

Pegasus Business Update



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Agenda

- Opera 3 SQL Server Edition – An Overview
- Pegasus Business Cloud
- Coffee Break
- Legislation
 - Making Tax Digital
 - General Data Protection Regulation (GDPR)
 - Gender Pay Gap Reporting
 - Late Payment Reporting
 - Government Gateway Changes
- Pegasus Web Xchange
 - Mobile Sales App

Opera 3 Today

Financial
Management



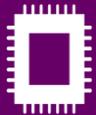
Business
Intelligence



Document
Management



Scheduler 2



Supply Chain
Management



Customer
Relationship
Management



Construction



Payroll & HR



Service
Management



Manufacturing



- **New Architecture**
- **Server Side Processing**
- **Debt Management Letters**
- **E-mail Payslips & P60s**

Pegasus Web Xchange



Pegasus Web Xchange components

ORM

Microsoft Visual Studio 2015

MEF

Visual Studio Report Designer

WCF

Entity Framework

LINQ

Microsoft SQL Server 2016

.Net 4.5 Framework

C#

New Product

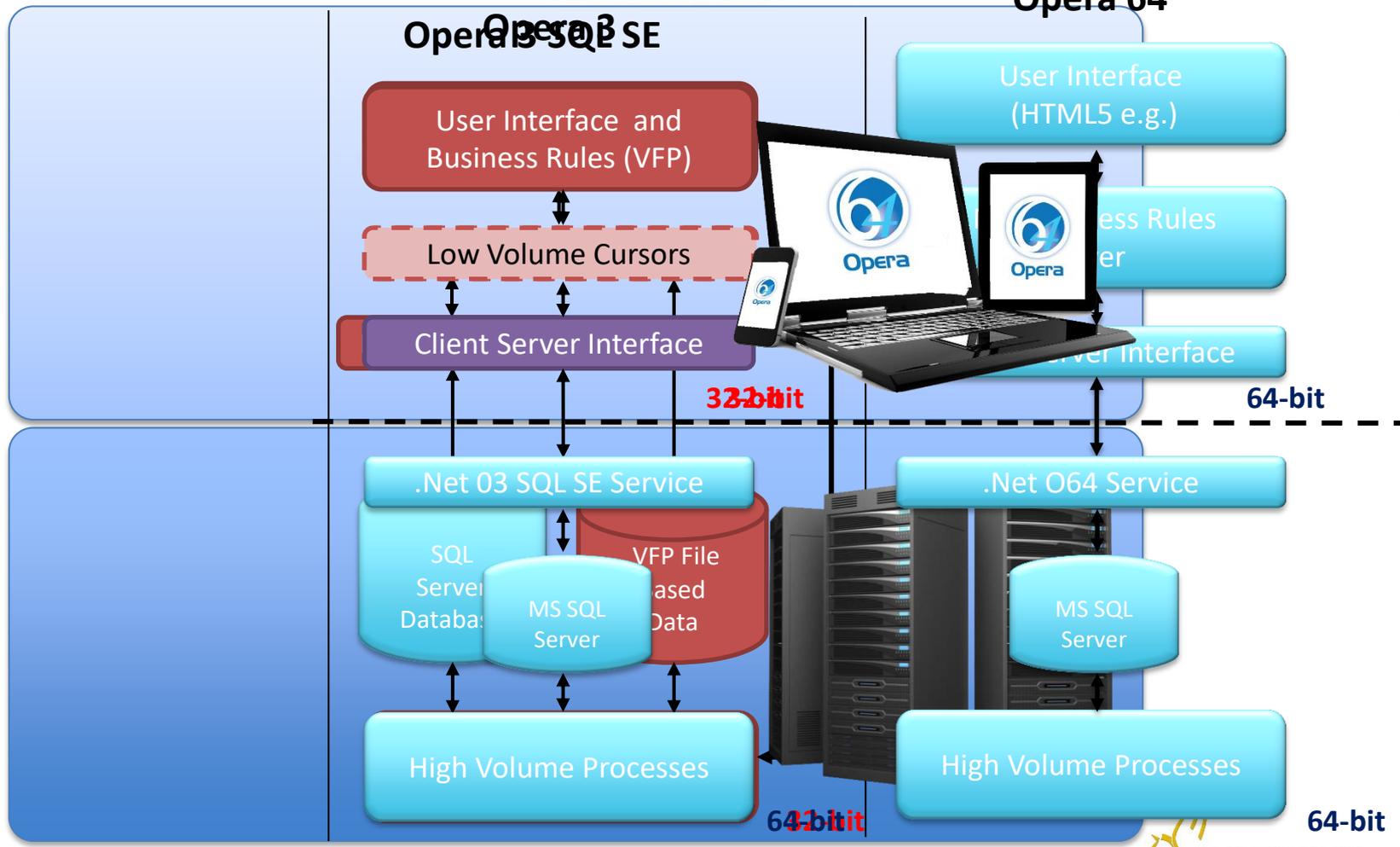
Our Challenge:

How can we extend the Pegasus Product range by embracing current technologies while retaining the equity of the existing products?

Opera 64

Client

Opera 64



Server

Opera 3 SQL SE – Demonstration

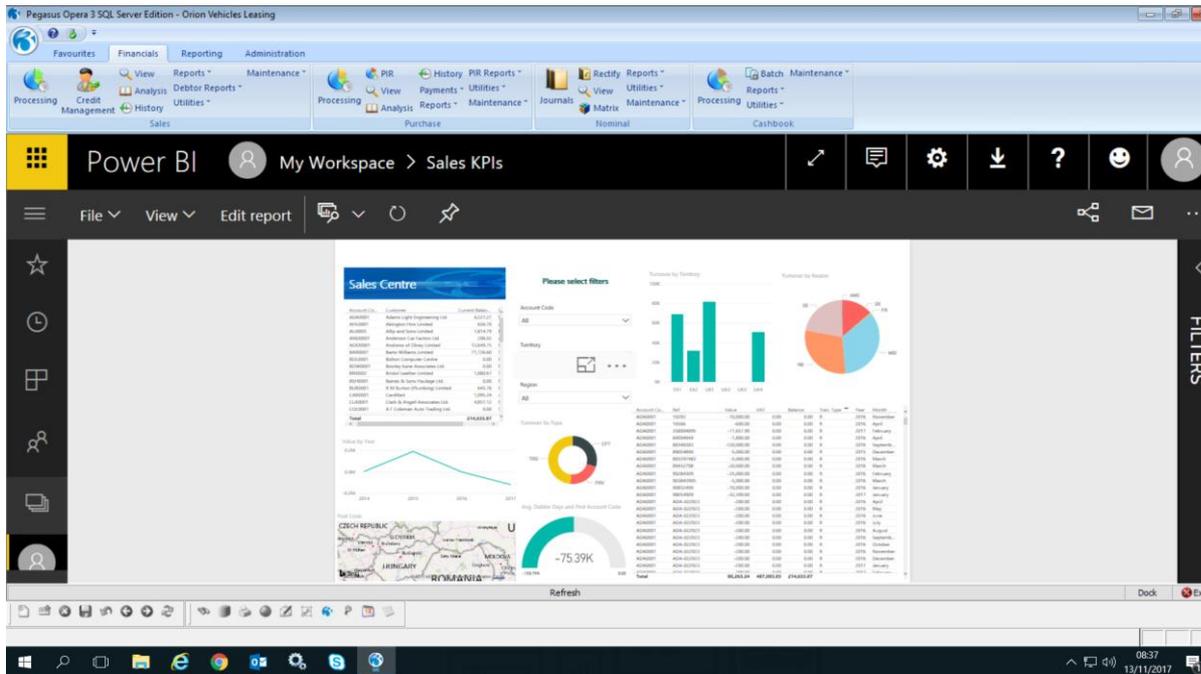
- Opera 3 SQL SE
 - Product Demonstration

Opera 3 SQL Server Edition

- The Vision
 - Microsoft Power BI Tools
 - Dashboard Data Views

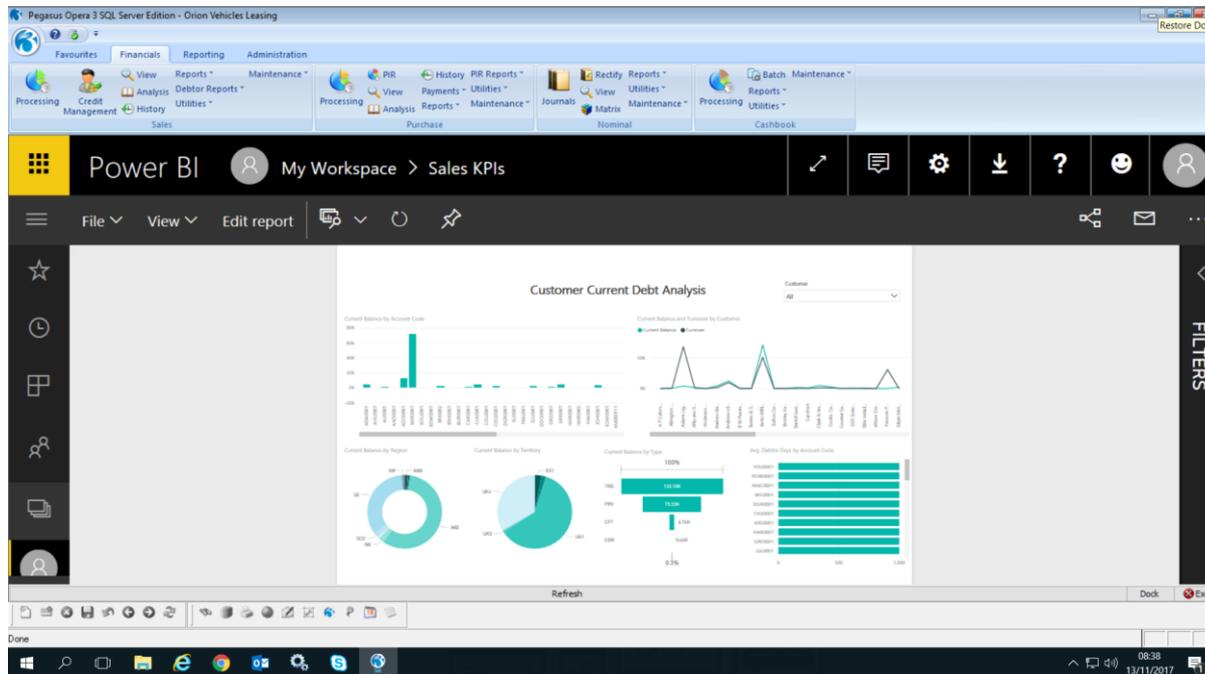
Opera 3 SQL Server Edition

- The Vision – Dashboards



Opera 3 SQL Server Edition

- The Vision – Dashboards



Opera 3 SQL Server Edition

- The Vision
 - Microsoft Power BI Tools
 - Dashboard Data Views
 - Enhanced Reporting

