

Making the Switch:

Migration from OSAS to TRAVERSE Version 11



TRAVERSE[®]

Information contained in this document refers to TRAVERSE and OSAS software as it exists in February, 2010. The product design and functionality are subject to change, and there is no guarantee that a particular situation described in this document will not change in subsequent versions of TRAVERSE or OSAS.

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Making the Switch: Migration from OSAS® to TRAVERSE®

TRAVERSE version 11 is next-generation business software that provides unmatched adaptability to meet the unique needs of your business and powerful access to the information you need to be most effective.

This release of TRAVERSE is the catalyst that many OPEN SYSTEMS® Accounting Software (OSAS®) users have been awaiting to make the switch to TRAVERSE. While many OSAS customers have good reasons to stay current with maintenance and to upgrade to the most current version of OSAS, a number have also made the change to TRAVERSE, citing the reasons below.

Customization Without Modification

Open Systems, Inc. was founded on the premise of providing you with powerful business software with limitless potential for customization, giving you the ability to deploy solutions that precisely fit the unique needs of your business.

As a user of OSAS, you are likely aware that this adaptability is made possible through modification of OSAS's source code. This flexibility, however, comes at the expense of upgradability. Users with heavily modified systems are often reluctant to deploy new OSAS versions because of the cost and effort involved in analyzing, redesigning, and implementing those modifications on each new software version.

TRAVERSE version 11 not only fulfills Open Systems' promise of providing customizable solutions for your business, but extends upon it by providing unparalleled adaptability without the burdens imposed by changing source code. The development framework upon which TRAVERSE is built allows you to design and customize solutions unique to your business and allows each user on your system to personalize their software experience to their preferences, all while protecting your investment by allowing you to stay current with the latest versions of TRAVERSE.

General Report Writer™

TRAVERSE does not require a third-party reporting tool. OSAS users moving to TRAVERSE find that they no longer need to pay for maintenance on a report writing application. In addition, although it is quite powerful, many users find General™ Report Writer more complicated and difficult to use than the reporting in TRAVERSE. The easy-to-use reporting in TRAVERSE can eliminate the need for you to seek help from a VAR or IT department when you create reports.

Exporting to Microsoft Excel/Access/Word (ODBC)

With TRAVERSE, you can seamlessly export data to Microsoft productivity applications without the need for a separate ODBC driver.

Imports to Payroll

With TRAVERSE, you can import payroll information from another software package or a third party, such as from a payroll service like ADP® or Ceridian®.

Imports to General Ledger

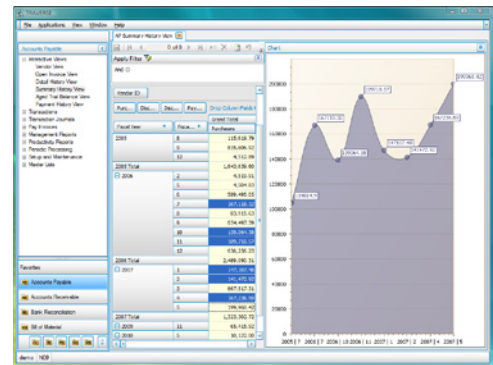
With TRAVERSE, you can import General Ledger transactions from a third party or another software package and, if necessary, make changes to those transactions. For example, you can import adjustments from your accountant at month- or year-end.

Drill Down and Drill Through

Several functions in TRAVERSE provide easy drill through and drill around capabilities that allow you to access information from other tables or applications. For example, with TRAVERSE, you can view a customer's aging and drill from the aging data to the transaction level data, and from there to details about the specific customer, to the comments for the customer, to a function that allows you to reprint an invoice from history (and email, print, or fax it), or to a function that allows you to put a credit hold on the customer's account. You can perform all these tasks from a single view with the click of your mouse.

Graphical User Interface

Many customers prefer the look and feel of TRAVERSE over OSAS. (To fully appreciate the TRAVERSE user interface, contact your provider for a side-by-side comparison.) Although OSAS has a similar interface using its MDI menu, it is available only to users of OSAS on BBj®.



