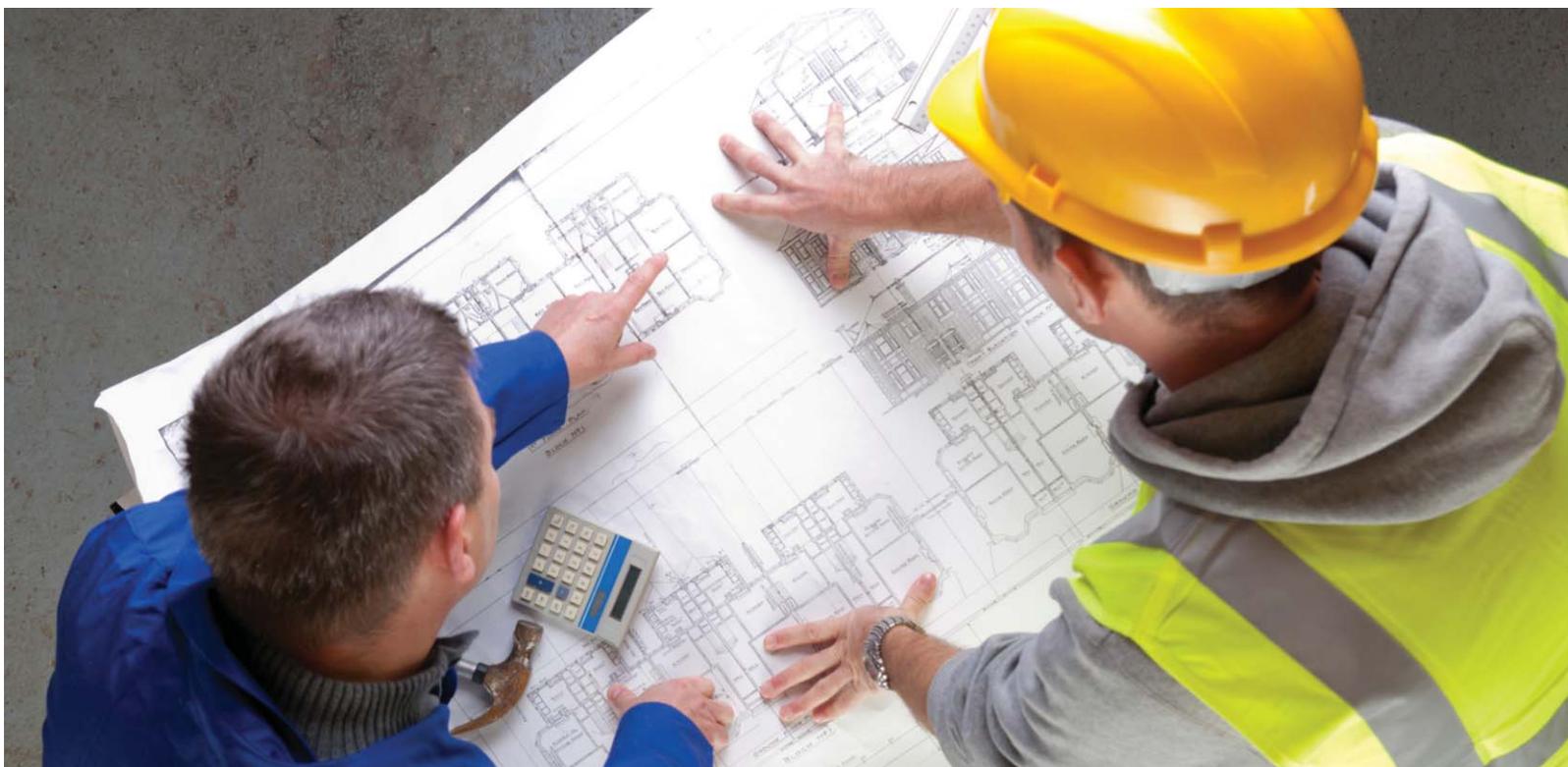




Construction Industry Solutions from Pegasus

Taking control of your contracts and costs





Pegasus for business

Pegasus has been developing market-leading business management solutions for over 30 years. Because we have an in-depth understanding of the market, we can produce innovative software that offers real benefits to our customers' businesses.

