loc** property on a Sales Order, all information in the panel at the bottom of the window disappeared. This has been resolved.

EXO Business Config

Exotrack ID/ Service Request	Partner ID	Description
31136	5211	The ability to replicate grid settings has been added.
-	-	The Help text displayed at the bottom of the sections under Admin > Serviceable Units incorrectly displayed information for the Financial Year section. New text that describes the Serviceable Units sections (Unit Make, Unit Model, Unit Class, Unit Usage Reading, Communication Types, Action Types) has been added.
-	-	The button on the General Ledger Account Search window at Essential > GL Control Accounts was labelled **Next**; this has been changed to **Search**.

Exotrack ID/ Service Request	Partner ID	Description
-	-	If a value outside the range 1–24 was entered for the **Position** property of an Extra Field, an exception error occurred. This has been resolved; attempting to enter an out-of-range position now generates the error message "Position must be within the range 1-24". Changes cannot be saved until a correct value is entered.

EXO Finance

Exotrack ID/ Service Request	Partner ID	Description
41629, 33537 29627, 11898 10799	5670, 1028 5678, 2214 2229	When emailing from the Creditors Payment Processor, the **Show email before sending** option was not working; the email preview was not being displayed when this option was enabled. This has been resolved.

EXO POS

Exotrack ID/ Service Request	Partner ID	Description
31783	2263	The POS Line Periscope would sometimes not respond to pressing F11 (Cancel) or F12 (Save), meaning that the icons had to be clicked. This has been resolved.

EXO Business 8.1.1.0

This release of MYOB EXO Business addressed issues that were identified in the 8.1.0.0 release.

Resolved Issues

Service Request ID	Description
11252059251	The **Sub total** and **GST total** values on Sales Order Invoices were not calculating correctly when GST-inclusive pricing was used and all lines had the same GST rate (the system was treating the GST-inclusive prices as if they were GST-exclusive). This has been resolved.
11242763683	Attempting to supply or invoice a Sales Order that included one or more batch-tracked items with expiry dates, followed by one or more non-batch-tracked items, resulted in the error message:
	"There was an error updating the data, so all updates have been rolled back. Arguments are of the wrong type, are out of an acceptable range, or are in conflict with one another."
	This has been resolved; the error and rollback no longer occur in this situation.
11170007076	As of MYOB EXO Business 8.0, there was a subtle change in the behaviour of Clarity forms that required the user or implementer to modify profile settings in order to retain existing form behaviour.
	The changes related to the to the **form output device** Form profile settings.
	For example, if the **Debtor invoice form output device** profile setting was set to "PDF File", Debtor Invoices would not print. The same problem would occur with Debtor Statements relative to the **Debtor statement form output device** setting; these settings, which were supposed to apply only when emailing forms, were affecting printing. This has been resolved; documents print successfully when the output device is set to PDF or any other device name.
	The setting now only relates to emailing once again. No modifications are required for sites that have had to change profiles settings modified to behave accordingly during the 8.0 upgrade.
	Also, when upgrading straight to 8.1.1 from versions prior to 8.0, these settings work the same as they did pre-8.0.

EXO Business 8.1.0.0

The focus of the 8.1.0.0 release was on improving system performance, and addressing issues identified by users and business partners.

New Features

Performance Improvements

This release includes a number of enhancements that improve the performance of the EXO Business system:

- Filters using the deprecated AGE field in transaction tables were replaced in the Debtors, Creditors and Stock screens and now use the primary period identifier PERIOD_SEQNO, improving speed on the Transactions and Analysis tabs on these screens. *These enhancements were first introduced in the 8.0.1.0 hot fix release.*

- Further improvements to the Stock Transactions tab have been made, significantly increasing the speed of operations on this tab.

- Improvements have been made when refreshing the stock requirement statistics for Forecast-based Purchase Orders, which drastically increases the speed of this operation—on a large database, the time taken is 0.005% of the previous performance time.

- Improvements have been made to the routines that return stock levels; this is particularly noticeable in Sales Order entry. The stored procedures STOCK_LEVELS and STOCK_IN_LOCATION have been modified.

- Serial numbers in Sales Orders are handled more efficiently, improving performance when processing Sales Orders, inserting Sales Order lines and using the Supply tab.

- Indexes have been created on the PERIOD_SEQNO column for the transaction tables DR_TRANS, CR_TRANS, STOCK_TRANS and GLTRANS.

- Business flow menus now load faster, improving the startup time of EXO Business applications.

Posting to GL

Prior to version 8.1.0.0, when doing a New GL Post Run, only one GL Batch was created for all ledgers ticked. The process now creates a batch for each ledger (Debtors, Creditors and Stock) and displays credit/debit totals for each batch.

The extraction is grouped by ledger source, which means that the top section of the Post to GL screen may show multiple batches, depending upon how many ledgers are selected.

Distinct batches are created on combination of Period and ledger, i.e. one for each period and ledger combination. The description for the batch now indicates the ledger for which the batch has been created.
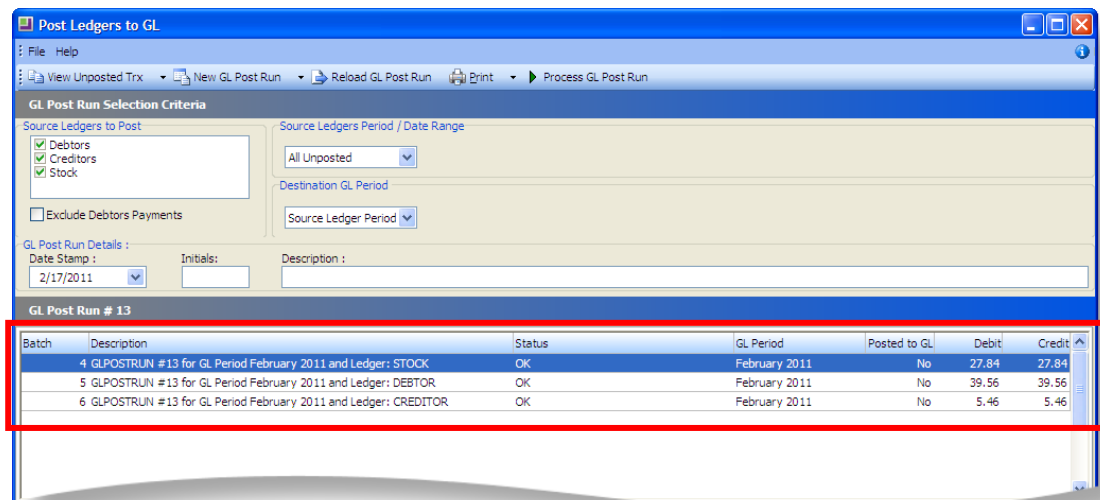
The Load Suspended Batches window has also been updated. The window is now resizable and Debit, Credit, FC Debit and FC Credit are now available as selectable columns. To enable the new columns, right-click on the column headers and select **Select visible columns**.
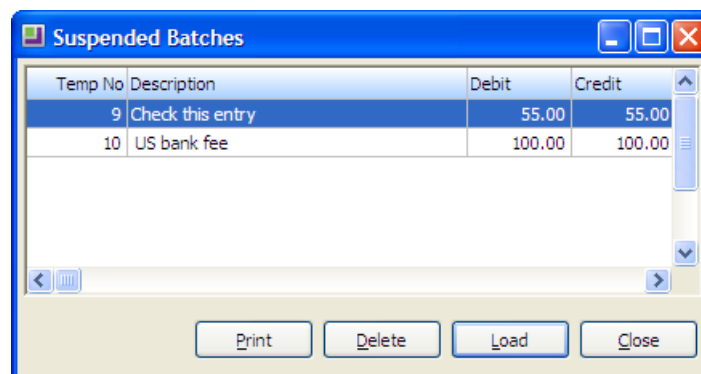
Tax Rounding

A new method of invoice tax calculation has been added. This method only applies where the tax rate is consistent across all lines of an invoice and none of the lines have been overridden. In this case, tax is calculated on an Invoice or Sales Order transaction based on the subtotal. If any line on the invoice has a varied tax rate, or any line is recorded as TAX_OVERRIDDEN='Y' then the tax total on the invoice will be the sum of the GST on each line as it has been in previous versions.

The differences between the sum of the rounded GST on the lines and the application of the tax rate to the subtotal (or Invoice Total in the case of a Tax Inclusive system) are placed in a new field on DR_TRANS called TAXROUNDING and are dealt with at ledger posting time. These are written to a new GL Control Account, **Debtors GST Rounding Account**, which is initially set equal to the **Debtors GST Account**.

