

Beyond Opera:

Questions and Answers about the road ahead.

Q Where do we go from here?

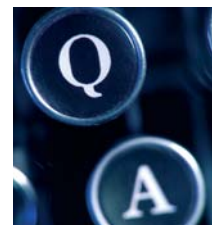
A On 30 September 2010 Pegasus will stop maintaining and supporting all modules of Opera. This means that over the next 12 to 18 months you will need to take action to ensure that your business needs will continue to be met after this date.

For the most seamless and cost-efficient transition to a new system we recommend that you migrate to Opera II, our latest accounting and business solution.

In this document you'll find answers to many of the questions you may have about the road ahead. If there is anything else you would like to know, we will be delighted to help you in any way we can.

Please note that this document only refers to Opera accounts. For information on Opera Payroll please refer to the document **[Beyond Opera Payroll: Questions and Answers about the road ahead](#)**, which can be found on **www.pegasus.co.uk/operamigration**.





Q Why is Pegasus ceasing support and maintenance for Opera?

A Pegasus has continued supporting Opera for as long as possible, but we have been forced to make a difficult decision because it is no longer viable to further develop the technology that Opera is built on. Opera will cease to be maintained or supported from 30 September 2010.

Q What happens if I take no action?

A Your Opera system will continue to work after 30 September 2010 but it will be an unsupported system. This means that Pegasus will no longer be providing assurances, upgrades on legislation or technical fixes to problems or defects that may occur after this date. Given the crucial, day-to-day role that your accounting software plays in your company, you should update your system before this date to avoid exposing your business to any potential risk.

Q What does this mean for Annual Maintenance Contract (AMC) holders?

A Any AMC purchased after 1 October 2009 will not extend beyond 30 September 2010. In effect this means that a customer renewing their AMC at the end of October 2009 will be billed for eleven months of AMC cover, a customer renewing at the end of December will be billed for nine months of cover, and so on.

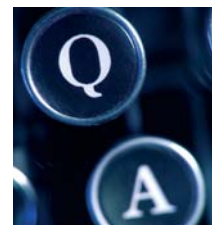
Q We've survived without an AMC so far. Why can't we do so in 2010?

A If you have survived without an Annual Maintenance Contract, you are very fortunate. However, you should be aware that your software is rapidly becoming obsolete and that any VAT changes made by the government, or other legislative amendments, will not be incorporated into the software.

Although it may work well for you, you are certainly missing out on the efficiencies and functionality of a more advanced solution. Also, just because you have managed in the past doesn't mean you will avoid problems in the future.

Q My year-end is coming up soon and it would be impractical to change our accounting software now. Can I wait until a more convenient time?

A If you would like to take advantage of our current migration offers but would like to delay your migration to a more convenient time, speak to your Pegasus Partner today. However, for many businesses, the period after the year-end has historically been a very convenient time to update their systems, ready for the new financial year.



Q I haven't upgraded our Opera system because it does everything I need. It's not broken so it doesn't need to be fixed! Why can't I carry on as I am?

A Running an unsupported business system, particularly one as important as an accounting system, is always a risky strategy. Added to this is the fact that the solution will not be developed any further and will not incorporate any future legislative changes. Given that the Government is also increasingly looking at other functions of accounting, such as VAT Returns, to be performed online, relying on an obsolete system will not be a viable option for any business for much longer. Moving to Opera II will ensure you keep pace with such legislative changes when they are introduced. For these reasons we recommend that you migrate to Opera II as soon as you can.

Q What about all the modifications we have made to our Opera system? Do we have to start again from scratch?

A New functionality has been added to Opera II and new modules too, which may now address some of your historical requirements. Your Pegasus Partner will be able to advise you on this and address any of your concerns. Your requirements may also have changed since you first installed the system and it's worth re-checking that the bespoke changes you commissioned then are still appropriate today.

Q Unlike Opera , Opera II doesn't have a Fixed Assets Module, what should I do?

A From Summer 2009 Opera II will have the Fixed Assets module, so you can migrate now and add Fixed Assets later.

Q Opera II is built on much newer technology, will my users require extensive training on the new software?