More than 20,000 companies rely on our software today, and Pegasus is in the enviable position of being able to concentrate on what it does best: creating and delivering the software and services its customers demand.

At Pegasus we never forget that our customers are our greatest asset. That's why we have chosen to support them through a carefully selected nationwide network of dedicated specialists: our channel of Pegasus Partners, who offer our customers a complete service, from pre-sales consultation and software demonstration to installation, training and after-sales support. This way, we ensure that our customers choose the Pegasus product that's right for their business, and that it will do exactly what they want it to do.

Pegasus is part of Infor, one of the world's leading enterprise solutions providers. With over 12,000 employees and 153 offices in 40 countries, Infor has over 70,000 customers and revenues in excess of \$2.8bn.

"Ultimately, the benefit of Pegasus CIS and Opera 3 is visibility of information and efficiency as a company."

Jerry Anderson, Director,
Agripower Contractors

Pegasus CIS for the construction industry

It's been estimated that the average construction project suffers 150% cost overruns and completes more than 175% late. Investing in the right software can help transform the hectic day-to-day running of a construction project into a manageable and more profitable proposition where projects are delivered on time and within budget.

Pegasus CIS (Construction Industry Solutions) can help you do just that. From sub-contractors to main contractors, budgeting and purchasing through to valuations and billing, Pegasus CIS provides an unparalleled level of control over every aspect of contract management, so that you have all the information you need to run your projects profitably. It is a truly integrated solution where payments, receipts, retentions, cashflow and management reporting are all controlled from within Pegasus CIS, to give you a central place to manage your contracts. Ease of use coupled with some of the most powerful reporting tools available will transform the management of your contracts.

- **Contract Costing:** phases, job heads, cost and revenue transactions, committed costs, actual/budget variance, CVR reporting
- **Contract Purchasing:** Bill of Requirements, purchase orders, Goods Received Notes, Purchase Invoice Register, committed costs
- **Plant hire:** internal and external plant hire, On hire/Off hire, plant returns, overdue plant, transfer plant between Jobs
- **Contract Sales:** valuations/measurement, payment applications and certificates, invoicing, aged debt, retention, main contractor discount, deferred VAT
- **CIS Subcontractors:** online verification, subcontractor orders, invoices/applications/timesheets, payment certificates and statements, online CIS300 monthly return, self-billing, authenticated VAT receipts
- **Labour:** timesheet entry, posting to Payroll, on-costs from Payroll
- **Stock Control:** monitor stock levels and movement, allocate and issue stock to jobs
- **Management reporting**
- **Integrated accounting:** links with Pegasus Opera 3 and Opera II, Sage 50 and Sage 200