No changes are necessary to invoice layouts or procedures. Using this method the recipients of the invoice will get a GST total that they expect based on the subtotal.

In addition, a new Rounding method has been added, which rounds 5 up away from zero to infinity, giving a more predictable result on invoices and Sales Orders where rounding takes place. This method is now used for the above tax calculations, replacing the traditional default 'Bankers rounding' method. It is also used at the header level on the Debtors Invoice screen and Sales Order grids.

Sales Orders Enhancements

In previous versions, when Extra Fields were added to Sales Order lines, they displayed in the periscope for each Sales Order line. Extra Fields can now be added to the Sales Order grid as columns—to enable an Extra Field to be displayed as a column, set its **Dialog Type** property to "Grid Column":
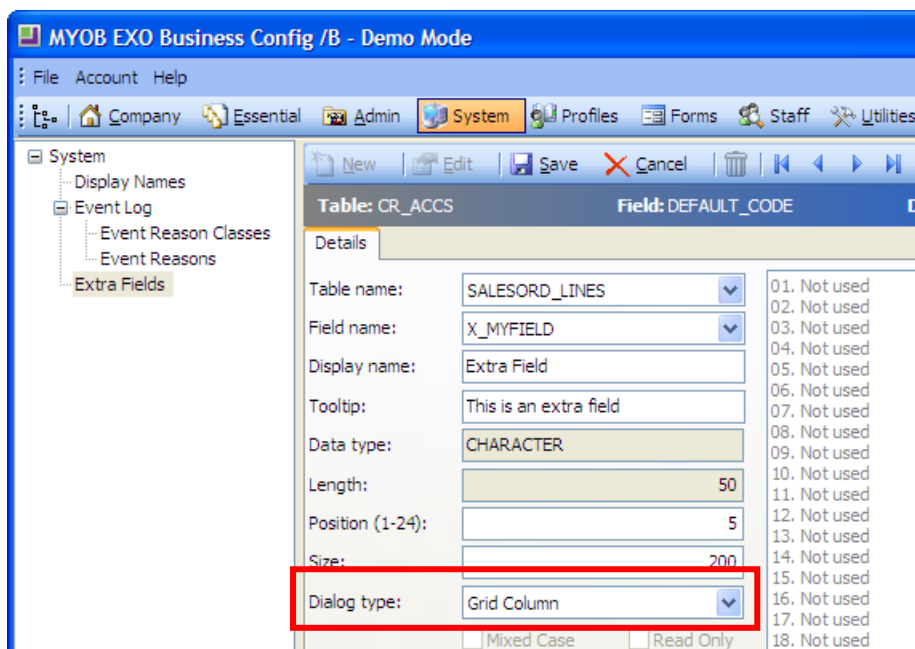
Once the Extra Field is added, to display it on the Sales Order screen, you must use the **Restore default column settings** right-click option, then enable it using the **Select visible columns** right-click option.

Hard-coded fields from the periscope window can now also be added as columns on the Sales Order entry grid. As with Extra Fields, to display periscope fields, you must use the **Restore default column settings** and **Select visible columns** right-click options.

Other enhancements:

- Extra fields on the Sales Order entry screen have the default field values pre-populated (both for columns and in periscopes).

- The title for the Options column is now **...** The options column is now the second column by default after narrative column. Clicking in the Options (**...**) column opens the periscope window for the selected line. A new right-click option to show more Line Options (Periscope) has been added.
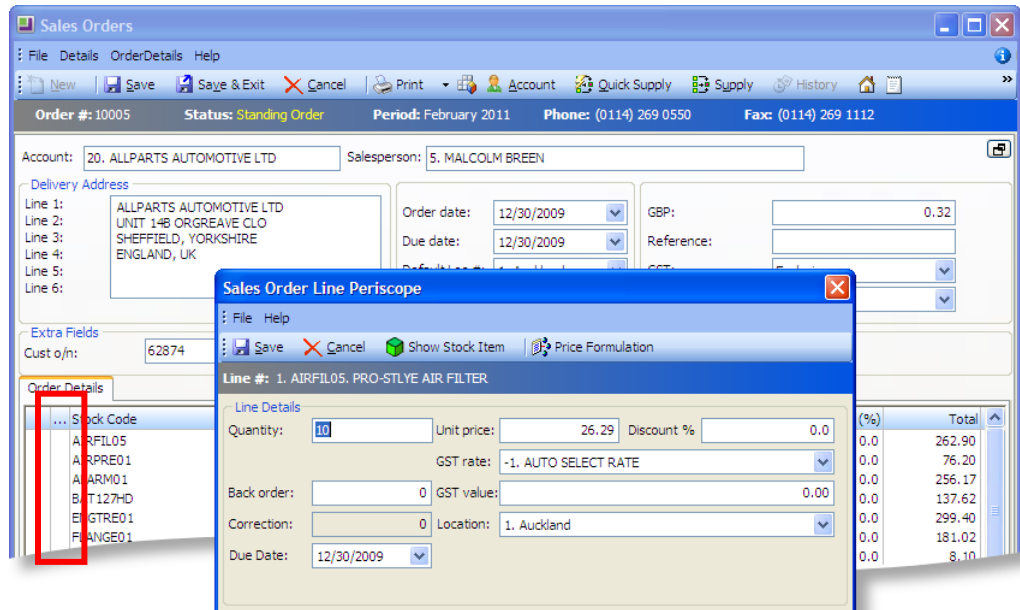
- On changing the location on the header of the Sales Order, if the user clicks **Yes** to update all of the existing order lines, the control moves to the first row on the grid.

- The Stock Code column is restricted to uppercase only; for all other columns, mixed case is allowed.

Variable Cost Stock Items

A new **Variable Cost** property is available for Stock items. Tick this option to signify that the Stock item is a Variable Cost Item—this is an item where the cost price varies for each instance, to the point that the average cost is misrepresentative, e.g. freight by weight. If this option is ticked, the invoice line cost for the item is calculated as a percentage of the selling price on the invoice line. The percentage used is the expected GP% on the product group for this item.

The new option appears in the miscellaneous section of the Details 2 tab (the **Auto Narrative** property has been moved to bottom of dialog to make room):
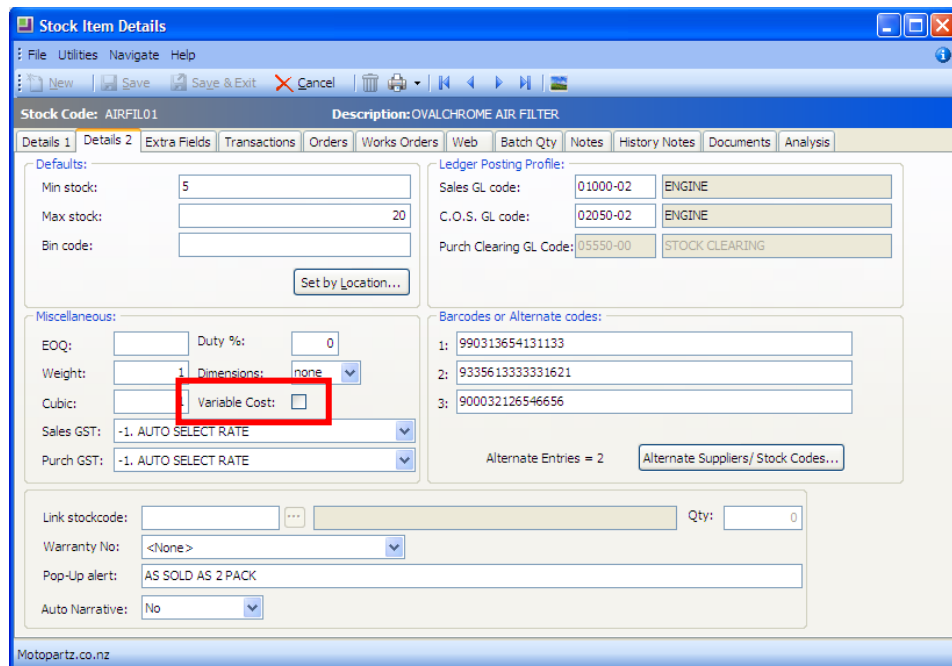
Forecast Based Purchase Orders