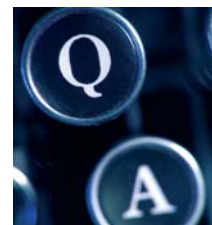
A Every new system takes a bit of getting used to, but Opera II is intuitive and easy to use, with a Microsoft® Windows-based interface. It is built on the same logic as Opera, so users should have no problem adapting.

Q Is Opera II compatible with my hardware?

A You may need to upgrade some of your hardware and infrastructure. Please talk to your Pegasus Partner for an individual assessment.

"Without a doubt, Opera II speeds up my job. People pick Pegasus up very quickly, which is such a big bonus"

John Fletcher, Company Accountant
Pentalver Cannock Ltd



Q What's so great about Opera II?

A Opera II is one of the UK's leading financial management solutions and represents our latest thinking and the latest technology. It is a comprehensive management suite providing financial, reporting, payroll, HR, manufacturing and logistic applications. More than 20,000 companies run Opera II today.

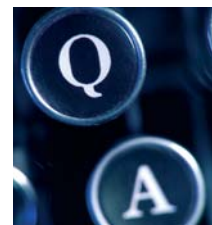
Opera II upholds all the classic principles of Pegasus design and functionality, providing e-mail capability, flexible reporting and analysis functions and intuitive views throughout which can be defined by the user. It is an intelligent, agile and modern solution that makes your everyday tasks easier and puts you in control of your business. Add new modules like Sales Pipeline Management, Document Management, Service and Helpdesk Management and Executive Dashboards for an intelligent business solution which enables you to have the insight into your business that you need to make informed decisions quickly.

Opera II integrates with other systems and processes, bringing efficiency, a seamless flow of information and increased productivity. For example, XRL links the Opera II data with Microsoft® Excel in real time, enabling you to produce management and commercial reports with just a couple of mouse clicks. It's a tool that will save you hours of re-keying and eliminate errors at month-end.

And with the inbuilt Import facility of Opera II, data can be transferred quickly and accurately making migration simple, quick and cost-effective.

There are many reasons to migrate to Opera II. Here are just a few:

- An almost immediate return on your investment.
- Opera II is compatible with Windows Vista®.
- All your existing data can be converted to Opera II, including your historic analysis.
- Opera II is designed for output to laser printers, so no specialist pre-printed stationery is needed. Plain A4 copier paper can be used, which means you can include your company logo in forms such as Delivery Dockets, Invoices, Credit Notes, Sales Statements and Purchase Remittance Advice.
- Ability to store period-end reports in PDF format, reducing the need to print out and file paper reports.
- E-mail functionality will lead to greater efficiencies: statements can be issued by e-mail, thus saving on paper, postage, envelopes and labour. Copy Invoices/Credit Notes can also be issued via e-mail.
- Powerful Credit Control functionality will assist you in improving your cashflow.
- View screens with drilldowns and functionality that allows cut & paste to Excel are huge time savers, leading to simpler and faster access to your information.
- Use of additional functionality such as Revenue Forecasts, Average Debtor Days, Average Creditor Days, Advanced Nominal, combined VAT analysis and electronic banking will also improve efficiency.



Furthermore, Opera II now includes brand new modules:

- **Document Management** enables the capture, storage and retrieval of business documents and electronic files directly via the Opera II interface, saving on filing and storage costs and giving you electronic access to this information.
- **Executive Dashboards** provide a visual representation of the information held within Opera II, which means that you can view key performance indicators and alerts via a web browser, from almost anywhere.
- **Sales Pipeline Management** enables you to have an integrated CRM system to manage your business pipeline and maintain details of Sales and Marketing activity within your company.
- **Service and Helpdesk Management** enables your organisation to integrate your service and helpdesk management processes with your main accounts system, providing further efficiencies.

You can find out more about Opera II at www.pegasus.co.uk/operall.

Q What should I do now?

- A** Contact your Pegasus Partner who will be able to give you more detailed advice and information about the functionality and efficiencies of Opera II.

You can also see examples of how other companies have migrated at www.pegasus.co.uk/operamigration.

Alternatively, you can call us on **0800 919704** or e-mail us on info@pegasus.co.uk.

Pegasus Software, an Infor™ company Orion House, Orion Way, Kettering NN15 6PE
T: 01536 495000 **F:** 01536 495001 **E:** info@pegasus.co.uk **www.pegasus.co.uk**