A rich graphical interface and new charting tools make viewing and sorting your data easy and efficient.

Active Inquires and Interactive Views

TRAVERSE provides a completely new way of inquiring on your data with a tool called Interactive Views. You can use this feature to filter, sort, and view your data in almost any way imaginable, and save any view you create for future use.

Bill-To/Sold-To/Ship-To Addresses

TRAVERSE provides a multi-tier approach customer addresses, adding a layer so that you can send a bill to a different entity from the one to whom the item is sold. To illustrate the additional level, imagine that you sell products to a multinational discount store chain. In that case, you might receive an order from a particular store (the *sold-to* address), ship the merchandise to a regional distribution center (the *ship-to* address), and send the invoice to the corporate accounts payable department (the *bill-to* address).

Drop Shipments in Purchase Order

TRAVERSE Purchase Order includes a drop-shipment capability that handles purchasing of goods with delivery directly to a customer or job site.

Unlimited Forecast and Budgets

OSAS allows you to keep one budget, one forecast, and one next-year budget for each account

in General Ledger. TRAVERSE gives you the ability to create unlimited forecasts and budgets in General Ledger.

Sales Order/Purchase Order Link

As with OSAS, you can create a purchase from within sales order entry when stock levels are too low to accommodate a sale. However, TRAVERSE allows you to link sales orders to purchase orders to ensure that when you receive the goods from the vendor they are assigned to the appropriate sales order.

Estimating in Project Cost

The Project Costing application in TRAVERSE offers similar functionality to OSAS Job Cost, but it also provides the ability to estimate projects. In TRAVERSE version 11, all billing activity will be generated from Project Costing to Accounts Receivable; no need to use AR to pull billings for Project Costing types or fixed fee billing. TRAVERSE's powerful new interactive view tools also create a WIP preparation function that allows you to create personal views and to sort, compare, and produce your project information in a vast array of output possibilities.

Discount by Line Item

You can enter a sales discount for a single line item in TRAVERSE Sales Order. This allows you to apply discounts to specific part numbers rather than to the entire order, and to apply commissions appropriately.

Commission by Line Item

TRAVERSE provides the ability to control commission amounts by individual line item on sales orders, and to apply variable commission percentages based on product lines, categories, or item.

Commissions Paid Through Payroll or Accounts Payable

With TRAVERSE, you have the ability to create and pay commission to your sale reps, whether they are employees (via Payroll) or contactors (via Accounts Payable). Transactions for commission payments are generated in the appropriate application.

System Audit

TRAVERSE provides the ability to track changes made in all major transaction functions (Sales Order, Purchase Order, Service Director, and so on). This feature allows you to see where changes have been made in error or to track for audit purposes.

Easier Transactional Data Entry

TRAVERSE provides either a single-line or expanded view of line items during transaction entry. Transaction editing is made easier because you can view other lines while making changes to a line item. Order information can be sorted by any column during order entry and saved in that order.

Graphing Capabilities

TRAVERSE's unique interactive view functionality also gives you the ability to graph the data you are working with automatically in many different formats.

Online Documentation and Interactive Help

TRAVERSE version 11 features a completely redesigned interactive help system, with context sensitivity and intuitive examples. You can also customize the help with your own notes, which are preserved even when you implement a new version of the software.

MICR Printing on Checks

TRAVERSE allows you to print Accounts Payable and Payroll check on blank check stock (including the MICR encoding). OSAS can only provide this option through the purchase of third party software.

Document Delivery

TRAVERSE allows you to fax documents such as invoices and statements to individual recipients based on their individual preferences.

Longer ID Sizes

TRAVERSE uses longer IDs for customers, vendors, and general ledger accounts, and other entities.