In addition to performance enhancements (see page 265), a new Copy/Paste tab is available on the Forecast Based Purchasing screen:
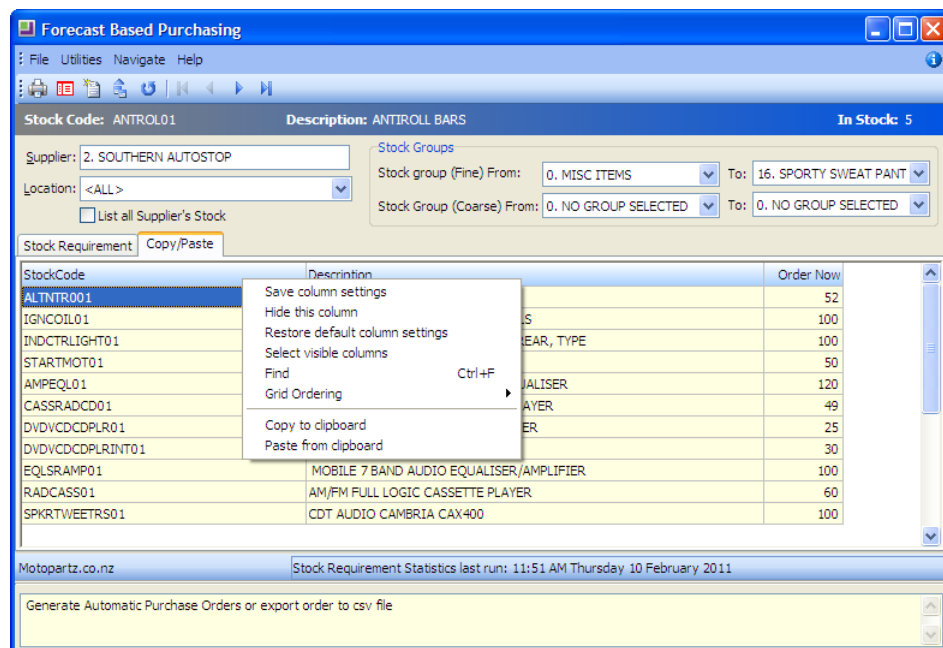
The right-click menu on this tab includes **Copy to clipboard** and **Paste from clipboard** options. This tab can be used for quick editing of data. For example, users can export the Stock Requirement grid to CSV, edit it in Excel, then paste the edited rows back into the Copy/Paste tab.

This release also adds support for multiple users running Forecast Based Purchase Orders concurrently.

New Options on Debtor Statements

New options are available on the Debtor Statements window:

A new option to include Inactive accounts is available in the **Include Accounts With:** section.

When applying a custom filter, users now have two choices:

- **Append** – the custom SQL entered is appended to the default filter using an AND operation. This is the default behaviour from previous versions.

- **Replace** – the custom SQL entered replaces the default filter completely. When using this option, the custom SQL must start with an AND or an OR operator.

Additional Changes

The following additional new features and enhancements are included in this release:

Module	Description
EXO Business Core	Object lock has been introduced in Purchase Orders. If a user tries to open a Purchase Order that is already in use by another user, the system displays a warning message (as for Sales Orders). If the user wants to continue in read-only mode, the following menu options are disabled: Save, Save and Exit, Receipt and Inwards Goods Receipt.
	Extra fields are now automatically populated with the designated default value before the form is saved. Previously the default was sometimes ignored because the form automatically populated the field with a valid value (not null), so the database default constraint rule for the column in the database never came into play.
	A new field, TAXROUNDING FLOAT, has been added to the tables DR_TRANS, DR_TRANS_PARK, SALESORD_HDR and SALESORD_HDR_ARCHIVE. This field defaults to 0.
EXO Business Config	The following new GL Control Accounts have been added at EXO Business Config > Admin > General Ledger > GL Control Accounts: - Debtors Tax Rounding - Creditors Adjustments The existing Adjustments account has been renamed to Debtor Adjustments. **Note:** Posting of the Debtors Ledger to GL now posts DR_TRANS.TAXROUNDING to the new Debtors Tax Rounding control account. DR_TRANS.TAXROUNDING is the variance between the sum of the GST on the lines and the multiplication of the subtotal by the tax rate where all of the lines on the invoice have a consistent tax rate and no lines have been overridden.

Module	Description
	The **Max forward days** profile setting has been replaced by three User-level settings that control how far into the future pending transactions are considered to impact on stock commitment and therefore count as "Free Stock". • Sales order max forward days • Purchase order max forward days • Works order max forward days Each automatically inherits the current value of the **Max forward days** setting during the upgrade to 8.1.0.0. The following modules no longer require license keys: • EXO Business Config • EXO Finance Direct Debits • EXO Sales Analysis Matrix The following menu items are now accessible from the core in demo systems: • Setup Stock Serial Numbers • General Setup • Setup Extra Fields • Setup Analysis Codes • Setup Period History • Setup Stock Price Names • Quick Insert Template In EXO Business Config, double-clicking on a module that does not require a license key now displays a message informing the user that a license key is not required.
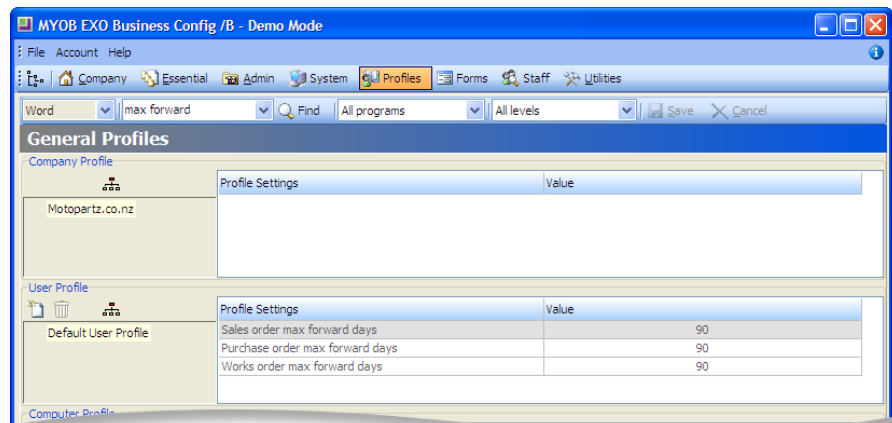
Module	Description
	A new stored procedure, SP_GL_CONSOLIDATION, has been added to the database, replacing the old executable code for consolidating GL transactions. The utility for consolidating GL is no located on a separate tab in EXO Business Config under Utilities > General Ledger > Utilities.
	Once the **Consolidate** button is clicked, the new stored procedure is executed, consolidating the GL transactions up to the age specified and optionally moving transaction details to the GLTRANS_ARCHIVE table. (A **Do not retain archived general ledger transactions** option is available to let users not archive the consolidated GL transaction details.)
	Note: The utility cannot be run for the current financial year.
	In case of any error, the transactions are rolled back to the original state, informing the user about the rollback.
EXO Job Costing	The **Cost Method to use on Job Time and Cost Tabs** profile setting has been split into two separate profiles: one for stocked items and one for lookup items (typical scenario would be Average for stocked items and Standard for lookup items). The new profile settings are named **Cost method for Stock Items to use on Job Time and Cost tabs** and **Cost method for Lookup Items to use on Job Time and Cost tabs**. They inherit the setting of the existing profile.

EXO Business 8.0.1.0

This release of MYOB EXO Business addressed issues that were identified in the 8.0.0.0 release.

Resolved Issues

Exotrack ID/ Service Request	Partner ID	Description
		This release includes minor changes to improve speed on the Transaction and Analysis tabs on the Debtors, Creditors and Stock screens.
38075, 13597, 32182, 37202, 38062, 41644	5267, 2263, 5616	When an invoice included an image, e.g. a company logo, which was resized on the invoice form, the image would appear correctly on preview screens, but would appear distorted when MYOB EXO Business converted it to a PDF for emailing. Resized images now appear without distortion. **Note:** This issue was fixed in the 8.0.0.0 release, but not noted in the Release Notes at the time.
		The EXO Business application would close with an error message if Analysis Codes were hidden on the Purchase Order screen and the values in the C (confirmed) column were clicked. The error occurred for Purchase Orders created from a Sales Order, or for all Purchase Orders if Job Costing was not installed. This has been resolved.
		When Purchase Orders were raised from a Sales Order, any Extra Fields labels and text boxes in the Purchase Order header appeared twice. This has been resolved.
		An error occurred when processing Purchase Orders that had been generated from a Sales Order, if Job Costing was installed. This has been resolved.
11143684345, 11155465001, 11148825761, 11142649861	7761187, 7486995, 7487508	Order totals were displaying and saving as zero on partly processed Sales Orders. This has been resolved.
		Version 8.0.0.0 introduced a new feature where stock levels were displayed at the bottom of the Sales Order screen; this slowed down processing when doing a Quick Supply for the order. Stock levels are no longer displayed on the Supply tab when processing using Quick Supply, restoring performance to previous levels.
		When copying a Sales Order that had been processed via the Batch Sales Order Line Process (BSOLP) in the Distribution Advantage module, the new Sales Order incorrectly copied the BSOLP batch number (BSOLP_BATCHNO field). This no longer occurs.