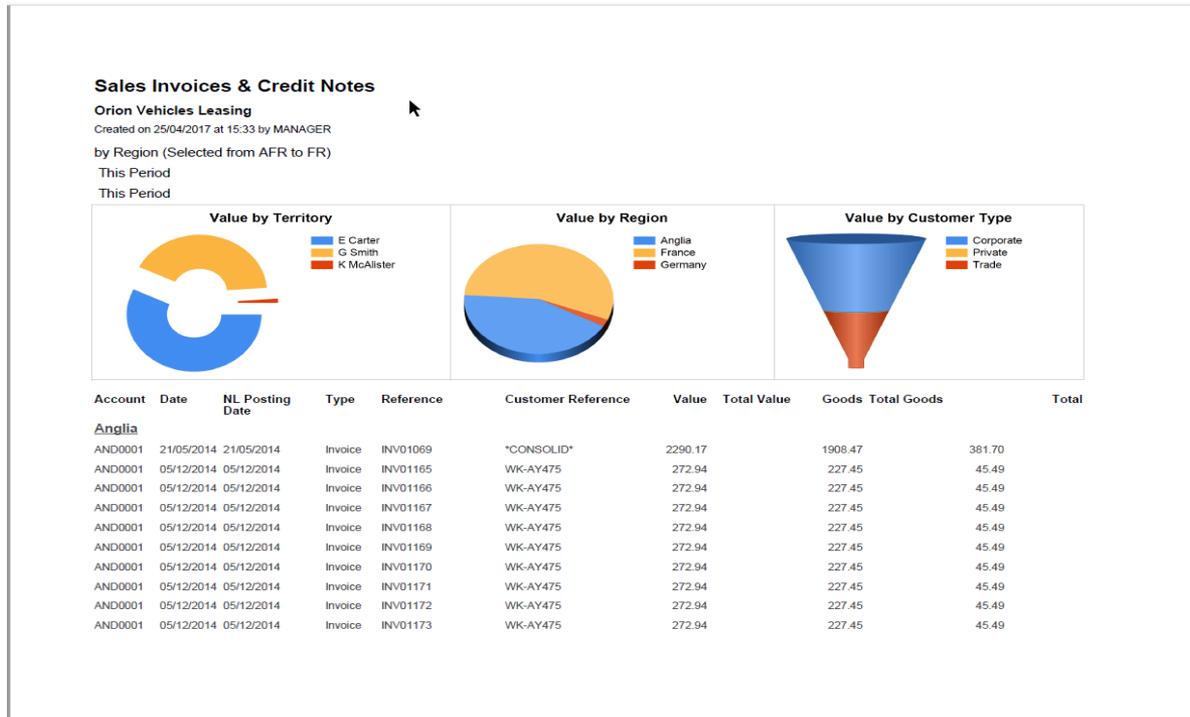
Opera 3 SQL Server Edition

- The Vision – Enhanced Reporting

Orion Vehicles Leasing		Sales Ledger Invoices & Credit Notes							
Created on 25/04/2017 at 13:53 by MANAGER									
Orion Vehicles Leasing		Invoices & Credit Notes To Date							Page 1
Account	Date	Type	Ref 1	Ref 2	Value	Goods	VAT	Details	
ADA0001	14/04/2012	Invoice	INV00556		2259.66	2030.86	228.80	Adams Light Engineering Ltd	
AND0001	01/07/2012	Invoice	INV00559		141.00	117.50	23.50	Anderson Car Factors Ltd	
KDM0001	10/05/2012	Invoice	INV00578		14730.00	12275.00	2456.00	K D Martin	
MAC0001	12/05/2012	Invoice	INV00595		48.00	40.00	8.00	Macintosh Valves Ltd	
MAC0001	12/05/2012	Invoice	INV00596		186.00	155.00	31.00	Macintosh Valves Ltd	
MAC0001	14/05/2012	Invoice	INV00600		8262.00	6885.00	1377.00	Macintosh Valves Ltd	
ALI0005	20/05/2012	Invoice	INV00611		7205.80	7205.80	0.00	Allip and Sons Limited	
ELI0001	25/05/2012	Invoice	INV00621		240.00	200.00	40.00	Elite Vehicle Products	
YOU0001	29/05/2012	Invoice	INV00634		13200.00	11000.00	2200.00	Youngs (Edinburgh) Ltd	
TVO0001	04/06/2012	Invoice	INV00642		12761.34	12761.34	0.00	Tivoli Construction Ltd	
ADA0001	07/06/2012	Invoice	INV00648		1333.33	1111.11	222.22	Adams Light Engineering Ltd	
PRE0001	13/06/2012	Invoice	INV00654		3830.40	3192.00	638.40	Preston Computer Centre	
TOP0001	15/06/2012	Invoice	INV00655		968.00	805.00	161.00	Topcar Motors	
YOU0001	20/06/2012	Invoice	INV00663		40794.00	33995.00	6799.00	Youngs (Edinburgh) Ltd	
ADA0001	21/06/2012	Invoice	INV00664		26400.00	22000.00	4400.00	Adams Light Engineering Ltd	
ADA0001	01/07/2012	Invoice	INV00665		600.00	500.00	100.00	Adams Light Engineering Ltd	
ADA0001	23/06/2012	Invoice	INV00666		12.00	10.00	2.00	Adams Light Engineering Ltd	
ADA0001	01/07/2012	Cr. Note	CN000002	INV00665	-600.00	-500.00	-100.00	Adams Light Engineering Ltd	
ADA0001	22/06/2012	Invoice	INV00665		600.00	500.00	100.00	Adams Light Engineering Ltd	
BRID002	30/06/2012	Invoice	INV00668		10800.00	9000.00	1800.00	Bristol Leather Limited	
AND0001	01/07/2012	Cr. Note	INV00559	Cr>Note (Mispost)	-141.00	-117.50	-23.50	Anderson Car Factors Ltd	
ADA0001	28/07/2012	Invoice	INV00678	CD92988	513.60	428.00	85.60	Adams Light Engineering Ltd	
ALI0005	28/07/2012	Invoice	INV00680	CD93056	428.00	428.00	0.00	Allip and Sons Limited	
ADA0001	31/08/2012	Invoice	INV00681	CON1005	240.00	200.00	40.00	Adams Light Engineering Ltd	
ADA0001	31/08/2012	Invoice	INV00682	FLEET01	13680.00	11400.00	2280.00	Adams Light Engineering Ltd	
YOU0001	28/08/2012	Invoice	INV00687	348978933	74400.00	62000.00	12400.00	Youngs (Edinburgh) Ltd	
ADA0001	28/08/2012	Invoice	INV00688	CD92988	513.60	428.00	85.60	Adams Light Engineering Ltd	
ALI0005	28/08/2012	Invoice	INV00690	CD93056	428.00	428.00	0.00	Allip and Sons Limited	
ADA0001	28/08/2012	Invoice	INV00691	CD92988	513.60	428.00	85.60	Adams Light Engineering Ltd	

Opera 3 SQL Server Edition

- The Vision – Enhanced Reporting



Opera 3 SQL Server Edition

- The Vision
 - Microsoft Power BI Tools
 - Dashboard Data Views
 - Enhanced Reporting
 - Secure Data Access

Roadmap – 2017

- Opera 3 SQL SE

- Financials (Partner Release) - May 2017
- Supply Chain (Commercial Release) - Q1 / 2018

- Payroll
- Bill of Materials
- Costing

Roadmap – 2019

- Opera 3 SQL SE
 - Other Modules
- Opera 64
 - Client Updated to 64-bit .Net Technologies

Agenda

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- Coffee Break
- Legislation
 - Making Tax Digital
 - General Data Protection Regulation (GDPR)
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Pegasus Business Cloud

“First fully supported
cloud environment for
Opera 3”



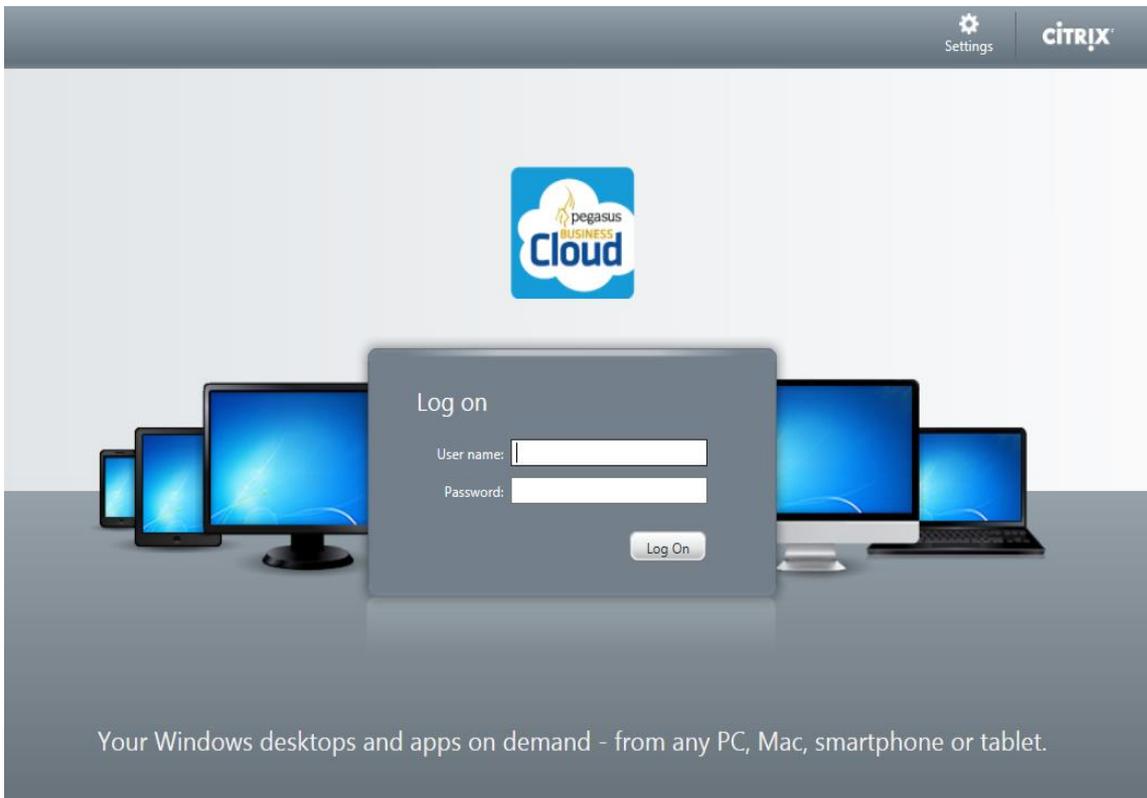
Pegasus Business Cloud

- ✓ What is Pegasus Business Cloud?
- ✓ What are the customer benefits?
- ✓ How does it work?
- ✓ Roadmap

What is Pegasus Business Cloud?