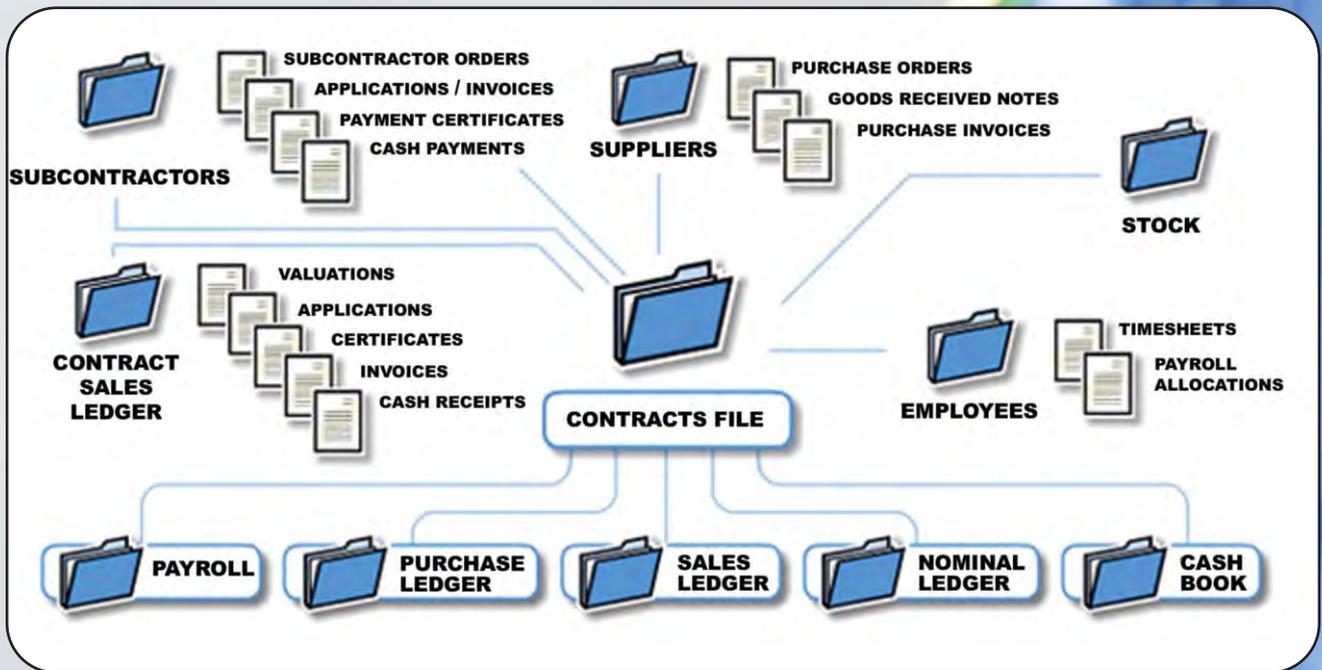




"Pegasus CIS is incredibly robust and user friendly, and provides a huge amount of value to us. No matter how many projects we ask it to manage, it copes seamlessly, and by having access to detailed, up to date information across the board, we can act on red flags and forecast more accurately."

James Smith, Financial Controller
GMI Construction

Pegasus CIS: How it works



Features

Gives full control over every aspect of contracts

- Profit: performance reporting and analysis
- Actual to budget variance reporting
- Projected costs to complete
- Aged retention
- Aged debt
- Contract revenue

Produces job performance and profit reports to any level

- Detailed monitoring of job financial performance
- Records direct costs as well as those from labour, purchases, plant hire, stock and subcontractors
- Handles sales invoicing, payment applications, cash receipts and retention

Links to the market-leading accounting systems

- Pegasus Opera 3 and Opera II and Pegasus Opera 3 Payroll and Opera II Payroll
- Sage 50, Sage 200, Sage Payroll

Suitable for small, medium and large-volume installations

- Designed for efficient high-volume data entry
- Data entry routines cater for a choice of simple or complex entries, most with alternative super-fast posting

Presents data in the way you want to see it

- Unequalled on-screen information retrieval capabilities
- Powerful and easy to use worksheet creation
- One-click integration with MS Word® and Excel®

Contract Costing

Effective cash management can make a serious difference to the profit on a job. Pegasus CIS Job Costing captures all contract information across every stage of a job and makes it immediately available for analysis.

Job Heads

Each job can be divided into an unlimited number of Job Heads, each of which can be linked to nominal accounts for automated journals. Each Job Head will hold separate information on budgets, revenue and costs to date, allowing actual-to-budget variance analysis and reporting.

You can set up original and revised budgets, and budgets can be split across periods. You can also set up revenue budgets that can also be split across periods, allowing cashflow forecasting. All cost transactions are posted to a Job and a Job Head. Job Heads can represent cost categories such as labour or materials, each with an unlimited number of subheads. If more detailed analysis on a job by job basis is required, you can make use of job Phases (both for costs and sales) to represent the stages, variations or subsequent orders for a job. In addition, jobs can also be linked to a Project to give a further level of grouping and analysis.