EXO Business 8.0.0.0

The focus of the 8.0.0.0 release was on improving the user experience when using Sales Orders, and addressing issues identified by users and business partners, including performance issues on large sites. This release also expanded environment support, including support for 64-bit operating systems and Windows 7.

New Features

Performance Optimisation

This release includes optimisations that speed up the operation of Transactions tab on the Stock, Debtors and Creditors screens. The Transactions tab now opens significantly faster on large accounts, especially when grouping by period.

Environment Updates

Support for 64-bit Environments

MYOB EXO Business now operates with 64-bit operating systems and 64-bit database applications.

> **Note:** See the Known Issues section (page 22) for additional information on installing EXO Business on 64-bit SQL Server 2008.

Compatible with Windows 7

MYOB EXO Business has been tested to meet all of the technical requirements to be Compatible with Windows® 7.

Compatible with Windows 7 software:

- Is tested for compatibility and reliability on Windows 7.
- Passed Microsoft designed tests to minimize the possibility of crashes, hangs, and reboots.
- Represents a commitment that the product will continue to work over the life of Windows 7.
- Meets privacy standards set forth by the Anti-Spyware Coalition.
- Installs cleanly and reliably, eliminating unnecessary reboots.

Support for Office 2010

MYOB EXO Business now supports integration with Microsoft Office 2010.

Sales Orders

A number of new features and improvements have been added to the EXO Business Sales Order functionality; these are detailed below.

Creating Purchase Orders from Sales Orders

It is now possible to create one or more Purchase Orders directly from a Sales Order. A new **Generate PO(s)** button is available on the Sales Order window toolbar:
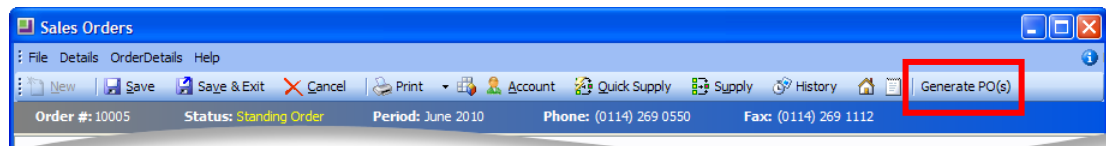
> **Note:** This button (and the associated right-click menu option) can be hidden with the new "O" option for the existing **Hide sales order controls** User-level profile setting. In a new install the button is available by default; however, in an upgrade, it is hidden by default—to enable it, remove the "O" option from the above profile setting.

Clicking this button, or right-clicking on the grid and selecting **Generate Purchase Order(s)**, opens a new window, where you can select which lines to generate Purchase Orders for:
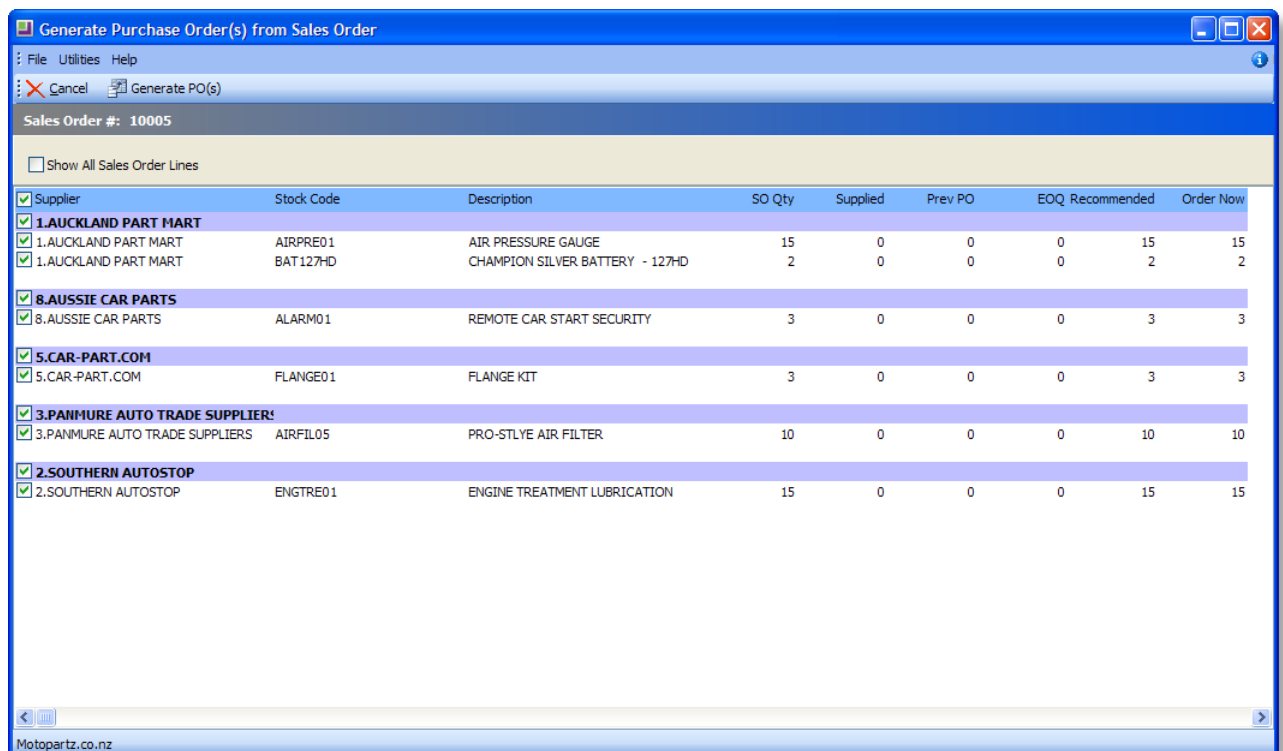
The following details are displayed for each line:

- Supplier
- Stock Code
- Description
- SO Qty – The quantity specified in the Sales Order.
- Supplied – The quantity that has already been supplied.
- Prev PO – The cumulative total of items on all Purchases Orders previously raised from this Sales Order.
- EOQ – The Economic Order Quantity for the stock item.
- Recommended – The recommended order quantity, which is SO Qty, less Supplied, less Prev PO, adjusted for the EOQ if this applies.
- Order Now – the amount to place a Purchase Order for now. This is the only editable field.

Lines are grouped by supplier; selecting or deselecting a supplier selects/deselects all lines under that supplier. By default, only those lines where the **Order Now** field is greater than zero are displayed—to display all lines from the Sales Order, select the **Show All Sales Order Lines** option.

The user selects all lines to be included on Purchase Orders, edits the **Order Now** amounts for each selected line as necessary, then clicks **Generate PO(s)** to create the Purchase Order(s).

> **Note:** When editing the **Order Now** amount, the EOQ is enforced as per the **EOQ prompt on purchase orders** Company-level profile setting

Purchase Orders are created one at a time, one for each supplier. All lines that are ticked and have an **Order Now** value greater than zero are included in Purchase Orders. The **Sales Order** field is populated with the ID of the parent Sales Order. (This field replaces the **Job Code** field on Purchase Orders that were created by other means.)

Pricing Update on Change of Debtor

A prompt now appears when the Debtor account is changed on a Sales Order that already has lines entered:
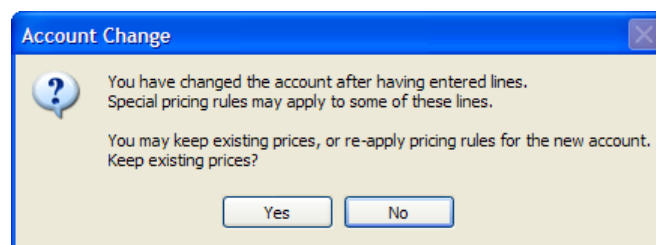
When a line is entered on a Sales Order, various factors and rules are applied to generate a unit price and/or discount to derive the Best Price on each line. One of these factors is the Debtor account and its associated price policies. If the account is changed after lines have been entered, all of the lines on the order need to be re-evaluated and a new best price applied before the order is processed further. This new

prompt gives the user the option of re-applying the pricing rules or leaving the prices as they are.