- ✓ Introduction to Pegasus Business Cloud
- ✓ Login

What is Pegasus Business Cloud?



What is Pegasus Business Cloud?

The screenshot displays the Pegasus Business Cloud interface. At the top, there is a dark grey navigation bar containing a search input field with the placeholder text "Search" and a magnifying glass icon, followed by the text "Logged on as: 01". To the right of this bar are three icons: a gear for "Settings", a padlock for "Log Off", and the "CITRIX" logo.

Below the navigation bar is a white panel with a grey header labeled "Main" and a "Select view: ▾" dropdown menu on the right. The main area of this panel contains six application icons arranged horizontally: Excel (green 'X' icon), Explorer (yellow folder icon), Online Filing (blue folder icon), Opera 3 (blue globe icon), Outlook (blue envelope icon), and Word (blue 'W' icon). Below these icons is a grey bar with a hint: "Hint: Unable to find the resource you need? Use Search to locate it for you." followed by a close icon (an 'X' in a square).

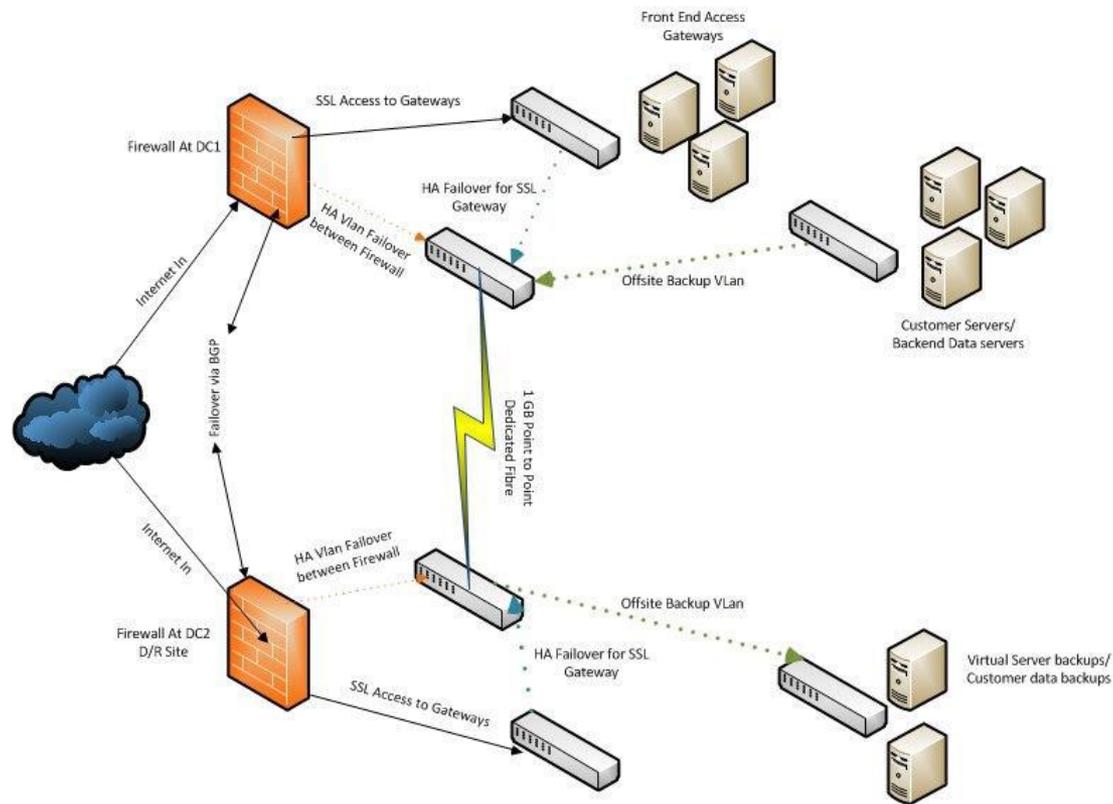
What is Pegasus Business Cloud?

- ✓ Introduction to Pegasus Business Cloud
- ✓ Login
- ✓ What do we get with the system?
 - ✓ 65 GB Disk Space / 20 GB Free (5 User)
 - ✓ 75 GB Disk Space / 30 GB Free (10 User)
 - ✓ 85 GB Disk Space / 40 GB Free (15 User)
 - ✓ 95 GB Disk Space / 50 GB Free (20 User)

What is Pegasus Business Cloud?

- ✓ Introduction to Pegasus Business Cloud
- ✓ Login
- ✓ What do we get with the system?
 - ✓ 5 GB RAM / SQL Server 2014 / MS Office 2016
- ✓ Security
 - ✓ Juniper NetScreen Firewalls
 - ✓ 2 Data Centres / SSL Technology

What is Pegasus Business Cloud?



What is Pegasus Business Cloud?



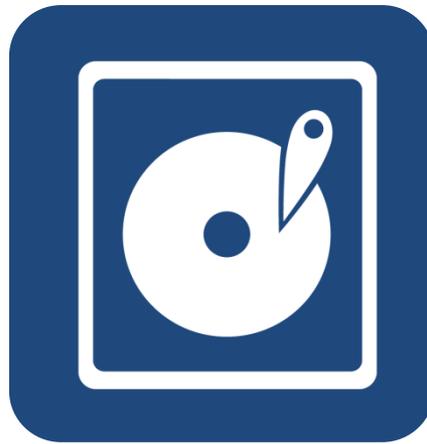
99.94%

Average historical uptime

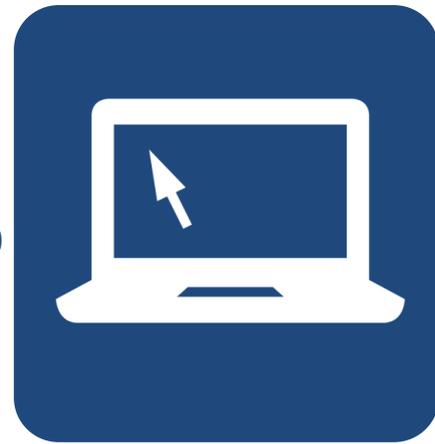
What is Pegasus Business Cloud?



Redundancy



Replication



Recovery

Questions

- ✓ What is Pegasus Business Cloud?
- ✓ **What are the customer benefits?**

What are the customer benefits?

- ✓ No upfront software or recurring AMC costs
- ✓ No new computer infrastructure
- ✓ No dedicated IT trained staff
 - ✓ Anti-virus & spam filters up-to-date
 - ✓ Backup & security
 - ✓ Improved availability
- ✓ Available 24 / 7
- ✓ Improved Cash flow

Questions

- ✓ What is Pegasus Business Cloud?
- ✓ What are the customer benefits?
- ✓ **How does it work?**

How does it work?

- ✓ Internet connection
- ✓ Local computer infrastructure
- ✓ Placing an order for Pegasus Business Cloud
 - ✓ Order Processing
 - ✓ Delivery
- ✓ Logging into Pegasus Business Cloud

Questions

- ✓ What is Pegasus Business Cloud?
- ✓ What are the customer benefits?
- ✓ How does it work?
- ✓ **Roadmap**

Roadmap

- ✓ Phase I

- ✓ Financials / Supply Chain / Payroll / Reporter / Infor Q&A (XRL)

- ✓ Phase II

- ✓ Pegasus CIS
- ✓ SPM & Service & Helpdesk Management

- ✓ Phase III

- ✓ Pegasus Web Xchange

Demonstration



Conclusion

- ✓ New method of deploying Opera 3
- ✓ New way of paying for your software
- ✓ Improved system stability
- ✓ Available 24 / 7
- ✓ Further Information



Hosting – what are the costs?

- ✓ Opera II customer with 5 users / 8 modules
 - ✓ £99.63 per user / per month
- ✓ This includes
 - ✓ Opera 3
 - ✓ AMC
 - ✓ Hosting
 - ✓ MS Office 2016 user
- ✓ No upfront costs, just a monthly payment to use

Conclusion

- ✓ New method of deploying Opera 3
- ✓ New way of paying for your software
- ✓ Improved system stability
- ✓ Available 24 / 7
- ✓ Further Information



Test Drive



The screenshot shows the Pegasus website interface. At the top, there is a navigation bar with links for 'Special Offers' and 'NEW Blog', followed by social media icons for RSS, Google+, Facebook, Twitter, and LinkedIn, and a search bar. Below this is the main header with the Pegasus logo and a menu of links: 'Software', 'Industries', 'Partners', 'About Us', 'Media', 'Events', 'Shop', and 'Contact Us'. The main content area features a large blue banner with a car wheel on the left. The banner text reads: 'Test drive Opera 3 on Pegasus Business Cloud'. Below this, it says 'Try it now with a **three month free trial** to steer your business into the fast lane'. The Pegasus logo is in the bottom left of the banner, and the 'Pegasus Business Cloud' logo is in the bottom right. Navigation arrows are visible at the bottom right of the banner.