This flexibility allows costs to be tailored in a way that best suits the analysis needs of your business.

Revenue transactions

A detailed audit file is held for all revenue transactions on a job, whether this is from direct invoices or from invoices generated via the payment applications and certification routines. You can also view and re-print any of the historic contract applications. If retention is held against an invoice or a contract, you can report on this and apply for the retention to be released on the correct date.

The system caters for:

- Internal valuations
- Applications and certificates
- Direct sales invoice
- Multi-currency
- Retention
- Retained tax for CIS standard rate contractors
- Period cost and sales forecasting



Current Jobs

Cost transactions

A detailed audit file is held for all costs posted to each job. This information can be displayed per Job, Phase or Job Head, which can be sorted, filtered and grouped, giving instant on-screen analysis of all costs; this in turn can be linked to Microsoft Excel for further analysis.

The system caters for:

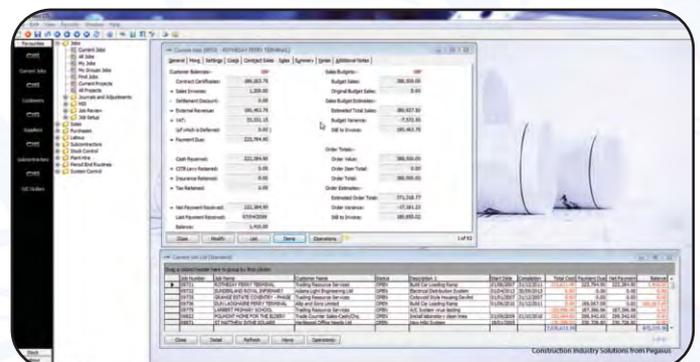
- Work in progress
- Overhead recovery
- Committed costs from suppliers and subcontractors
- Accruals
- Calculated costs to complete
- Main contractor discount
- Multi-currency
- Document attachment
- General, site, surveying, engineering and operations notes held against a Job

Posting costs

Costs are posted to a job as detailed transactions with summary totals maintained at Job, Phase and Job Head levels. Flexible on-screen enquiries are available for all transactions.

Costs can be posted from the following sources:

- Time recording
- Payroll
- Subcontractors Ledger
- Purchase Invoice Register
- Plant hire
- Stock Control
- Internal Cost Allocations, Job Journals, Direct Costs, Petty Cash



Current Jobs

Contract Purchasing

Purchasing requirements for each contract can be controlled and monitored by raising purchase orders to a supplier. Purchase orders can be raised as a call-off against a pre-defined Bill of Requirements for a Job, from stock or generic material group, or as a free text descriptive item. Purchase orders can also be raised to replenish stock, order external Plant or as a nominal posting for overhead expense. Purchase orders can require authorisation prior to being printed or e-mailed.

Purchase orders items can be sorted by criteria such as due date, supplier and job, making it easy to monitor what is outstanding against a job and when it is due to be delivered.

GRN and Purchase Invoices

Purchase orders are updated as goods are received and invoiced, maintaining an accurate picture of committed costs against the job. The Purchase Invoice Register also allows you to allocate costs directly to the Nominal Ledger, as well as to jobs. Approved purchase invoices are posted seamlessly to the Purchase Ledger.

The system caters for:

- Purchase orders/committed costs
- Direct delivery to site
- Purchase Invoice Register
- Purchase accruals with reversal
- Supplier price lists
- Credit Notes
- Multi-currency
- Full supplier purchase history



Purchase Orders

Contract Sales

The Contract Sales Ledger seamlessly links to the accounts Sales Ledger to access trading terms and to post sales invoices. Contract Sales maintains details of the current Applications (through valuation, application and certified values) as well as a history of all previous Applications.

For added flexibility, a Job can be set up in a particular currency and that currency will be used for all contract sales.

Each Payment Application controls current and cumulative Revenue Values, Retention and Main Contractor Discount. Applications can be classed as Interim, Final and Agreed Final Measure (AFM).