Quick Supply Default Settings

The settings on the Quick Supply Order window can now be saved as defaults. Clicking the new **Save as Default** button saves the current combination of settings as the default for the current user, so that these settings will appear the next time that user opens the Quick Supply Order window.
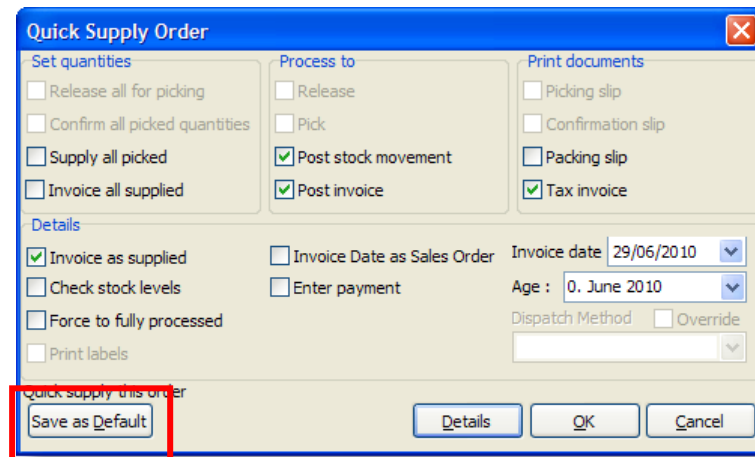
The existing **Batch sales orders action … default** User-level profile settings now specify the default settings for the Quick Supply window as well. These profile settings have been renamed **Quick Supply and Batch sales orders action … default**. Clicking the **Save as Default** button on the Quick Supply window affects the values of these settings.

> **Note:** MYOB recommends that you note the selections on this window before upgrading and then again after, to ensure that no unexpected changes in the default selections occur. This should be done for all users.

Improvements to the Sales Order Screen

Grid Customisation

The grid on the Sales Order Entry window has been converted to an ExoGrid. This grid is used by Sales Orders, Standing Orders, Laybys, Quotations and Fully Processed Orders. In previous versions, an ExoGrid was only used for Partly Processed Sales Orders in non-insert mode, where the order lines had already been entered.

As an ExoGrid, the grid can now be customised for all Sales Order statuses. Customisation options are available by right-clicking on column headings. Options include:

- Re-sizing columns
- Changing column ordering
- Hiding and showing columns with the **Select visible columns** option

Note: Sorting is not available for Sales Order columns—the **Grid Ordering** option is not available on the right-click menu. (During user acceptance testing, this was shown to be confusing to the operator when entering lines.) This affects all Sales Order screens apart from Partly Processed Sales Orders. Sorting is still available as normal for other screens in EXO Business.

Additional Stock Information

Additional information on the currently selected stock item is now displayed at the bottom of the Order Details and Supply Details tabs on the Sales Order screen:

Additional information includes:

- Base price of the stock item
- Cost price of the stock item
- Physical quantity (as per the location on the stock line)
- Free quantity (as per the location on the stock line)
- Committed quantity (as per the location on the stock line)

Note: The existing User-level profile settings **Hide stock costs** and **Allow manual entry/override of discounts on debtor invoice & sales order lines** can be used to hide the **Cost Price** and **Discounted Unit Price** fields if necessary.

Batch Codes and GL Codes

In previous versions, it was not possible to assign both Batch Codes and GL Codes to Sales Orders. The **Batch Code** and **GL Code** columns can now both appear on the same grid, allowing Batch Codes and GL Codes to be assigned to the same Sales Order.
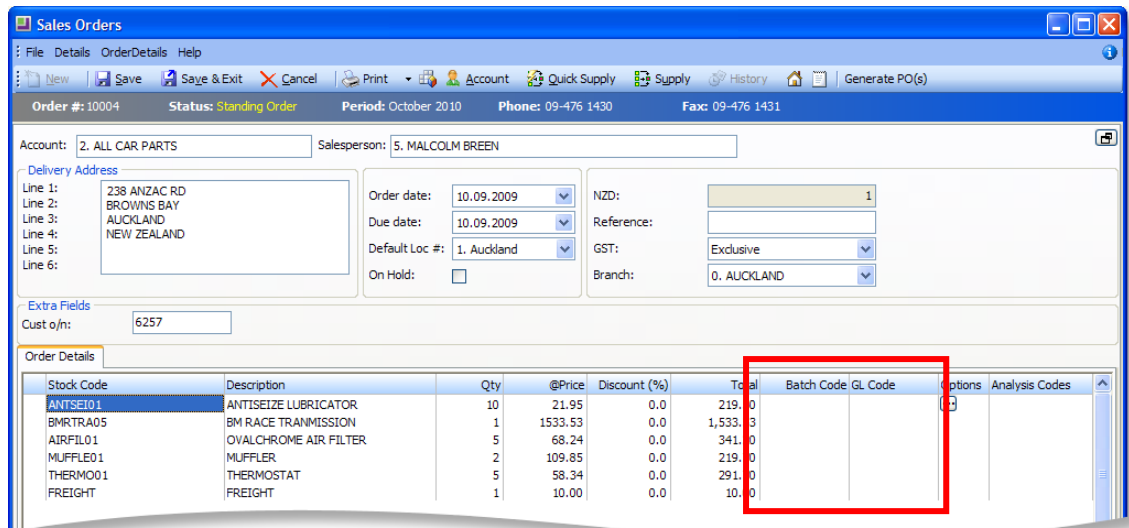
> **Note:** The availability of these columns is controlled by two profile settings: **Enable display and override of GL code from stock item** (User-level) and **Enable stock batch codes** (Company-level).

Extra Search Fields Size Increase

User-level profile settings are available to add extra search fields to various screens. Previously, these fields were restricted to 100 characters in length—this has been increased to 200 characters for extra search fields on the following screens:

Screen	Profile Description	Profile Field Name
Creditors	Extra creditor account search fields	EXTRA_CR_SEARCHFIELDS
Debtors	Extra debtors account search fields	EXTRA_DR_SEARCHFIELDS
Stock	Extra stock items search fields	EXTRA_STOCK_SEARCH_FIELD
Purchase Orders	Extra purchase order search fields	PO_EXTRA_SEARCH_FIELD
Sales Orders	Extra sales order search fields	SO_EXTRA_SEARCH_FIELD

Report Enhancements

Several Clarity reports have been enhanced with new features and parameters. The following changes have been made:

- The Invoice Listing report (**DRIInvListing.clr**) now includes the stock description in the report details.
- The Debtor Receivables List report (**DRTReceivablesList.clr**) now includes parameters to select Debtors and/or Debtor Groups.
- The Creditors Payment Listing report (**CRTPayList.clr**) can now be ordered by Cheque number (Reference).
- The Creditors Invoice Listing report (**CRTInvList.clr**) can now be ordered by the Allocated column.
- The Creditors Payment Allocation Detail report (**CRTAllocListing.clr**) can now be ordered by Creditor.
- Portrait versions of the General Ledger Trial Balance reports (**GLMTrialBal.clf**, **GLMTrialBal.clr** and **GLMTrialBal_YTD.clr**) are now available in the **MYOB EXO Business\Common\Clarity\Master Reports\Variations** directory.

A new Stock Valuation by Secondary Group report is available in the **MYOB EXO Business\Common\Clarity\Master Reports\Variations** directory. This report (**STLStkValueBySecStkGrp.CLR**) is the same as the existing Stock Valuation report, but groups by Secondary Group instead of Primary Group.

Resolved Issues

EXO Business Core

Exotrack ID	Partner ID	Description
35361, 38462 38491, 39945 40008, 40415, 41668	5479, 5616 5879, 1028 2307, 1488	Multiple performance issues involving the display of transactions on the Stock, Debtors and Creditors screens have been resolved.
16254, 16387 17293, 18472 28589, 32793 35873, 37034 41078	5118, 2307 5267, 5481	It was not possible to enter an expiry date in the Stock Movement screen when receipting or adjusting batch-tracked stock. A new **Batch Expiry** column has been added to the Stock Movement screen to allow for this. Values in this column are only editable for batch-tracked stock items that expire. **Note:** The **Batch Code** column is now editable for batch-tracked items only.
34487, 34520 35448, 36456 36829, 37239 37356, 39791 39838	5669, 2263 5560, 5481 5445, 1944 5118, 5480	After entering a stock code for which there was insufficient stock to supply the default quantity of 1, the system brought up the prompt to backorder before the operator had a chance to amend the **Quantity** column. This has been resolved.
33829, 34263 37425	5445, 5501 2220	Sales messages were not saved correctly when a Sales order was closed. This has been resolved.