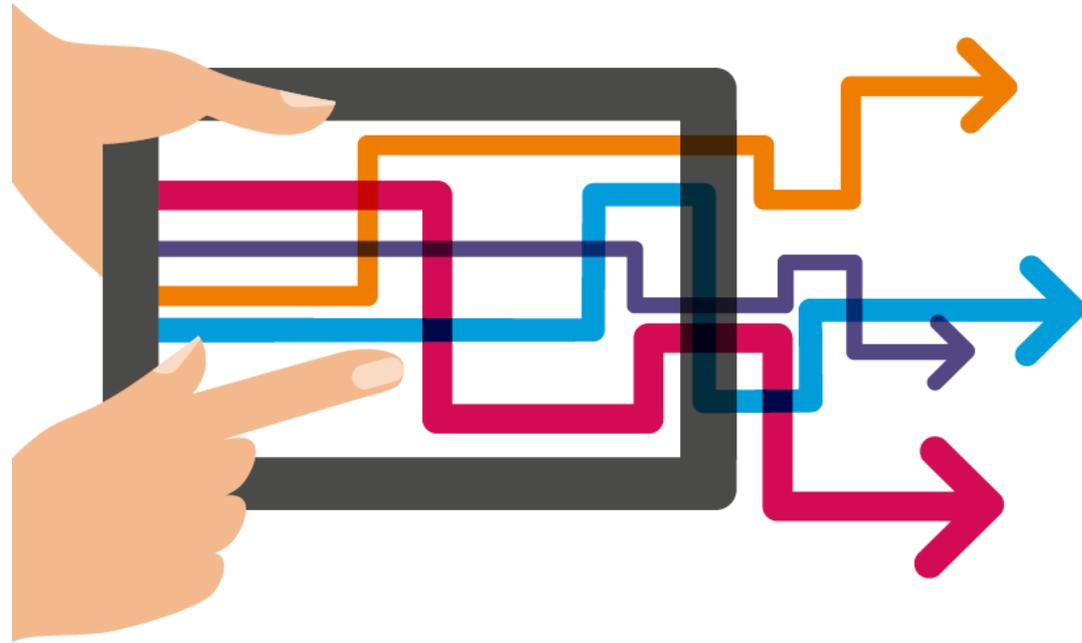
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Making Tax Digital



- & what does it mean for your business?

Making Tax Digital

- Where has MTD come from?
- What does MTD mean?
 - Income & expenditure must be recorded in software
 - Quarterly electronic submissions to HMRC
- Who does this apply to?

Making Tax Digital

- When was this to happen?
 - April 2018
 - Self employed with turnover greater than £85k
 - April 2019
 - Self employed with turnover less than £85k
 - VAT registered businesses
 - April 2020
 - Businesses who pay Corporation Tax

Making Tax Digital

- Revised timetable
 - April 2019
 - “Those above the VAT threshold will have to start filing with MTD compatible software from April 2019”
 - April 2020
 - “Small businesses below the VAT threshold will not be asked to keep digital records”
 - “or update HMRC quarterly”
 - “until at least April 2020”

Making Tax Digital

- **Government Gateway Changes**
 - **April 2002**
 - Government Gateway Introduced
 - Support Ceases March 2018
 - **September 2017**
 - HMRC – Multi Digital Tax Platform (MDTP) Introduced
 - **April 2019**
 - MTD – VAT API Introduced

Making Tax Digital

- Implications for Opera II Customers
 - April 2019
 - VAT Submissions must be via the new VAT API
 - Opera II does not produce online VAT returns
 - Pegasus will NOT be adding this functionality to Opera II
 - Upgrading to Opera 3
 - Upgrade to Opera 3 or Opera 3 SQL SE before April 2019

Making Tax Digital

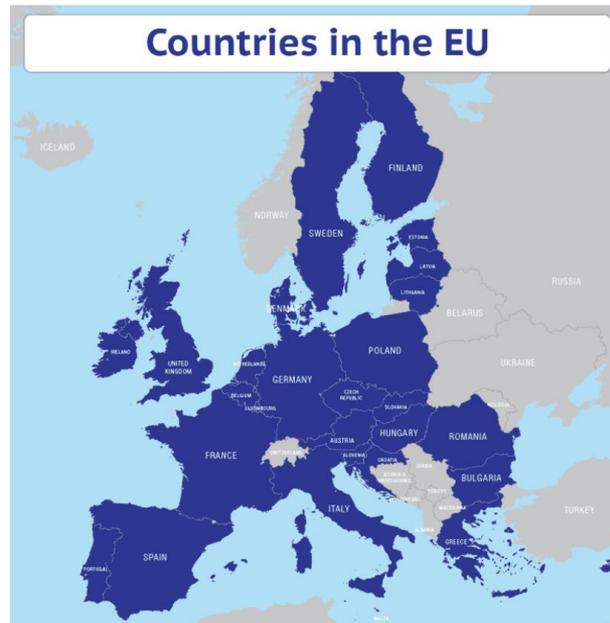
- What does this all mean?
 - Keeping digital accounting records
 - Quarterly returns to HMRC
 - MTD will include VAT Return from April 2019
- Pegasus will provide you with the tools
 - Pegasus communications will keep you informed



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General Data Protection Regulation



- & what does it mean for your business?

General Data Protection Regulation

- Who does GDPR apply to?
 - “Controllers” & “Processors”
- What information does GDPR apply to?
 - Personal Data
 - Data Collection
 - Lawful Processing

General Data Protection Regulation

- Lawful Processing
 - Consent
 - Contractual Necessity
 - Compliance with Legal Obligations
 - Vital Interests
 - Public Interest
 - Legitimate Interests
 - Criminal Offenses & Civil Law Enforcement

General Data Protection Regulation

- Who does GDPR apply to?
 - “Controllers” & “Processors”
- What information does GDPR apply to?
 - Personal Data
 - Data Collection
 - Lawful Processing
 - Consent
 - Children

General Data Protection Regulation

- Individuals' Rights

- The Right to be Informed

- What information needs to be provided?

- » Contact details of the Controller & Data Protection Officer

- » Purpose of the Processing

- » Legal basis of that Processing

- » Recipients of that personal data

- » Retention period

- » Right to withdrawal consent

General Data Protection Regulation

- Individuals' Rights
 - The Right to be Informed
 - The Right of Access
 - Confirmation that their data is being processed
 - Access to their personal data
 - » Can you charge a fee for subject access request?
 - » How long do you have to comply?
 - » What if the request is unfounded or excessive?
 - » How should the information be provided?

General Data Protection Regulation

- **Individuals' Rights**
 - The Right to be Informed
 - The Right of Access
 - The Right to Rectification
 - The Right to Erasure
 - The Right to Restrict Processing
 - The Right to Data Portability
 - The Right to Object
 - Rights Related to Automated Decision Making

General Data Protection Regulation

- **Non Compliance**
 - **Serious Offences**
 - Fines up to 4% of Worldwide Turnover
 - **Non Compliance with Basic Privacy Principles**
 - Fines up to 2% of Worldwide Turnover
 - **Mitigation**
 - Data Protection Officers

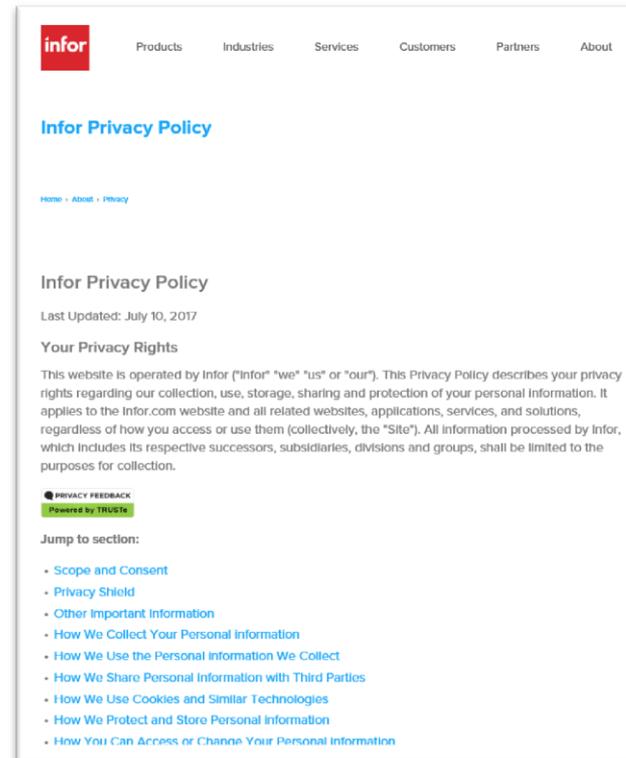
Preparing for GDPR

1 Awareness

2 Information you hold

3 Communicating privacy information

You should review your current privacy notices and put a plan in place for making any necessary changes in time for GDPR implementation.