Payments received

Cash received can be entered in batches and allocated to one or more Certificates. For Certificates, VAT can be taken into account at the time of payment. For standard invoicing, VAT is recorded at the date of invoice.

Pegasus CIS can also be configured to handle withholding tax from your customers automatically as part of the payment receipt process. The retained tax is then posted to the relevant account in the Nominal Ledger.

Aged debt

A complete audit trail of each Application and Payment is maintained, providing detailed aged debt analysis and reporting against jobs. Knowing when payments are due is critical to managing cashflow, whether these are from certificates, invoices or retentions that become due.

The system caters for:

- Measurement and valuations
- Variations
- Internal and external valuations
- Applications and certificates
- Direct sales invoicing
- Application nominal journal
- Retention release
- Aged debt of certificates and invoices
- Aged debt of applications against certificates
- Pre VAT Contra
- Cash receipts
- Full history of applications and certificates
- Internal customers
- Multi-currency

CIS Subcontractors

The Subcontractors module can be used as an integral part of the cost-capturing functionality of the full Pegasus CIS solution. It can also be used as a standalone solution by contractors who only need to control their subcontractors more efficiently and ensure that they adhere to HMRC rules for the Construction Industry Scheme.

Comprehensive CIS Subcontractor Control

The Subcontractors Ledger combines the functionality of a Purchase Ledger with the regulatory requirements of HMRC Construction Industry Scheme. Pegasus CIS stores full information on the CIS-approved subcontractors, including details of their Unique Taxpayer Reference, National Insurance or Company Registration Numbers, Verification Status, and default Labour Rates to be used for Timesheet Only subcontractors.

Subcontractor Orders can be raised against jobs, detailing information such as order value and start and completion dates. It is possible to enter details of the work that is to be carried out and to assign costs to these individual elements. The subcontractor order can be printed or e-mailed to the subcontractor. It is then possible to add variations to the original Subcontract Order to allow for accurate control of the costs being incurred.

Subcontractor Orders hold defaults on discounts and retention percentages to be applied, VAT code, and the Construction Industry Training Board Levy and Insurance that are to be deducted. These defaults are used in automatic processing of subcontractor payments, making this a much less time-consuming process. Subcontractor orders post committed costs to the Contract Costing system.



Subcontractor timesheets

HMRC Construction Industry Scheme

When engaging new subcontractors it is necessary to verify their tax status with HMRC to ascertain whether they are to be paid gross or net of tax, and if net whether this is at the standard rate or higher rate. With Pegasus CIS you can verify these subcontractors online with a simple click: Pegasus CIS will connect to the HMRC website and retrieve a subcontractor's tax status and verification code quickly and easily. If you don't intend to use the online service, this information can also be entered directly into the system.

At the end of each month, a CIS300 Monthly Return must be filed with HMRC. This can be on a paper return, electronically via the HMRC website, or via the online submission routines within Pegasus CIS. The system keeps track of all payments made to subcontractors, the material element of those payments and the tax deducted. This information is used to generate the CIS300 Monthly Return. If you opt to use the online submission, the system electronically sends the return directly to the HMRC website, which in turn sends confirmation of its receipt.

Using Pegasus CIS means that you should never be late with your CIS300 Monthly Return and should therefore never incur the fines and penalties levied by HMRC.

Applications, invoices and timesheets

Applications from subcontractors are processed in a register, so that incomplete applications can be included in management reports. Each application records current and cumulative values of net, gross, pre-VAT Contra, discounts and retentions, together with details of tax that is being retained against "Net" paid subcontractors. Labour and material content is recorded separately, conforming to HMRC regulations.

When applications are certified and updated, a cost entry is raised against the job and the cumulative value is updated on the subcontractor's order.

A separate posting routine is provided for subcontractor invoices and timesheets. If the subcontractor issues timesheets for work carried out, these can be entered; the system holds details of labour rates for the subcontractor/job and applies these at the entry stage. This allows for rapid entry of timesheets, especially if these are split over a number of jobs.