Exotrack ID	Partner ID	Description
35331, 38756	5267	After enabling custom line field (CLF) functionality, the tax rates attached to line items were sometimes changed. This has been resolved.
36806, 36235	2263	Running the PRICE_SELECT_UPDATE stored procedure with more than 69 Sell Prices set up caused the error "Invalid syntax near 'FR'." This has been resolved.
36505, 37520	5596	When creating a Sales Order, if the Debtor Account was changed after adding Items, the pricing was not refreshed. This has been resolved.
31825, 31966	2307, 1488	Custom line fields set up at the Sales Order line level would display correctly Not Processed and Fully Processed, but would not appear for Partly Processed orders. This has been resolved.
34647, 37950	5481, 5267	The Search dialog would not appear when entering part of a Debtor's name and pressing ENTER, if the text entered included a full stop. This has been resolved.
39010, 40752	5879, 1045	The prompt for a Creditor Invoice number that appears after a Purchase Orders is saved would lock the identifiers table, blocking all other users from saving transactions until the prompt was dismissed. This has been resolved.
40295	5479	"Out of memory" errors could occur when Analysis Codes were in use. These errors became more frequent over time. This has been resolved.
41658	5550	The stock levels displayed on the Transaction tab of the Stock screen did not match the levels displayed on the Details 1 tab for those locations where the stock level was 0. This has been resolved.
36863	5596	Sales Orders raised from Debtor Accounts would use the default branch for the user instead of the branch from the Debtor. This has been resolved.
33346	5480	Keyboard navigation did not work correctly on the Sales Orders screen. When selecting the GL Code column, users could only more forwards with the right arrow or TAB keys, but could not move back with the left arrow or SHIFT+TAB. This has been resolved.
36273	1944	After entering a stock code on the Sales Orders screen and press the down arrow (instead of TAB), the system would not prompt the user if the stock item was Out of Stock. This has been resolved.
31037	2263	The **Fully Processed** tick box on the Quick Supply and Batch Sales Order Processing screens was available even when the **Force to fully processed** option was selected and the **Hide sales order controls** profile setting was set to "F". This has been resolved,
36979	2302	Comment (i.e. non stock) lines on a Sales Order would have their branch set to 0. This has been resolved—comment lines now take their branch from the **Branch** combo box.
36996	5484	When a user opened a locked order and chose read only access, they were still able to process the order as though it weren't locked. This has been resolved.

Exotrack ID	Partner ID	Description
29589	5267	The header information on fully processed Sales Orders could still be edited. This has been resolved.
34478	5267	In some circumstances, data was lost when saving an existing Sales Order. This has been resolved.
32649	5118	The expiry date on batch-tracked items was not retained when the Sales Order was supplied and invoiced into a consignment location. This has been resolved.
33846	5445	In certain circumstances, an incorrect Price Group could be assigned to stock items. This has been resolved.
34247	-	In certain circumstances, the **Picked** quantity on the Sales Orders screen was not set for negative lines. This has been resolved.

Job Costing

Exotrack ID	Partner ID	Description
15398, 22297 24538, 25371 27567, 28003 29744, 30656 32885, 33836 35407, 36492 37223	5191, 5188 5189, 2263 5589, 1028 5596, 1488 5501, 5595	Job descriptions can now be up to 5000 characters in length. The relevant UI fields and reports that display job descriptions have been modified to display the longer descriptions.
		Note: Due to the possible effects of these changes, MYOB recommends backing up the EXO Business database before upgrading.

Clarity Reports

Exotrack ID	Partner ID	Description
36190	4927	The Stock GL Extraction report (**STKGLExtraction.clf**) contained an unnecessary join to the STOCK_TRANS table, and was set to two pass, despite there being no calculation fields. These issues have been resolved.
-	-	The Creditors' Purchases (grouped by stock items) report (**CRTItemPurchases.clr**) did not return any information when a period range was selected. This has been resolved.
-	-	The invoice number displayed on the Creditors' Purchases (grouped by stock items) report (**CRTItemPurchases.clr**) overlapped with the **Trans. Date** field if the invoice number was more than 10 characters long. This has been resolved.
-	-	The label on the Back Order form (**BackOrd.clf**) read "Quote". This has been changed to "Back Order".

New Profile Settings

Added in 8.7

Name	Profile Name	Level	Description	Default
Allow foreign currency debtors in Job Costing	JC_ALLOW_FOREX_ACCT	Company	When this setting is enabled, Debtor accounts that use a foreign currency can be used in EXO Job Costing.	Disabled
Enable GL code entry into the stock code field on a debtors invoice	GLMODEONDRINV	User	When this setting is enabled, users can enter GL codes on Debtor Invoices by entering a GL code into the **Stock Code** column of the Invoice Entry window.	Enabled
Hide tabs in Job management screen	HIDE_JOB_TABS	User	This existing setting has been updated to allow the new Dashboard tab to be hidden, by entering "X", and to allow the Billing Schedule tab to be hidden, by entering "B".	X
Hide Resource Planning Gantt Form	HIDE_RESOURCE_PLANNING	User	When this setting is enabled, the Resource Planning tabs on the Job Management window and the Setup Job Resource Allocation window are hidden.	Disabled
Interval (in seconds) for the email service to check for new event emails	EMAILSVC_INTERVAL	Company	Specifies how often the new EXO Email Service checks for new emails.	0
Location of help files	HELPLOCATION	Company	This existing setting now defaults to the URL of the online Help files. To use offline CHM Help files, enter the directory location of the Help files.	
Search automatically	AUTOSEARCH	Computer	This existing setting was not correctly observed by all search windows; it now functions correctly.	Accounts, Documents, Account Search
SQL statement to refine stock item search for Progress Invoice	JC_PROGRESSINVOICESELECTSQL	Company	This profile setting has been removed.	

Name	Profile Name	Level	Description	Default
Track Taxable Payments to suppliers for building and construction related activity	TRACK_CITP	Company	This setting enables features that allow tracking of Creditor payments relating to the construction and building industry. *Introduced in EXO Business 8.6 Service Pack 1.*	Disabled

Billing Schedule Form Profiles

The following new form profile settings were added to support the changes to Progress Billing (see page 7).

Name	Profile Name	Level	Default
Job Billing Schedule Proforma Form Destination	BILLINGSCHEDULEPROFORMA_DEST	Computer	Viewer
Job Billing Schedule Proforma Form Email Option	BILLINGSCHEDULEPROFORMA_EMAIL	Computer	Disabled
Job Billing Schedule Proforma Form File List	BILLING_SCHEDULE_PROFORMA_CLF_FILES	Company	
Job Billing Schedule Proforma Form Output Device	BILLINGSCHEDULEPROFORMA_OUTPUTDEV	Computer	Screen
Job Billing Schedule Proforma Form Printer Name	BILLINGSCHEDULEPROFORMA_PRINTERNAME	Computer	Default
Job Billing Schedule Quote Form Destination	BILLINGSCHEDULEQUOTE_DEST	Computer	Viewer
Job Billing Schedule Quote Form Email Option	BILLINGSCHEDULEQUOTE_EMAIL	Computer	Disabled
Job Billing Schedule Quote Form File List	BILLING_SCHEDULE_QUOTE_CLF_FILES	Company	
Job Billing Schedule Quote Form Output Device	BILLINGSCHEDULEQUOTE_OUTPUTDEV	Computer	Screen
Job Billing Schedule Quote Form Printer Name	BILLINGSCHEDULEQUOTE_PRINTERNAME	Computer	Default

Added in 8.6 SP1

Name	Profile Name	Level	Description	Default
Search automatically	AUTOSEARCH	Computer	This existing setting was not correctly observed by all search windows; it now functions correctly.	Accounts, Documents, Account Search
Track Taxable Payments to suppliers for building and construction related activity	TRACK_CITP	Company	This setting enables features that allow tracking of Creditor payments relating to the construction and building industry.	Disabled

Added in 8.6

Name	Profile Name	Level	Description	Default
Allow exclusion of payments when posting debtors to general ledger	ALLOW_EXCLUDE_PAYMENTS	Company	This profile was not functioning correctly in previous versions. It now works as expected: • When the setting is enabled (i.e. ticked), the **Debtor Receipts** option is available on the Post Ledgers to GL window. • When the setting is disabled (i.e. unticked), **the Debtor Receipts** option is not available. **Note:** If you changed this setting in a previous version due to it not working correctly, you will need to change it back after installing this release.	Enabled
Batch Invoice Mailshot Attachment Size Limit	COLLATED_ATTACHEMENTS_SIZE_ LIMIT	Company	Specifies the maximum size (in KB) for invoice attachments on a single email when sending a mailshot of Batch Invoices. If the attachments to an email exceed this limit, the invoices will be split over multiple emails.	7000