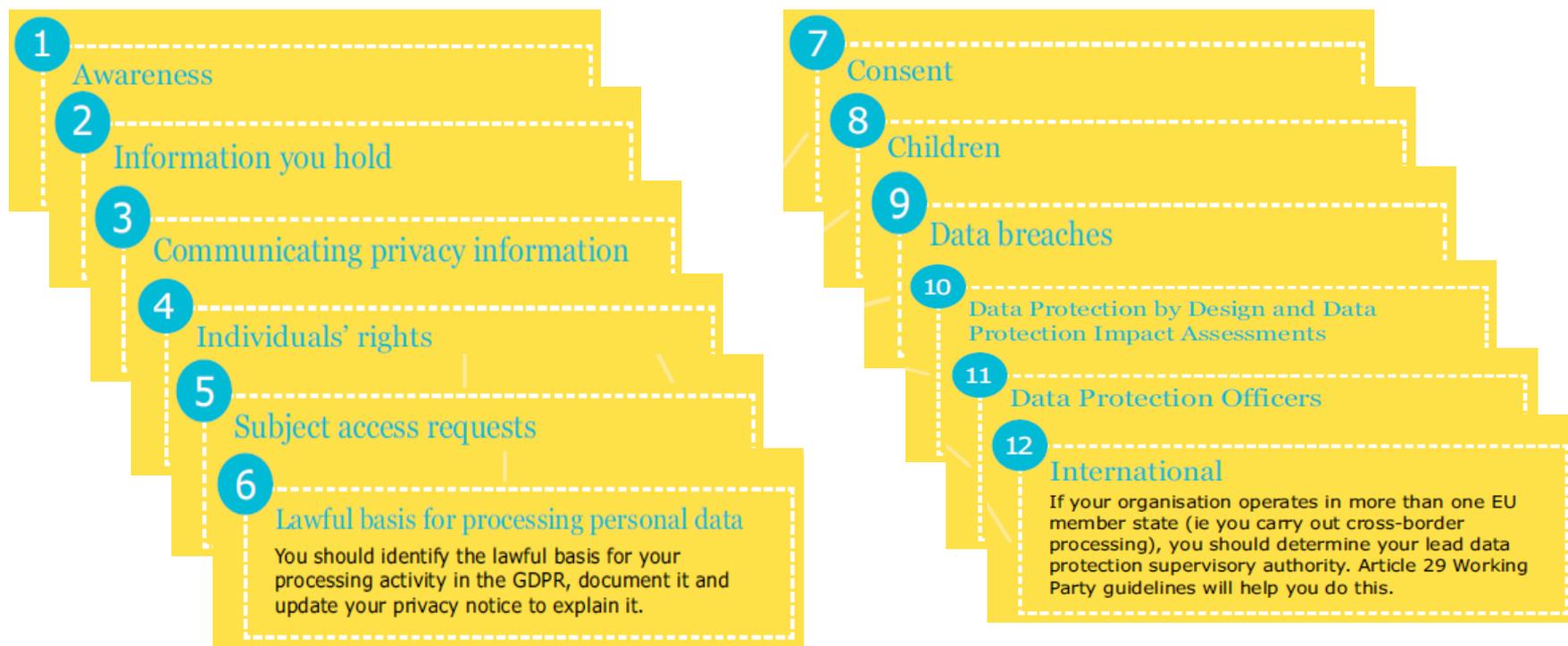


The screenshot shows the Infor Privacy Policy page. At the top, there is a navigation menu with links for Products, Industries, Services, Customers, Partners, and About. The main heading is "Infor Privacy Policy". Below this, there is a breadcrumb trail: Home > About > Privacy. The page title is "Infor Privacy Policy" and it was last updated on July 10, 2017. A section titled "Your Privacy Rights" contains a paragraph explaining that the website is operated by Infor and that the privacy policy describes the collection, use, storage, sharing, and protection of personal information. Below this, there is a "PRIVACY FEEDBACK" button powered by TRUSTE. A "Jump to section:" list includes links for Scope and Consent, Privacy Shield, Other Important Information, How We Collect Your Personal Information, How We Use the Personal Information We Collect, How We Share Personal Information with Third Parties, How We Use Cookies and Similar Technologies, How We Protect and Store Personal Information, and How You Can Access or Change Your Personal Information.

Source – Information Commissioner’s Office

www.ico.org.uk

Preparing for GDPR



General Data Protection Regulation

- Opera 3 Considerations
 - Data Security
 - Firewalls / Anti Virus & Spam Filters / Windows Updates
 - Folder & File Permissions
 - Opera 3
 - Right of Access
 - Employees
 - Customers & Suppliers
 - The Right to Rectification / Erasure

General Data Protection Regulation

- Further Information



Information
Commissioner's Office

www.ico.org.uk

ico.
Information Commissioner's Office

The UK's independent authority set up to uphold information rights in the public interest, promoting openness by public bodies and data privacy for individuals.

Home For the public **For organisations** Report a concern Action we've taken About the ICO

Data protection reform

Welcome to the ICO's data protection reform website. This is where we will be posting information about the reform of data protection legislation, including under the General Data Protection Regulation and the Directive.

View our blogs →

View our events and webinars →

View our videos →

GDPR
One year to go

Businesses warned to prepare for GDPR
Information Commissioner Elizabeth Denham has told businesses there's no time to delay in preparing for "the biggest change to data protection law for a generation".

Our plans and thinking

Guidance: what to expect and when
View the ICO's priorities in the coming months

Preparing for data protection reform

- Overview of the GDPR
- GDPR: 12 steps to take now (updated)
- Getting ready for the GDPR checklist
- GDPR messages for the boardroom
- Law Enforcement Directive
- Privacy notices code of practice
- Useful links

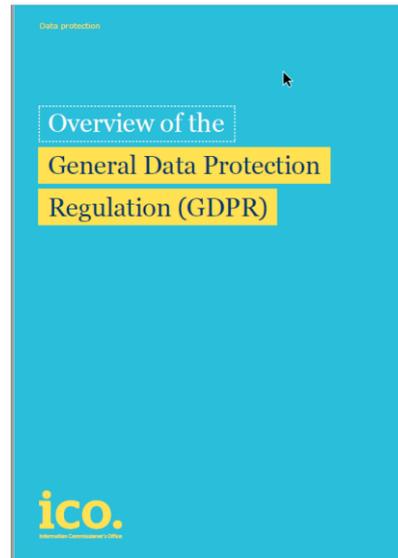
General Data Protection Regulation

- Further Information



Information
Commissioner's Office

www.ico.org.uk



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Gender Pay Gap Reporting



- & what does it mean for your business?

Gender Pay Gap Reporting

- Why is this being introduced?
 - Women earn 10% less than men before 1st child
 - Women earn 33% less than men when 1st child is 12
 - Gender Pay Gap verses Equal Pay

Gender Pay Gap Reporting

- Implementation
 - Companies with 250+ workers
 - When do I count my workforce?
 - Who is counted as an employee?

Gender Pay Gap Reporting

- Gender Pay Gap Report
 - Mean & Median – Gender Pay Gap

Gender Pay Gap Reporting

- Gender Pay Gap – Mean

Males

James -	£10.25
Albert -	£10.35
Joe -	£12.50
Mike -	£12.95
Harry -	£13.45
Total -	£59.50
Mean -	£11.90



Females

Sara -	£10.25
June -	£10.30
Wendy -	£12.25
Joan -	£12.50
Julie -	£13.00
Total -	£58.30
Mean -	£11.66

Gender Pay Gap Reporting

- Gender Pay Gap – Median

Males

James - £10.25
Albert - £10.35
Joe - £12.50
Mike - £12.95
Harry - £13.45

£12.50 - £12.25

£0.25

£12.50

£0.020 100

2.0%

Females

Sara - £10.25
June - £10.30
Wendy - £12.25
Joan - £12.50
Julie - £13.00

Gender Pay Gap Reporting

- The Gender Pay Gap Report
 - Mean & Median – Gender Pay Gap
 - Mean & Median – Bonus Gender Pay Gap

Gender Pay Gap Reporting

- Bonus Gender Pay Gap – Mean

Males

James -	£340
Albert -	
Joe -	£1,050
Mike -	£2,700
Harry -	£4,650
Total -	£8,740
Mean -	£2,185

£2,185 - £1,890

£295

£2,185

£0.135 100

13.5%

Females

Sara -	
June -	£520
Wendy -	
Joan -	£1,250
Julie -	£3,900
Total -	£5,670
Mean -	£1,890

Gender Pay Gap Reporting

- Bonus Gender Pay Gap – Median

Males

James - £340
 Albert -
 Joe - £1,050
 Mike - £2,700
 Harry - £4,650

 Median - £1,875

£1,875 - £1,250

£625

£1,875

£0.333 100

33.3%

Females

Sara -
 June - £520
 Wendy -
 Joan - £1,250
 Julie - £3,900

 Median - £1,250

Gender Pay Gap Reporting

- The Gender Pay Gap Report
 - Mean & Median – Gender Pay Gap
 - Mean & Median – Bonus Gender Pay Gap
 - Proportion of Males & Females Receiving a Bonus

Gender Pay Gap Reporting

- Males & Females Bonus Proportions

Males

James -	£340
Albert -	
Joe -	£1,050
Mike -	£2,700
Harry -	£4,650

Received Bonus - 4

Total Employees - 5

Male Proportion - 80%

Females

Sara -	
June -	£520
Wendy -	
Joan -	£1,250
Julie -	£3,900

Received Bonus - 3

Total Employees - 5

Female Proportion - 60%

Gender Pay Gap Reporting

- The Gender Pay Gap Report
 - Mean & Median – Gender Pay Gap
 - Mean & Median – Bonus Gender Pay Gap
 - Proportion of Males & Females Receiving a Bonus
 - Proportion of Males & Females in each Quartile Band

Gender Pay Gap Reporting

- Male & Female Quartile Proportions

£10.25 (M)

£10.25 (F)

£12.50 (F)

£12.95 (F)

£13.45 (M)

£13.50 (F)

£14.00 (M)

£14.00 (F)

£14.25 (F)

£14.30 (F)

£14.30 (M)

£14.35 (F)

£14.50 (F)

£25.95 (M)

£30.45 (M)

£35.50 (M)

£45.00 (M)

£50.00 (M)

£75.25 (M)

£95.00 (M)