Payments

Approved applications, timesheets and invoices can be selected for payment by due date from the Pending Payments file. Payments selected for processing are posted to a Payments batch that automatically updates the Tax and VAT liabilities in the Nominal Ledger. Subcontractor payments can be made by cheque or BACS.

Payment Certificates are produced to be sent to the subcontractor with the payment. These detail all of the elements that built up the payment together with all of the deductions that have been applied. Payment Certificates are a requirement for any subcontractor that has had tax deducted by the contractor. It is also possible to produce a statement of these payments at the end of the tax period, if required.

Pegasus CIS complies fully with the Construction Industry Scheme, helping you to produce the CIS300 Monthly Return on time, every time.

The system caters for:

- Full HMRC CIS compliance
- Applications, invoices and timesheets
- Subcontractor orders/committed costs
- CITB Levy/public liability insurance
- Pre-VAT Contra
- Subcontractor loan repayments
- Subcontractor payment/part payment with SMS notification
- Payment certificate/statement printing and e-mailing
- Payment "On Hold"
- Authenticated VAT receipts
- Self-billing
- Retention release
- Internal subcontractors
- Subcontractor bureaux processing fees
- Subcontractor aged analysis
- Document attachment
- SEPA compliant



Subcontractor Orders



Labour

Flexible labour charging to contracts

Employees and their pay rates are entered in your Payroll solution and are accessible to Pegasus CIS so that timesheets can be processed. Timesheets are posted to the individual jobs and to the Payroll, so that payslips can be produced. These costs can be posted to the job as a net, gross or charge-out rate, all with an optional overhead recovery percentage.

For UK customers who want the 'on costs' from their Payroll, such as Employers' NI and pension contributions, to be apportioned back to the jobs after the Payroll run, it's a simple matter of running the Payroll Import. These costs can be automatically apportioned to the correct jobs based on the values that came from each of the timesheet entries.

Pegasus CIS supports remote timesheets, which can be entered by site managers and transferred to the Payroll department for checking and amending, prior to posting to the jobs and Payroll.

The data entry screens are optimised for quick and easy data input, which is especially important for customers with a high volume of transactions.

The system caters for:

- Rapid timesheet entry
- Remote timesheet/timesheet import
- Payroll integration with "On Costs" writeback
- Weekly, 2-weekly, 4-weekly and monthly pay frequencies
- Timesheet approval prior to posting
- Overhead Recovery Rates
- Timesheets can be entered for salaried staff but will not be posted to the Payroll

Stock Control

Linked to the Contract Purchasing module, Pegasus CIS Stock Control provides a powerful way to monitor stock levels and to allocate or issue stock to jobs. Stock movements are recorded in an audit trail, and costs are posted against each of the jobs. The stock system is multi-warehouse, multi-location, and can be broken down into multiple categories and groups. You can assign multiple suppliers to a stock record, define alternative stock codes, maintain supplier price lists, and link Bill of Quantity call-offs to the Job record.

A Bill of Materials can be defined and assigned to Assemblies and Sub-assemblies. A finished Assembly can be moved into stock and its components and sub-assemblies can be moved out of stock.

Where a full stock control system is not required, Pegasus CIS can be used to raise purchase orders for stock descriptions that can be ordered, delivered and invoiced. There may be no actual stock transactions, but the costs will be posted to the jobs.

The system caters for:

- Warehouse/bin locations
- Stock movement to 6 decimal places
- Multiple supplier pricing per stock record
- Alternative stock
- Manufacturer references
- Site requisitions
- Luckins link
- Stocktake
- Lead time
- Minimum/maximum stock levels
- Define stock in up to 3 dimensions (ie length, breadth, height)



Stock Control

Irish Tax & Customs: Relevant Contracts Tax (RCT)

Pegasus CIS has been designed to work in Ireland by providing control over RCT processing. When a principal contractor enters into a relevant contract with a subcontractor, the Irish Revenue Online Service (ROS) web portal will provide the principal contractor a Contract ID number and the rate to deduct tax. This information can be entered into Pegasus CIS.