Name	Profile Name	Level	Description	Default
Cost Method for Stock Items to use on Quote tab Cost Method for Lookup Items to use on Quote tab	JC_QUOTECOSTFIELD JC_QUOTECOSTFIELD_LOOKUP	Company	These existing profile settings now affect the Quote tab of the Opportunity window, when EXO CRM and EXO Job Costing are both in use.	Average Average

Added in 8.5

Name	Profile Name	Level	Description	Default
Allow reversal of debtor/ creditor allocations	ALLOWALLOCATIONREVERSAL	User	If this setting is enabled, a **Reverse Allocations** option becomes available on the right-click menu on the Transactions tab of the Debtors, and Creditors windows. Selecting this option reverses all allocations for the selected transaction.	Disabled
Allow Sub ledgers drill through to GL Transactions	DRILL_TO_GLTRANS	User	If this setting is enabled, a **View GL Batch Transactions** option becomes available on the right-click menu on the Transactions tab of the Debtors, Creditors and Stock windows. Selecting this option opens the GL Batch Transactions window, showing all GL transactions associated with the selected transaction.	Enabled
Allowed ledgers to post	POSTINGLEDGERS	User	This setting has been updated in EXO Business 8.5 to include all options in the Selection Criteria section of the Post Ledgers to GL window.	All options enabled
CRM Opportunity Conversion Options	CRM_OPPORTUNITY_CONVERSION _OPTIONS	User	This setting determines what Opportunities can be converted to in EXO CRM. Opportunities can be converted to Sales Order Quotes, Sales Orders and/or Jobs.	Create a Sales Order Quote, Create a Job
Default response to backorder prompt	SO_BACKORDER_RESPONSE	User	This existing setting now affects the new Stock Availability window. If "Yes" is selected, the **Back Order** quantity on this window will be set to the **Shortage** quantity automatically; if "Never" is selected, the Stock Availability window does not appear.	Yes

Name	Profile Name	Level	Description	Default
Default status of Post Realised Foreign Exchange Variances	DR_RECEIPTS_DEFAULT_ FOREXVARIANCE	User	This setting determines the default status of the new **Post Realised Foreign Exchange Variances** option on the Debtors Payment/Receipt Batch Entry window.	Disabled
Default status of the ledgers in Post ledgers to GL screen	POSTINGLEDGERS_DEFAULT	User	The setting determines the default status of the options in the Selection Criteria section of the Post Ledgers to GL window. Clicking the **Set Defaults** button on the Post Ledgers to GL window updates this setting.	All options enabled
Generate and Process GL Post Run	GENERATE_AND_PROCESS_GLRUN	Company	This setting determines the default setting of the **Generate and Process GL Post Run** option on the Post Ledgers to GL window.	Enabled
Get general ledger P/L revenue accounts from	JC_GLREVENUEACC	Company	This setting has been updated in EXO Business 8.x: the description has been updated to make it clear that the **Enable display and override of GL code from stock item** setting must also be enabled this setting when this setting is in use.	Stock Item
Hide sales order controls	SALESORD_HIDE_CONTROLS	User	This setting has been updated in EXO Business 8.5: it now supports the option "S", which hides the new **Review Stock Availability** option on the Sales Orders window.	Blank
Prohibited characters in stock codes	PREVENT_STOCKITEM_ CHARACTERS	Company	Any characters entered into this setting will not be allowed in stock codes. The new Data Verification script for stock uses this setting to validate stock codes.	Blank
Use customised customer stock restrictions logic	CUSTOM_STOCK_RESTRICTION	Company	If this setting is enabled, the system will use the FN_RESTRICTED_ITEM function instead of the standard Restricted Goods functionality to determine if a stock item is restricted from a Debtor on the Sales Order, Debtor Invoice and POS entry windows.	Disabled

Added in 8.4

Name	Profile Name	Level	Description	Default
Allow new lines to be added to partly processed purchase order	PPPOEDITING	User	If this setting is enabled, it will be possible to add new lines to a partly processed Purchase Order. It will also be possible to edit any lines on a partly processed order that have not yet been receipted or invoiced.	Disabled
Campaigns extended search by default	DEFAULT_EXTCAMPAIGNSEARCH	User	This setting specifies whether or not the Campaigns search window should be in extended search mode by default.	Enabled
Default Campaign Stage	CRM_CAMPAIGN_STAGE	User	This setting specifies the default value of the **Stage** property for new campaigns.	"N"
Enable override of cost of sales with average cost at time Ledger Posting	OVERRIDE_COSTOFSALE_WITH_AVECOST	Company	This setting has been updated to better support Perpetual Stock integration. Previously a tick box, this setting now has three values: • Use unit cost on the stock sale transaction • Average cost from the stock item at time of GL posting • Average cost from the stock item at time of Sale	Use unit cost on the stock sale transaction
Enable Validation of Sellprice decimals in Stock_Items	VALIDATE_SELLPRICE_DECIMALS	Company	If this setting is enabled, a warning message appears when Sell Prices are entered to more decimal places than are displayed in transactions. This setting also applies when entering substitute prices in Price Rules and selling prices on Bills of Materials.	Disabled
Extra campaign search fields	EXTRA_CAMPAIGN_SEARCHFIELDS	User	This setting can be used to extend the Company search window/widget so that it searches on Extra Fields. It functions the same as the existing settings for Debtors, Creditors, Contacts, Opportunities, etc.	Blank
Facebook search results count LinkedIn search results count Twitter search results count	FACEBOOK_RESULT_COUNT LINKED_RESULT_COUNT TWITTER_RESULT_COUNT	Company	These settings determine the number of results shown for each social media service on the Social tab of company, Contact and Opportunity screens.	25

Name	Profile Name	Level	Description	Default
Hide Campaign Wave Communication types	COMMUNICATION_PROCESSES_ HIDE	User	The setting can be used to hide selected options for the **Communication Method** property on the Campaign Wave window.	Execute SQL, Execute External Program
Hide Social Media Tabs	HIDE_SOCIAL_MEDIA	User	This setting can be used to hide the Social tab on company, Contact and Opportunity windows.	Blank
Hide tabs in Job management screen	HIDE_JOB_TABS	User	This profile setting existed in previous versions; as of EXO Business 8.4 it can be used to hide the new Activities tab on the Job Details window by including the option "V".	Blank
Hide stock costs	HIDESTOCKCOSTS	User	This profile setting existed in previous versions; as of EXO Business 8.4 it now has the following additional effects when it is enabled: • The **Cost**, **Markup (%)** and **Gross Margin %** columns on the Opportunity Quote tab are hidden. • The **Set Markup %** and **Set Gross Margin %** options on the right-click menu are disabled.	Disabled
Inter-Company ledger period synchronisation	INTERCO_SYNC_PERIODS	Company	This setting determines whether or not the synchronisation of periods between Intercompany companies is enforced when downloading transactions. There are three options: • Enforce – Enforce period synchronisation • Do not enforce – Do not enforce period synchronisation • Prompt – If periods are not in sync, ask the user if they want to continue.	Enforce
Lock dashboards (Analytics) Lock dashboards (Core) Lock dashboards (CRM) Lock dashboards (Job Costing)	MANREP_LOCK_DASHBOARD LOCK_DASHBOARD CRM_LOCK_DASHBOARD JC_LOCK_DASHBOARD	User	These settings lock the Dashboard layouts for the relevant modules. Once locked, a Dashboard layout cannot be changed; widgets cannot be added, removed or re-arranged, and the Dashboard toolbar is not available.	Disabled