Lower Quartile

Males - 2 / 5 = 40%

Females - 3 / 5 = 60%

Lower Middle Quartile

Males - 1 / 5 = 20%

Females - 4 / 5 = 80%

Upper Middle Quartile

Males - 3 / 5 = 60%

Females - 2 / 5 = 40%

Upper Quartile

Males - 5 / 5 = 100%

Females - 0 / 5 = 0%

Gender Pay Gap Reporting

- The Gender Pay Gap Report

Mean Gender Pay Gap – 2.0%

Median Gender Pay Gap – 2.0%

Mean Bonus Gender Pay Gap – 13.5%

Median Bonus Gender Pay Gap – 33.3%

Proportion of Males & Females
receiving a Bonus

Males – 80.0% / Females – 60%

Lower Quartile

Males – 2 / 5 = 40%

Females – 3 / 5 = 60%

Lower Middle Quartile

Males – 1 / 5 = 20%

Females – 4 / 5 = 80%

Upper Middle Quartile

Males – 3 / 5 = 60%

Females – 2 / 5 = 40%

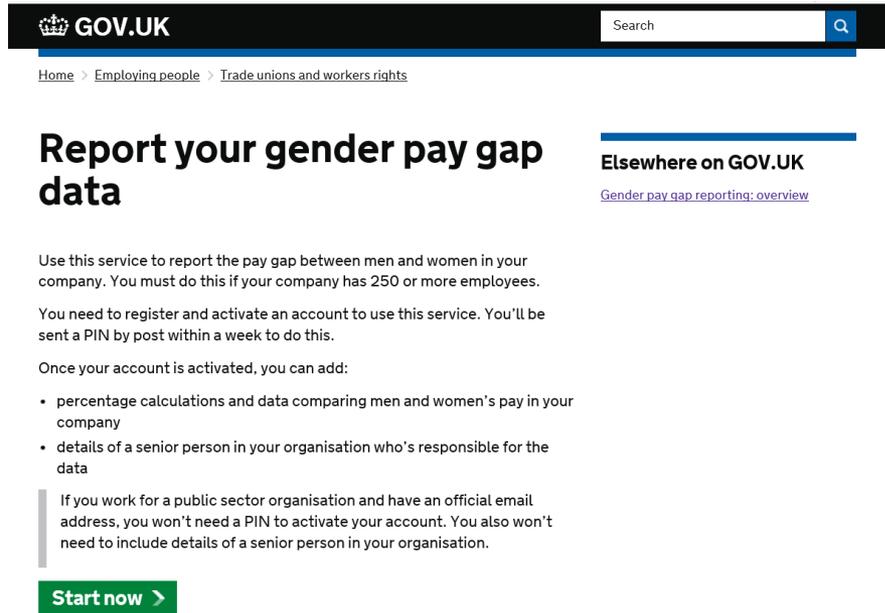
Upper Quartile

Males – 5 / 5 = 100%

Females – 0 / 5 = 0%

Gender Pay Gap Reporting

- The Gender Pay Gap Report



The screenshot shows the GOV.UK website interface. At the top, there is a black navigation bar with the GOV.UK logo on the left and a search bar on the right. Below the navigation bar, a breadcrumb trail reads: Home > Employing people > Trade unions and workers rights. The main heading is "Report your gender pay gap data". To the right of this heading is a section titled "Elsewhere on GOV.UK" with a link to "Gender pay gap reporting: overview". The main text explains that users must report the pay gap between men and women in their company if they have 250 or more employees. It also states that users need to register and activate an account, which will be sent a PIN by post within a week. A list of items that can be added after account activation includes percentage calculations and data comparing men and women's pay, and details of a senior person in the organization. A note mentions that public sector employees with official email addresses do not need a PIN. At the bottom of the main content area is a green "Start now" button with a right-pointing arrow.

GOV.UK Search

Home > Employing people > Trade unions and workers rights

Report your gender pay gap data

Use this service to report the pay gap between men and women in your company. You must do this if your company has 250 or more employees.

You need to register and activate an account to use this service. You'll be sent a PIN by post within a week to do this.

Once your account is activated, you can add:

- percentage calculations and data comparing men and women's pay in your company
- details of a senior person in your organisation who's responsible for the data

If you work for a public sector organisation and have an official email address, you won't need a PIN to activate your account. You also won't need to include details of a senior person in your organisation.

Start now >

Elsewhere on GOV.UK
[Gender pay gap reporting: overview](#)

www.gov.co.uk/report-gender-pay-gap-data

Gender Pay Gap Reporting

- The Gender Pay Gap Report

GOV.UK Gender pay gap reporting

BETA This is a new service – your [feedback](#) will help us to improve it.

Gender pay gap data

Find employers [Download data](#)

Search by:

Showing 1 – 20 of 48 employers

Filter by:

Sectors

- Agriculture Forestry and Fishing
- Mining and Quarrying
- Manufacturing
- Electricity gas steam and air conditioning supply
- Water supply sewerage waste management and remediation activities
- Construction
- Wholesale and retail trade
- Transportation and storage
- Accommodation and food service activities
- Information and communication
- Financial and insurance activities
- Real estate activities

Employer	Sector
ALLIANCE MEDICAL LIMITED Iceni Centre, Warwick Technology Park, Warwick, CV34 6DA	Human health and social work activities
ASPIRE HOUSING LIMITED Kingsley, The Brampton, Newcastle Under Lyme, ST5 0QW	
BELLS OF LAZONBY LIMITED Edenholme Bakery, Lazonby, Penrith, CA10 1BG	Manufacturing
BILFINGER INDUSTRIAL SERVICES UK LIMITED Axis House, Tudor Road Manor Park, Runcorn, WA7 1BD	Construction
BLACK SWAN INTERNATIONAL LIMITED The Union Building, 51-59 Rose Lane, Norwich, England, NR1 1BY	Human health and social work activities
Borough of Poole Civic Centre, Poole, BH15 2RU	Public sector

<https://gender-pay-gap.services.gov.uk/viewing>

Gender Pay Gap Reporting

- The Gender Pay Gap Report

 **Gender pay gap reporting**

BETA This is a new service – your [feedback](#) will help us to improve it.

[< Search results](#)

2017 to 2018 gender pay gap data
ALLIANCE MEDICAL LIMITED

Address: Icen Centre, Warwick Technology Park, Warwick, CV34 6DA

Sector: Human health and social work activities

Hourly rate **Pay quartiles** Bonus pay

Women's hourly rate is

20% LOWER (mean)	21% LOWER (median)
-------------------------------	---------------------------------

Employer's gender pay gap report
View the employer's 2017 to 2018 gender pay gap report on their website.
<https://www.alliancemedical.co.uk/who-we-are/governance>

Person responsible for employer's report
Peter Winchester
HR Director

<https://gender-pay-gap.services.gov.uk/viewing>

Gender Pay Gap Reporting

- The Gender Pay Gap Report

GOV.UK Gender pay gap reporting

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2017 to 2018 gender pay gap data

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[Hourly rate](#) [Pay quartiles](#) [Bonus pay](#)

Pay quartiles
How many men and women are in each quarter of the employer's payroll.

Top quartile		
44%		56%
MEN		WOMEN
Upper middle quartile		
40%		60%
MEN		WOMEN
Lower middle quartile		
31%		69%
MEN		WOMEN
Lower quartile		
17%		83%
MEN		WOMEN

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Person responsible for employer's report
Peter Winchester
HR Director

<https://gender-pay-gap.services.gov.uk/viewing>

Gender Pay Gap Reporting

- The Gender Pay Gap Report

The screenshot shows the GOV.UK Gender Pay Gap Reporting interface. At the top, it says 'GOV.UK Gender pay gap reporting'. Below that, a 'BETA' notice states: 'This is a new service - your feedback will help us to improve it.' There is a link for '< Search results'. The main heading is '2017 to 2018 gender pay gap data' followed by 'ALLIANCE MEDICAL LIMITED'. The address is 'Iceni Centre, Warwick Technology Park, Warwick, CV34 6DA'. The sector is 'Human health and social work activities'. There are three tabs: 'Hourly rate', 'Pay quartiles' (selected), and 'Bonus pay'. The 'Women's bonus pay is' section shows '36% LOWER (mean)' and '38% LOWER (median)'. The 'Who received bonus pay' section shows '11% OF MEN' and '5% OF WOMEN'. On the right, there is a section for 'Employer's gender pay gap report' with a link to the employer's website and the name of the HR Director, Peter Winchester.

GOV.UK Gender pay gap reporting

BETA This is a new service - your [feedback](#) will help us to improve it.

[< Search results](#)

2017 to 2018 gender pay gap data

ALLIANCE MEDICAL LIMITED

Address: Iceni Centre, Warwick Technology Park, Warwick, CV34 6DA

Sector: Human health and social work activities

[Hourly rate](#) [Pay quartiles](#) [Bonus pay](#)

Women's bonus pay is

36%
LOWER
(mean)

38%
LOWER
(median)

Who received bonus pay

11%
OF MEN

5%
OF WOMEN

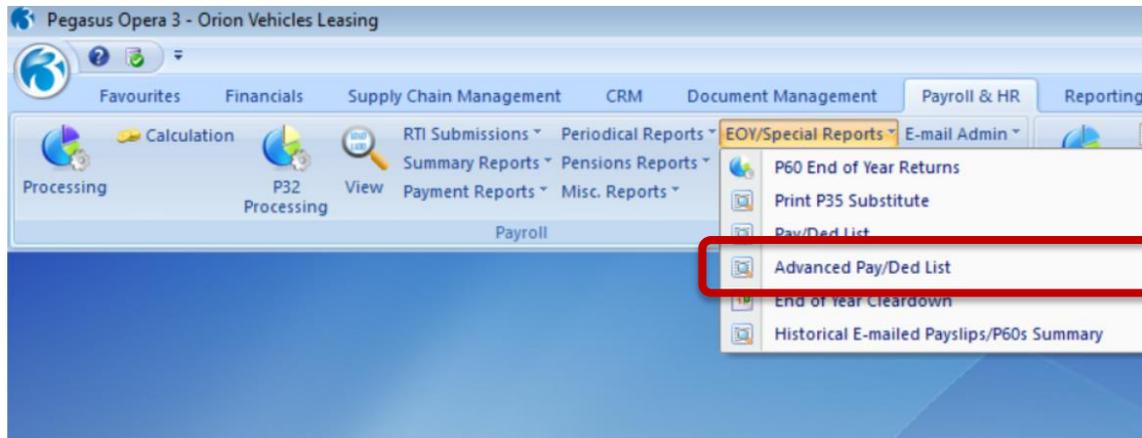
Employer's gender pay gap report
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<https://www.alliancemedical.co.uk/who-we-are/governance/>

Person responsible for employer's report
Peter Winchester
HR Director

<https://gender-pay-gap.services.gov.uk/viewing>

Gender Pay Gap Reporting

- Opera 3 – Advanced Pay/Ded Report



Gender Pay Gap Reporting

- The Gender Pay Gap Report
 - Mean & Median – Gender Pay Gap
 - Mean & Median – Bonus Gender Pay Gap
 - Proportion of Males & Females Receiving a Bonus
 - Proportion of Males & Females in each Quartile Band
- Pegasus have the tools to help
 - Reporting tools in Opera 3
 - Infor Q&A

Agenda

- Opera 3 SQL Server Edition – An Overview
- Pegasus Business Cloud
- Coffee Break
- Legislation
 - Making Tax Digital
 - General Data Protection Regulation (GDPR)
 - Gender Pay Gap Reporting
 - Late Payment Reporting
 - Government Gateway Changes
- Pegasus Web Xchange
 - Mobile Sales App

Late Payment Reporting



- Reporting on Payment Practices & Performance

Late Payment Reporting

- Who does it apply to?
 - £36m+ Turnover
 - £18m+ Balance Sheet
 - 250+ Employees

Late Payment Reporting

- What is required to be reported?
 - Payment performance
 - % Invoices paid 1 to 30 days
 - % Invoices paid 31 to 60 days
 - % Invoices paid 61+ days
 - Average time taken to pay suppliers
 - % Payments not paid within agreed terms
 - Dispute resolution
 - Where to be published
 - Government web based service

Late Payment Reporting

- What have we done to help?
 - Allocated in full date on purchase transactions
 - Invoice Payment Summary Report
 - Printed version
 - Excel version
 - Infor Q&A / Reporter Module