When the principal contractor intends to pay a subcontractor, the ROS portal will provide a Payment Notification ID number together with the tax rate and the tax amount to be deducted. This information can also be entered into Pegasus CIS and is printed on the Subcontractor Payment Certificate. Pegasus CIS also handles reverse charge VAT where a subcontractor will not charge VAT to the principal contractor, and where the principal contractor will account for VAT directly to Irish Revenue.

There is a Pegasus CIS Monthly Return report that details subcontractor payments and tax deducted to help the principal contractor verify that the periodic return from the ROS web portal matches the payments raised within Pegasus CIS. Monthly Returns can be closed within Pegasus CIS to coincide with a period being manually closed within the ROS web portal.

Instant access to your data

Pegasus CIS is a powerful, user-friendly data analysis tool, designed to retrieve information held anywhere in the system easily and quickly. List Views are provided throughout the system so that you can look at any data: your job costs, subcontractor payments, purchase order receipts, or any other area. This data can be sorted, filtered, grouped and totalled to be displayed in the format you require. These Views can then be linked to Microsoft Excel for further manipulation and saved for future use.



Direct integration with Excel

Pegasus XRL is one of the most powerful and flexible reporting tools you can find in the market today: it will transform the way you analyse your data.

Launched from within Excel, Pegasus XRL allows you to access directly the live data stored within Pegasus CIS. Any data stored in Pegasus CIS can be dynamically interrogated in Excel. This includes the use of headers, details, subtotals and footer sections, so you can quickly apply Excel's data manipulation techniques and diverse range of report styles, formats and printing options to your entire contract costing data.

This means that quantity surveyors can access the costs incurred on a contract via their own Excel spreadsheets prior to performing valuations. Monthly management reports can be produced quickly and simply by changing the date selection within Excel. Cashflow can be analysed at the touch of a button, comparing expected receipts from sales and balancing these with payments that need to be made to suppliers and subcontractors. Projected costs to complete a contract, Cost Value Reconciliation, profit analysis, the reporting opportunities are boundless!

Integrated accounting

Pegasus Opera 3 and Opera II

All job-related data is entered into Pegasus CIS, which updates the other areas of the system such as the Purchase and Sales Ledgers with invoices, cash receipts and payments.

Pegasus CIS also makes direct postings into the Nominal Ledger for all other Job Cost Revenue Transactions — Overhead Recovery and WIP Transactions are handled effortlessly. Timesheets can be posted from Pegasus CIS directly into the Opera 3/Opera II Payroll.

Sage 50 and Sage 200

Pegasus CIS also integrates with Sage 50/200 financial ledgers and Payroll by posting transactions into the Sales, Purchase and Nominal Ledgers, Cashbook and Payroll.

Pegasus CIS in the cloud



Pegasus Business Cloud® is an alternative option for implementing Pegasus CIS: it provides a secure enterprise-class cloud computing platform that offers infrastructure, scalability and ongoing IT management and administration designed to support business-critical systems.

When you deploy Pegasus CIS in the cloud, your contract and project management solution is accessible online any time, from anywhere, whether in the office or on site.

Construction projects are collaborative. To manage them successfully, a wide range of people need access to project information to ensure that the project is performing as expected and that goods and services are available as and when required. Implementing Pegasus CIS in the cloud can bring significant benefits to companies in the construction sector, allowing access to core data at any time, from any location that has an internet connection.

But remote, 24/7 access is only one area where your company can benefit if you opt for Pegasus CIS in the cloud. Implementing a cloud solution also means that you no longer need local servers, storage or networking, which reduces the associated costs and security and back-up issues.