Name	Profile Name	Level	Description	Default
Opportunity Custom ButtonX command line Opportunity Custom ButtonX Caption	OPP_BUTTON1_EXE OPP_BUTTON2_EXE OPP_BUTTON3_EXE OPP_BUTTON1_CAPTION OPP_BUTTON2_CAPTION OPP_BUTTON3_CAPTION	User	These settings specify the details of the custom buttons available in the toolbar of the Opportunities window. Each button has two related settings: one that specifies the button's caption and one that specifies the command to run when the button is clicked.	Blank
Purchase Order Custom ButtonX command line Purchase Order Custom ButtonX Caption	PO_BUTTON1_EXE PO_BUTTON2_EXE PO_BUTTON3_EXE PO_BUTTON1_CAPTION PO_BUTTON2_CAPTION PO_BUTTON3_CAPTION	User	These settings specify the details of the custom buttons available in the toolbar of the Purchase Orders window. Each button has two related settings: one that specifies the button's caption and one that specifies the command to run when the button is clicked.	Blank
Restrict Widget SQL	RESTRICTED_WIDGET_SQL	User	If this setting is enabled, the user is restricted from entering certain SQL keywords on the SQL tab of a Pivot Table or Grid Dashboard Widget. The restricted keywords are specified by the **Widget SQL reserved words list** setting.	Disabled
Track Campaigns On Transactions	CAMPAIGNONTRANS	Company	This setting controls the availability of the **Campaign Wave** field on various transaction screens.	"OSDJPN"
Track Opportunity On Transactions	OPPORTUNITYONTRANS	Company	This setting controls the availability of the **Opportunity** field on various transaction screens.	"SDJ"
User can modify visible columns in CRM Opportunity Quote grids	CRM_CAN_CHANGE_COLUMN_ SETTINGS	User	If this setting is disabled, the user will not be able to reset the Opportunity Quote tab grid to its defaults, nor will they be able to select or hide additional columns in the grid.	Enabled
Widget SQL reserved words list	WIDGET_SQL_RESERVED_WORDS	Company	This setting specifies the SQL keywords that may not be entered on the SQL tab of a SQL Dashboard Widget. Keywords are entered as a comma-separated list. The specified keywords will be restricted for any user who has the **Restrict Widget SQL** setting enabled.	"DROP, INSERT, DELETE, UPDATE, TRUNCATE, MODIFY, ALTER"

Added in 8.3.0.0

Name	Profile Name	Level	Description	Default
Allow edit list option in dropdown selection dialogues	CRM_EDITLIST	User	Enabling this setting adds an **Edit List...** option to various dropdown menus in EXO Business CRM. Selecting this option opens the Setup window for that menu.	Enabled
Companies extended search by default	DEFAULT_EXTCOMPANIESSEARCH	User	Enabling this setting means that the **Extended Search** option on the Company Search screen/widget will be enabled by default.	Enabled
Opportunities extended search by default	DEFAULT_ EXTOPPORTUNITYSEARCH	User	Enabling this setting means that the **Extended Search** option on the Opportunity Search screen/widget will be enabled by default.	Enabled
Default Opportunity Lead Source	CRM_OPP_LEAD_SOURCE	User	This setting specifies the default **Lead Source** for new Opportunities. If this setting is left blank, the first lead source in the list will be used as the default.	1
Default Opportunity Stage	CRM_OPP_STAGE	User	This setting specifies the default **Stage** for new Opportunities. If this setting is left blank, the first stage in the list will be used as the default.	U
Default Opportunity Type	CYM_OPP_TYPE	User	This setting specifies the default **Type** for new Opportunities. If this setting is left blank, the first type in the list will be used as the default.	-1
Default salesperson for converting opportunity quotes	CRM_OPP_DEFSALESPERSON	Company	If this setting is enabled, then when an Opportunity is converted to a Sales Order, the salesperson assigned to the order will be the staff member who is assigned to the Opportunity. If this setting is disabled, the salesperson will be assigned according to the existing **Default salesperson identification method** profile setting.	Disabled
Extra Company Search Fields	EXTRA_COMPANY_SEARCHFIELDS	User	This setting can be used to extend the Company Search window/widget so that it searches on Extra Fields. It behaves the same way as the existing **Extra contacts search fields** profile setting.	Blank
Extra Opportunities Search Fields	EXTRA_OPPORTUNITIES_ SEARCHFIELDS		This setting can be used to extend the Opportunity Search window/widget so that it searches on Extra Fields. It behaves the same way as the existing **Extra contacts search fields** profile setting.	Blank

Name	Profile Name	Level	Description	Default
INCLUDE or EXCLUDE CRM-Outlook categories list	CRM_INCLUDECATEGORIES	User	This setting determines how the list of Outlook categories specified by the **List of CRM-Outlook categories** setting will be used. If it is set to "Include" then only the listed categories will be synchronised; if it is set to "Exclude" then all categories except for the listed ones will be synchronised.	"Include"
List of CRM-Outlook categories	CRM_OUTLOOKCATEGORIES	User	This setting specifies the categories in Microsoft Outlook that will be included or excluded from synchronisation operations, depending on the **INCLUDE or EXCLUDE CRM-Outlook categories list** setting. Categories must be entered here, separated by commas.	"EXO"
Opportunity Form File List *Clarity Form Profile*	CRM_OPPORTUNITY_FMT_FILES	Company	This setting allows you to enter a comma-separated list of business form filenames for the user to select from when printing an Opportunity, e.g. "Opportunity.CLF,Opportunity1.CLF,Opportunity2.CLF".	Blank
Select to recalculate CRM Sales-Team budget actuals on refresh	RECOMPUTE_CRM_BUDGET_ACTUALS	User	If this setting is enabled, clicking the **Refresh** button on the Sales Team Budget View widget also recalculates the current actual values. (On larger databases, it may be inadvisable to frequently recompute the actual values, so this setting should be disabled.)	Disabled
Sync contact flag default	CRM_SYNC_CONTACT_FLAG_DEFAULT	User	This setting determines the default status of the **Sync with Outlook** flag for new Contacts.	Disabled
User has Opportunity Administrator Rights	OPPORTUNITY_ADMIN	User	If this setting is enabled, the user can change the Stage of a locked Opportunity.	Enabled

Added in 8.2.0.0

Name	Profile Name	Level	Description
Allow portable grid settings	AUTOGRIDSETTINGS	Computer	If this setting is enabled, when a user logs on to a computer, the ExoGrid settings saved for the user's profile are automatically restored.

Name	Profile Name	Level	Description
Analytics custom tab 1 caption Analytics custom tab 2 caption	MANREP_CUSTOM_TAB1_CAPTION MANREP_CUSTOM_TAB2_CAPTION	User	These settings specify the names of the two available custom tabs in EXO Business Analytics. If a name is not specified for a tab, it does not appear in EXO Business Analytics.
Creditors Custom Filter SQL	CREDITORS_CUSTOMFILTER	User	This setting mimics the existing **Debtors Custom Filter SQL** setting. It specifies a SQL filter that is applied to the Creditor Account, Purchase Order, Inwards Goods Receipts and Inwards Goods Costing, and Stock Items Transaction screens.
Edit Pivot Widget SQL at runtime	WIDGET_SQL_EDIT	User	If this setting is enabled, a SQL tab is available on Pivot and Grid widgets. This tab allows the widget's source SQL statement to be viewed and edited.
Enable Annualised Stockturn KPI	MANREP_KPI_STOCKTURN	Company	Preference setting for EXO Business Analytics. Previously this was configured on the Setup Management Report Info window.
Enable Average Invoice KPI	MANREP_KPI_AVGINVOICE	Company	Preference setting for EXO Business Analytics. Previously this was configured on the Setup Management Report Info window.
Enable GP% KPI	MANREP_KPI_GP_PERCENTAGE	Company	Preference setting for EXO Business Analytics. Previously this was configured on the Setup Management Report Info window.
Exclude Quotes from Sales Orders	MANREP_EXCLUDE_QUOTES_FROM_SO	Company	Preference setting for EXO Business Analytics. Previously this was configured on the Setup Management Report Info window.
Force account name to uppercase	ACCS_NAME_UPPERCASE	Company	This setting now affects the names of Non Accounts in addition to Debtors, Creditors and GL accounts.

Name	Profile Name	Level	Description
GL Account Read-Only Access	GL_READONLYACCESS	User	If this setting is enabled, users are restricted to read-only access on the GL Account screen.
Hide tabs in EXO Analytics	HIDE_ANALYTICS_TABS	User	This setting is used to hide or show the various available tabs in EXO Business Analytics.
Maximum Report Query Time In Secs	QUERY_GOVERNOR	User	This setting specifies the maximum amount of time a report query is allowed to run before it is terminated.
Recalculate and Refresh Analytics on Startup	MANREP_RECALCONSTARTUP	User	Preference setting for EXO Business Analytics. If this setting is enabled, a new snapshot is taken automatically every time EXO Business Analytics starts up.
Recalculate and Refresh Analytics every 15 mins when loaded	MANREP_RECALCREPORT	Computer	Preference setting for EXO Business Analytics. Previously this was configured on the Setup Management Report Info window.
Send emails using plain text	EMAIL_PLAIN_TEXT	User	If this setting is enabled, emails are sent as plain text, not HTML.
Stock Valuation Method in Management Reports	MANREP_STOCKVALMETHOD	Company	Preference setting for EXO Business Analytics. Previously this was configured on the Setup Management Report Info window.
Use Posttime field to calculate sales	MANREP_USE_POSTTIME_FOR_SALES	Company	Preference setting for EXO Business Analytics. Previously this was configured on the Setup Management Report Info window.