Agenda

- Opera 3 SQL Server Edition – An Overview
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Agenda

- Opera 3 SQL Server Edition – An Overview
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 - Late Payment Reporting
 - Government Gateway Changes
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 - Mobile Sales App

PWX – Mobile Sales App

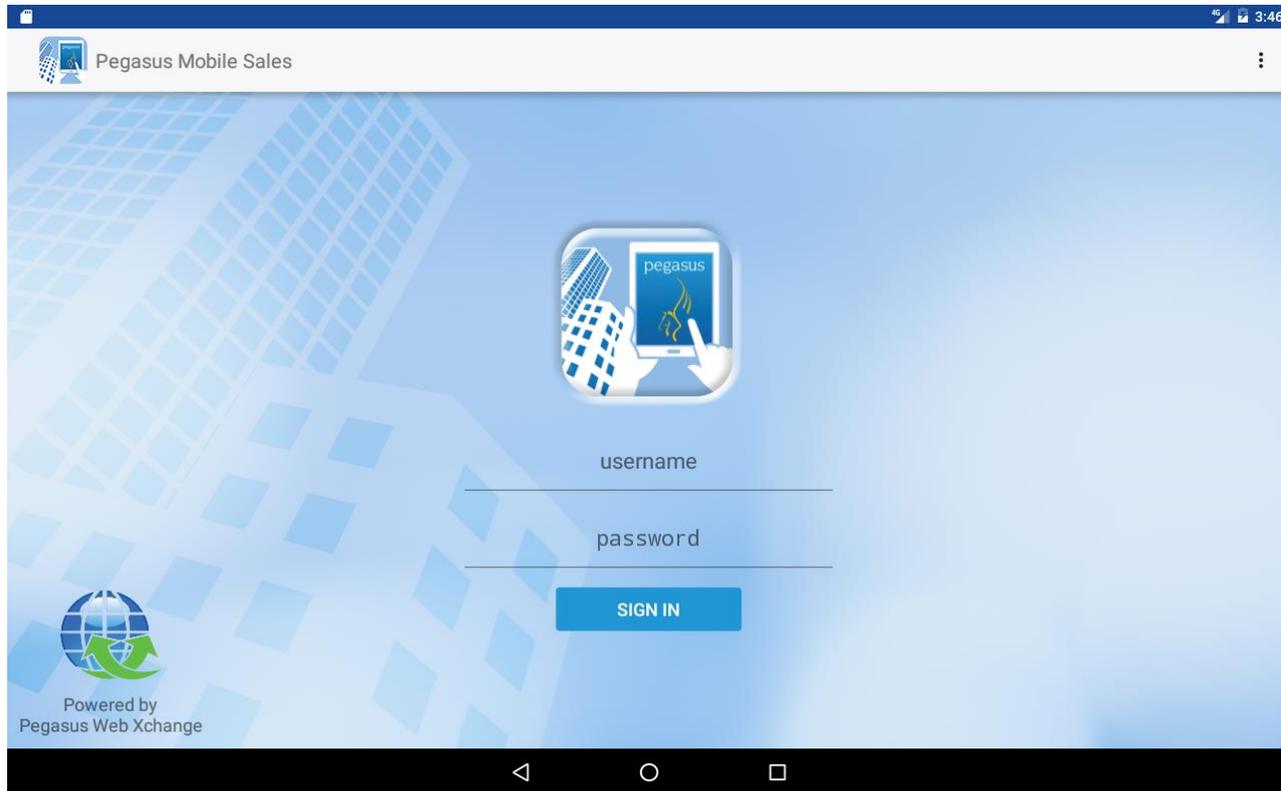


PWX – Mobile Sales App

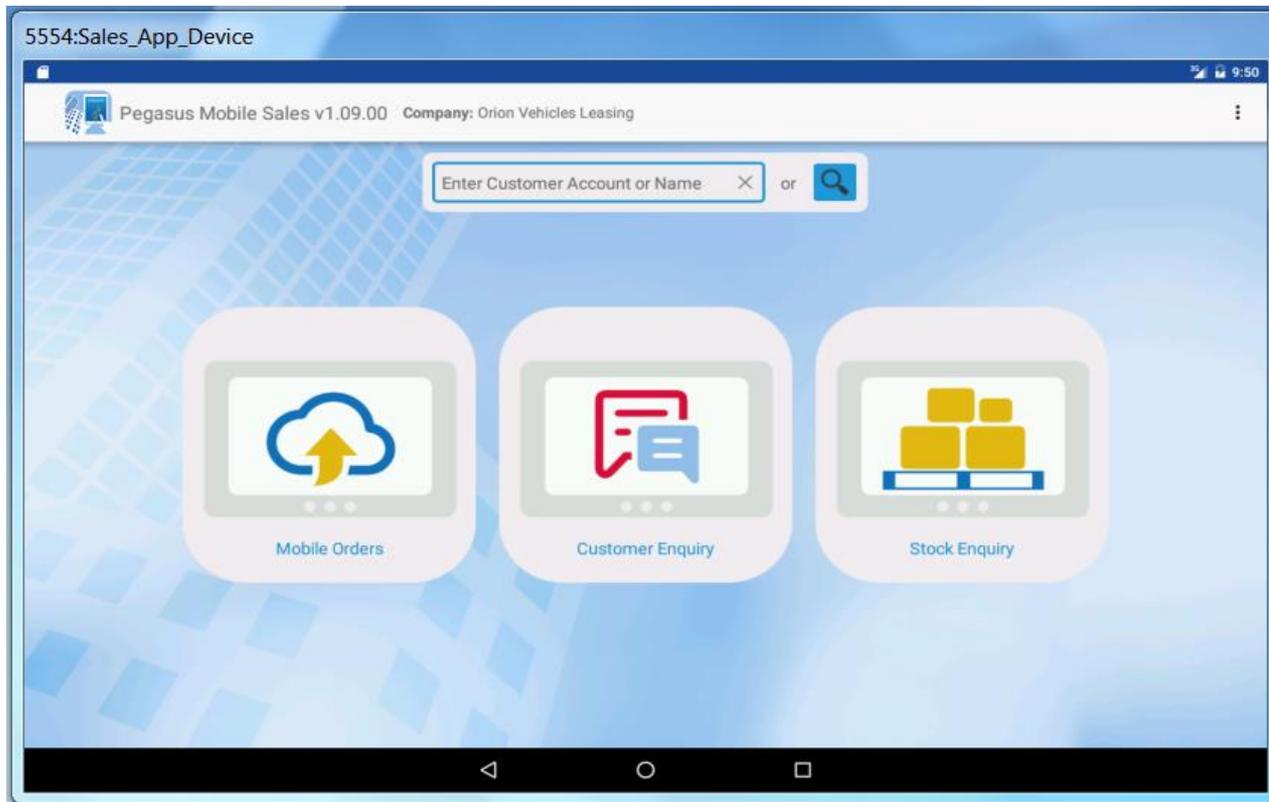
Teaser Video



PWX – Mobile Sales App



PWX – Mobile Sales App



PWX – Mobile Sales App

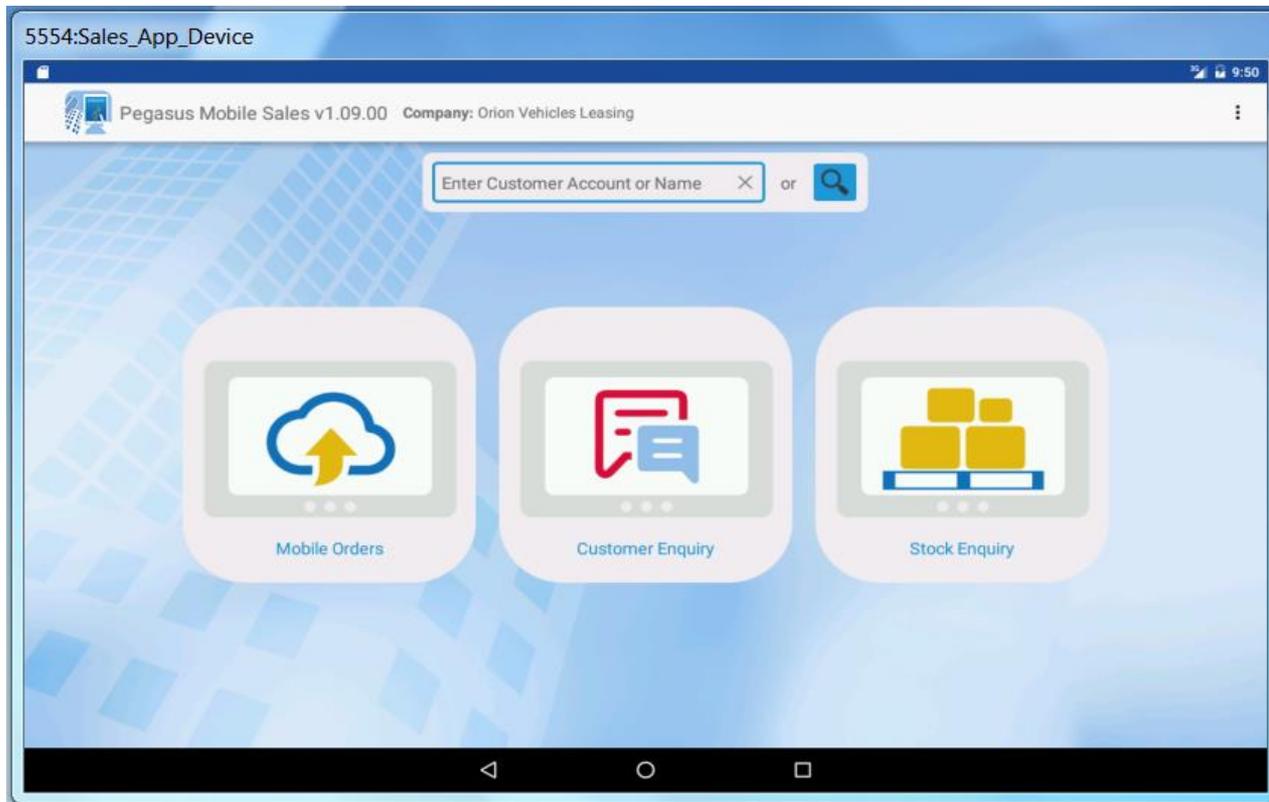
Pegasus Mobile Sales Company: Orion Vehicles Leasing