More General Ledger Account Segments

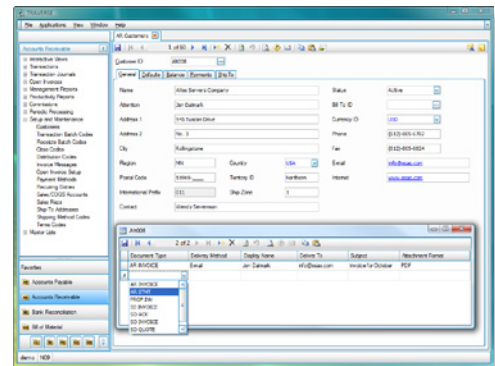
TRAVERSE allows you to break its 31-character general ledger account numbers into up to seven segments for detailed reporting and analysis.

Language Framework and Database Technology

TRAVERSE is built on leading-edge technologies such as the .NET framework and uses Microsoft SQL Server as its back-end database.

Adaptability and Design Studio

TRAVERSE provides the ability to customize the software without modifying the source code. You can adapt the software to your needs by changing the design without sacrificing your ability to accept feature upgrades as they become available. You can make these changes using the TRAVERSE Design Studio, a powerful design tool that comes standard with TRAVERSE.



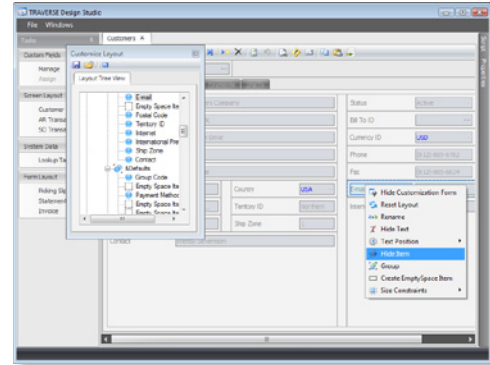
Identify specific delivery by fax, email, or printed document for each customer.

Digital Dashboard

TRAVERSE features built-in dashboard software from which you can choose any of more than 40 graphical views of important business data. You can view this information directly from any desktop, even if the TRAVERSE client is not installed on that computer.

More Applications and Modules

TRAVERSE provides over 30 robust applications that are developed and maintained by Open Systems, including Service Director, CRM, Warehouse Management, Distribution Requirements Planning, mobile applications, e-business applications, a manufacturing suite (MRP, Production, Routing, and Bill of Materials), Not-for-Profit, and Multicurrency.



Using Design Studio, you can hide, move, show, and add as many fields as you need to. By default, the newly created custom fields appear at the bottom of the screen, and can be dragged and dropped anywhere within the function.

Business Intelligence Tools

TRAVERSE provides powerful business intelligence tools like the Advanced Financial Reporting application and advanced historical reporting tools (Advanced Information Analyst, Synoptix, and more).

Report Format

TRAVERSE reports are designed for ink-jet and laser printers with a user-friendly and modern format. You can print your reports in several other formats, such as PDF, HTML, and Microsoft Excel .

Customization of Forms

TRAVERSE allows you to customize forms (such as invoices, statements, and so on) by changing the layout of the forms and including your company logos, and to print those forms on plain paper. In OSAS, the capability to print forms on plain paper is available only to users of the BBJ language base.

Landed Cost

TRAVERSE Purchase Order includes landed cost functionality as a standard feature. In OSAS, landed cost features are available only with the purchase of the Landed Cost application.

Specific Features

TRAVERSE also includes many specific features that OSAS does not as detailed on the following pages (data provided by The Accounting Library Standard Edition version 8.03).

General Ledger

Chart of Accounts

G/L Account Code Supports:

- Inactive Accounts
- Accrual Accounts
- Inter-Company Accounts Allocation Formulas Based Upon:
- Values Imported From Third Party Application

Transaction Processing

Import Batch from Outside Application

Attach Supporting Documents to Journal Entry:

- Single Document
- Multiple Documents
- Launch/View Document Automatically

User Defined Reversing Period

Distribute Costs to Jobs/Projects:

- In Job/Project Module
- Post to Phases and Cost Categories

Month and Year End Closing

System Flags Reports Not Printed

Financial Statements

Financial Snapshots:

- Displays Single Set of Financial Snapshots

Produce Financial Statements for:

- Sales Representatives

General Ledger Month End Schedules:

- Amortization
- Prepaid Expenses
- Accrued Expenses

Accounts Receivable

Customer Master File

Divisional Accounts Receivable

Customer Relationship Management

Supports Access via Wireless Device

CRM Functionality:

- Contract Management
- Margin Analysis
- Pipeline Analysis
- Sales Force Management
- Sales Order Processing
- Service / RMA Management

Remote CRM Users Access Options:

- Data Synchronization
- Hand-Held Devices

Integrates with Vendor-Provided CRM Package

Invoicing

Assign Posting Date/Period vs. Invoice Date

Debt Collection

Compounding of Finance Charges

Accounts Payable

Vendor Master File

Change Vendor ID Number:

Mass Change Vendor ID Numbers

User Defined Blanket Payment Terms:

Tax Rate

User Defined Individual Payment Terms:

Tax Rate

Purchasing Controls

Purchase Order Types Supported:

Firm Planned

Copy Existing/Past Purchase Orders

System Calculates Order By Date

Purchase Discounts Supported:

Total Order Dollar Discount

Purchase Order Change Mechanism:

Input Changes in Special Screen

Issue Modified Original Purchase Order

Tracking System Functions Supported:

Provides Contact Manager Type Functionality

Supports Unlimited Notes Field

Hold Invoice Pending Approval

Data Input

Automatic Processing of Accrued Expenses

Assigns Voucher Numbers Automatically

Payables Analysis

Screen Review of Invoices Due by Voucher

Suspend Recurring Payments

Check Writing

Check Formats Supported:

EFT (Electronic Funds Transfer)

Financial Reports

Unvouchered Receipts Sorted by:

Vendor

Inventory Item

Cash Requirements Report:

Include All Obligations

Summarize by Obligation Type

Payroll

Employee Files

Prevents Accrual During Unpaid Leave
Segregates Active and Inactive Employees

Data Input and Cost Distribution

Wage Minimum Versus Tips or Piece Rates

Inventory

Inventory Master File

User Defined Numbering Convention
Define Commission Rate

Inventory Control/Assembly Systems

Multiple Stocking Locations in Same Warehouse
Multiple Bin Locations for Same Item
Mass Delete all Product Structures
Supports Tag-Along Sets

Bill of Materials Includes:

- Shrinkage

Supports Warehouse Transfers:

- Tracks Items While Being Transferred
- Adjusts Order Entry Availability During Transfer
- Highlights Transfers in Exception Reports

Data Input and Cost Distribution

Price Change Conventions:

- Entire Customer Table

Receiving Activities

Supports Receiving Activities for:

- Fixed Assets
- Customer Returns (to be Repaired)
- Customer Returns (to be Scrapped)

Separate Stock Return Function

Supports RMA (Return Material Authorization):

- Receipts From Suppliers
- Shipments to Customers

RMA Functions Supported:

- Auto Assign RMA Number
- Assign Reason Codes for Returns

Stock Return Creates Automatic Debit Transaction

Financial Reports

On-Line Query Functions:

- Open Job/Project Details

Job/Project Costing

Job Initiation

DCAA Approved

Bill to Functions Supported:

- Separate Work for and Bill to Addresses
- Bill to Related Client Number
- Bill to Unrelated Third Party
- Single Bill to for Multiple Client Sites

Update Template With Current Costs

Tracks Equipment Costs

Data Input and Cost Distribution

Supports Remote Data Entry via:

- Web Based Desktop Application

Remote Device Capabilities for Time Entry

Prevents Posting Unless Job Open/Active

Imports Payroll Taxes Automatically

Job Control

Displays Outstanding Purchase Orders

Job Invoicing and Accounts Receivable

Self Contained Invoicing Routine

Pre-Billing Edit Routines:

- Mark Engagement as Non-Billable (Temporary)
- Mark Engagement as Complete / Ready for Billing
- Mark Task as Complete / Ready for Billing
- Exclusion of Line Item
- Adjustment of Line Item
- Partial Billing of Line Item
- Complete Billing of Line Item
- Modification of Default Billing Rates
- Modification of Transaction Descriptions
- Transfer Item from Non-Billable to Billable
- Group Small Expenses into Single Category
- Apply Retainer to Invoice/Engagement
- Modify/Select Another Invoice Format

Material Pricing Based on Standard Inventory Pricing

Supports User Defined Invoice Formats

User Override of Automatic Invoices

Budgeting

General Budgeting Module

Supports Separate Internal Budgeting Module
Maintains Budget Revision History
Supports Budgeting for Activities/Campaigns
Supports Budget Imports from Spreadsheets

Order Entry

General Questions

Supports Commission Overrides
Commission Rates Based Upon Item/Class/Type
Post Commission to Payroll Automatically
Supports Warranty Handling System Tied to RMAs

Order Receipt

Supports Service Management Functions:

- Maintain Standard Service Time
- Supports Technician Work Scheduling
- Technician Vacation Scheduling, etc.
- Labor Pool Scheduling
- Schedules Customer Appointments
- Billable Time Analysis
- Technician Profitability Analysis
- Contract Profitability Analysis
- Customer Service Response Rate
- Service Call Types Supported:
 - Upgrade
 - Telephone Support
 - Equipment/Part Exchange
- Internet Commerce Options:
 - Business to Consumer Commerce
 - Real Time Item Availability Checking
- Order Acknowledgment
- Update Field Sales Orders via:
 - Batch Update After-the-Fact
 - On-Line Intranet Access

Workbench Includes Buttons to Launch
PO Entry

Prints Acknowledgments

Credit Check Includes Current Order

FAX/EDI Purchase Order From Sales Order

Sales Tax Based on Single Tax Level Per Ship-to

Order Tracking

Supports Orders Tracking Application
Displays Order Tracking Notes

Reports

Cash Receipts Analysis of Bad Checks and Credit
Cards
Customer Credit Limit Overrides

Fixed Assets

Equipment Files

Supports Equipment Leasing:

- Tracks Individual Lease Contracts
- Tracks Leases From Within Fixed Assets

Prepares Property Tax Reports
Tracks Status of Capital Projects

General Questions

Pre Sale Information

Databases Supported:

- MS SQL Server
- MS SQL Server Enterprise Edition

Programming Language:

- .NET Framework
- C#

Supports Web-Enabled Employee Facing Applications:

- Contact Management
- Time/Expense Entry

Microsoft Compliance:

- Windows 7 Certification
- BackOffice Logo
- MAPI Compliant
- OLE 2/ActiveX Compliant
- Uses BizTalk Compliant XML
- Uses COM Components
- Supports Site Server Commerce Edition
- Supports Visual Basic for Applications
- Links to MAPI Compliant E-mail

Functions Supported/Required:

- Electronic Funds Transfer (EFT)
- Complex Consolidations/Roll Ups
- Complex Allocations
- Multi-Currency Accounting
- Warehouse Management

Inter/Intranet Functions Supported:

- Business to Consumer Commerce
- Order Acknowledgment
- Employee Time Reporting
- T&E Expense Reporting

Supports Multi-Currency Transactions:

- Accounts Receivable
- Accounts Payable
- Inventory
- General Ledger

Supports Canadian Tax Reporting in AR & Billing

Control and Audit Functions

Password Security by Data Input Fields

General Operational Questions

User Defined Macro Commands

Supports Explorer Style Menu

User-Specific Menu with Offline User-Defined Tasks

Exception Management with User To-Do Lists

Reports

Supports Data Warehousing

Calculate/Display Enterprise Business Metrics

Business Metrics Delivery Options:

- Displays Information Graphically
- Internet Posting

Built-in Graphics

Built-in Data Base Manager

Supports Forms Designer:

- Graphical Forms Designer
- Include Bitmap Images

Documentation of Import/Export Process



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