More and more companies are opting for cloud solutions to help run the business. A survey by the Aberdeen Group identified the key drivers for this:

-  31% of respondents noted a need for collaboration across an increasing number of locations
-  24% were looking for an application that could scale with their business
-  24% were looking to significantly reduce IT costs
-  22% noted that dated technology was limiting their organisation's ability to respond faster

Source: Aberdeen Group, "The benefits of Cloud ERP: It's about transforming your business" August 2013

The benefits of implementing a cloud solution

- Low total cost of ownership
- Minimal up-front investment
- Data can be shared across your business
- Fast implementation
- Security and reliability
- Monthly payments
- Flexibility to grow
- Adaptability to changing business needs
- Support and training from a local Pegasus Partner
- Integration with Windows applications

24% of enterprises in the UK use cloud computing



"Having this as our core business system essentially means that we no longer have to worry about servers going down, managing upgrades or maintenance; that's all taken care of for us, therefore representing a win-win all round"

David King, MD, Contract Cleaning & Facilities Ltd





Why cloud?

Share data across the business

With Pegasus CIS hosted in the cloud you have access to your data from anywhere, at any time, which means you can query and report on this data on a range of devices. This is ideal when some of the workforce are not based at head office; those who work from home, or at site offices, or travel between sites will have access to project information from anywhere that has an internet connection. This provides better collaboration between multiple sites across the whole business.

Availability and reliability 24/7

As your existing hardware ages, failures will occur, causing downtime that could impact on your ability to meet customer schedules. Pegasus Business Cloud is UK-hosted in an ISO27001 tier 3 secure data centre, with back-ups to a second UK-based data centre. The hosted servers are mirrored which means that in the event of server hardware failure, the second server immediately takes over so that there's no interruption or deterioration to the service. In the unlikely event of the primary data centre failing, the secondary centre can be brought online to recover the situation. This type of disaster recovery plan is rarely available to customers running their own servers and networks, and is one of the key benefits that hosting brings to an organisation.

Security is key

The Pegasus Business Cloud data centres use state of the art security systems to protect your data. Our hosted environment is protected by Juniper Netscreen Firewalls, a line of purpose-built, high-performance security systems designed to protect data centres and large enterprises. Secure Socket Layer (SSL) technology is used to protect information using Server Authentication and Encryption of the data between your computers and the data centre. We scupulously update the anti-virus and spam filters and we automatically deploy security software updates, making sure that our systems are always protected.

Pay monthly, with no up-front costs

Purchasing Pegasus CIS outright and installing it on your own hardware can mean a large capital outlay impacting your cashflow. If you choose to deploy Pegasus CIS in the cloud, you simply pay a monthly fee that covers the infrastructure, maintenance and back-ups, resulting in significant reduction in the total cost of ownership of your IT real estate.

Integrates with Windows applications

Microsoft Office 2013 is available as part of the hosted solution. This means that data held within Pegasus CIS can be exported into Excel for further manipulation and analysis. Better still, you can use Pegasus XRL to interactively extract data from Pegasus CIS and import it into Excel in pre-defined formats, to allow QS and project managers to analyse project information in a variety of ways. This provides one of the most powerful reporting systems available to construction companies, and can be used by anyone in your organisation that is authorised to access the data.

Flexibility to grow

For a growing construction company, scalability is important. When you use a hosted software solution, adding new users, disk space and more applications is quick and simple, supporting your business growth. Pegasus Business Cloud is available to all types of construction businesses, whether main contractors, specialist subcontractors or agencies, providing options to companies of any size who want to realise cost savings, avoid unnecessary capital expenditure and deliver capacity to support growing business needs

Integrated hosted accounting

If using Pegasus CIS in the cloud, you can extend its functionality by using Opera 3 in the cloud for your payroll and accounting requirements.

Find out more

Contact us on **0800 919704**

Email **info@pegasus.co.uk**

Visit **www.pegasus.co.uk**



Pegasus Software Orion House, Orion Way, Kettering NN15 6PE

T: 0800 919 704

T: +44 (0)1536 495000

F: +44 (0)1536 495001

E: info@pegasus.co.uk

www.pegasus.co.uk

 [@PegasusSoftware](https://twitter.com/PegasusSoftware)