Customer Enquiry Showing 4 customers

ADA0001 Adams Light Engineering Ltd	Address Close Road Gosforth Industrial Park Gosforth Northumberland NC5 1WR
AHL0001 Abington Hire Limited	
CAR0001 CarsMart	Order Contact Gordon Smethwick
KDM0001 K D Martin On Stop	Order Email gordon.smethwick@al-eng.co.uk
	Account Contact Mr J Miller
	Account Email john.miller@al-eng.co.uk
	Telephone Number 01662 678543
	Fax Number 01662 775510
	Website www.adamslight.co.uk
	Credit Limit 10000
	Reviewed On 01/06/2016
	Last Invoiced 28/03/2014
	Last Receipt 31/03/2014
	Due Date Options 0 days after invoice
	Current Balance 5,293.90
	Outstanding Invoices 5,807.50
	Overdue Invoices 5,807.50
	Turnover 195,482.22
	Price List -



PWX – Mobile Sales App



PWX – Mobile Sales App

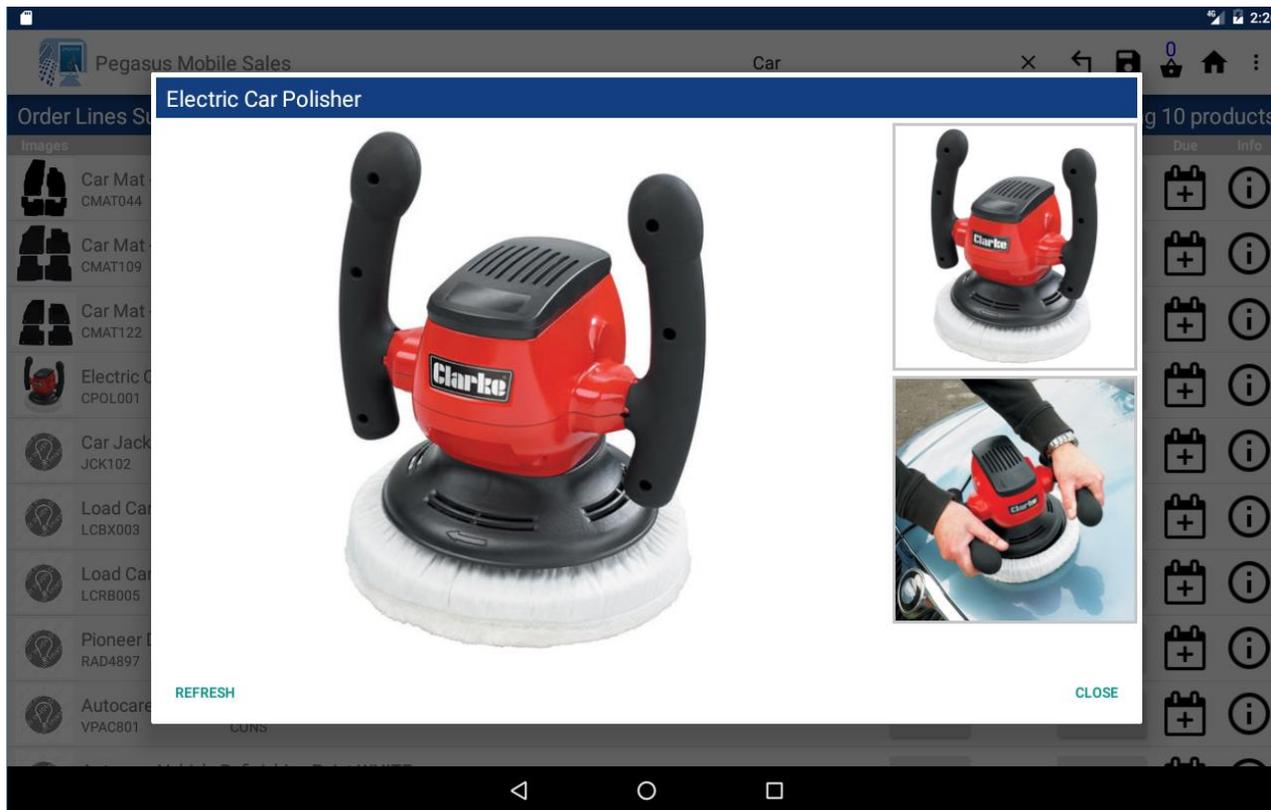
Pegasus Mobile Sales Car

Order Lines Summary Showing 10 products

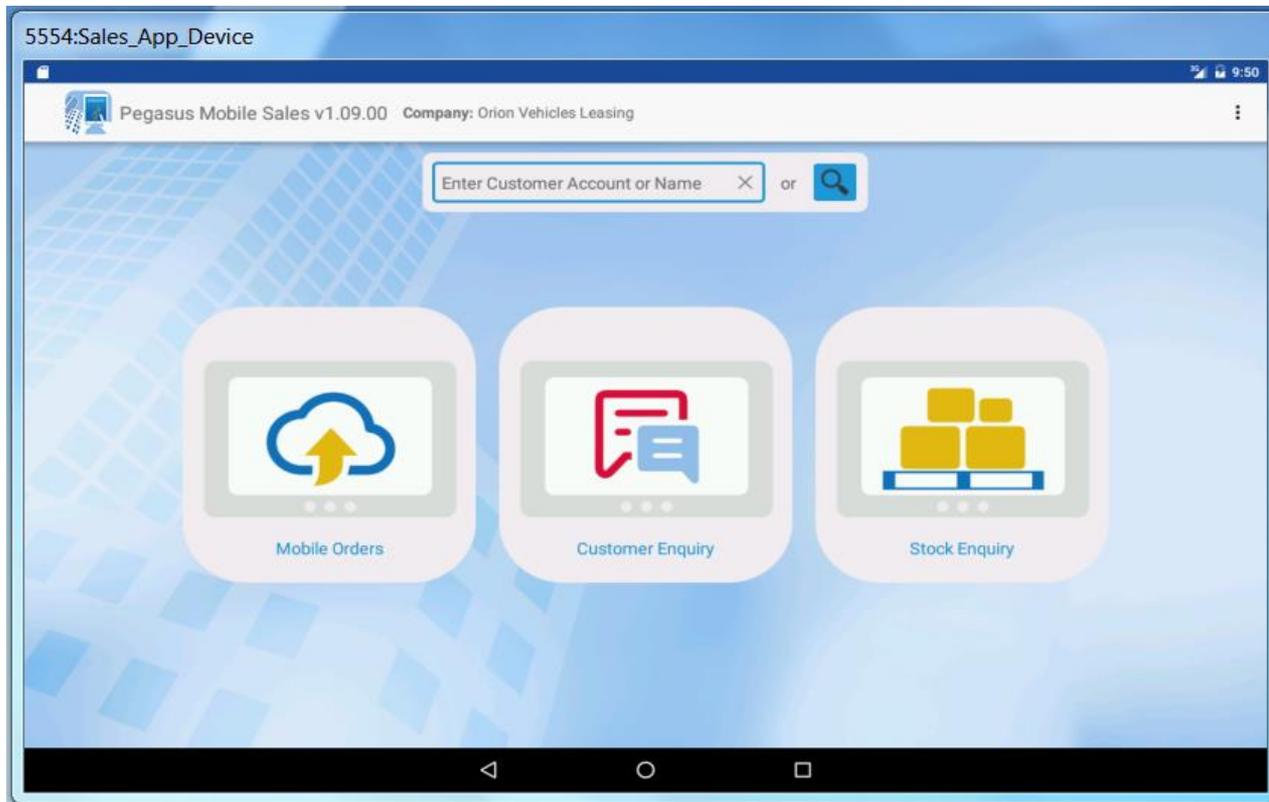
Images		Price	Stock	Quantity	Due	Info
	Car Mat - Small CMAT044 ACC	12.00	24	0		
	Car Mat - Medium CMAT109 ACC	10.92	88	0		
	Car Mat - Large CMAT122 ACC	14.00	57	0		
	Electric Car Polisher CPOL001 ACC	39.99	65	0		
	Car Jack JCK102 ACC	12.00	52	0		
	Load Carrying Roof Box 360L LCBX003 ACC	127.65	7	0		
	Load Carrying Roof Bar 5 LCRB005 ACC	51.06	19	0		
	Pioneer DEH-150MPG Car CD/Radio Player RAD4897 ACC	62.00	35	0		
	Autocare Vehicle Refinishing Paint BLACK VPAC801 CONS	24.99	5	0		



PWX – Mobile Sales App



PWX – Mobile Sales App



PWX – Mobile Sales App

The screenshot displays the Pegasus Mobile Sales application interface. At the top, the title bar reads "Pegasus Mobile Sales" and includes standard mobile navigation icons. Below the title bar, there is a "SELECT ORDER" section with a list of three orders:

Order Reference	Customer	Quantity	Order Date
ADA0001	Adams Light Engineering Ltd	[3]	22/05/2017
ADA0001	Adams Light Engineering Ltd	[1]	19/01/2017
AHL0001	Abington Hire Limited	[2]	22/05/2017

The main content area shows the "Order Summary" for the selected order (ADA0001), which is marked as "Incomplete". The summary includes the following details:

Field	Value	Field	Value
Customer Reference	P/O 1000	Order Date	22/05/2017
Customer Account	ADA0001	Due Date	22/05/2017
Adams Light Engineering Ltd			

Below the summary, there are sections for "Address Details", "Contact Details", "Comments", and "Raised By". The "Comments" section contains the text: "Please mark the delivery for the attention of David Burns - Development Dept". The "Raised By" section lists "kevin".



PWX – Mobile Sales App



Mobile Sales - Benefits

- Improved sales team information
- Orders posted into Opera 3 SOP
- Tablet updated from Opera 3
- Delivery times improved
- Saves time & therefore money
- Intuitive



PWX – Mobile Sales App



Mobile Sales – Pricing per month

- **5 mobile users** - **£36.25 per user**
- **10 mobile users** - **£30.19** "
- **15 mobile users** - **£24.15** "
- **25 mobile users** - **£18.12** "
- **50 mobile users** - **£16.10** "
- **75 mobile users** - **£14.49** "
- **100 mobile users** - **£12.08** "



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Product demos

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To learn more about Opera 3

Contact Us
Tel: 0800 919 704
Email: info@pegasus.co.uk

Call me Back
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Information Request
Complete an enquiry form for more information.



Let's Talk Pegasus

Thank you

Steve Power | Product Specialist

