



Agenda

- Opera 3 SQL Server Edition An Update
- Pegasus Business Cloud
- Pegasus Web Xchange
 - Payroll Self Service / Timesheets
 - Mobile Sales
- Coffee Break
- Legislation
 - Making Tax Digital
 - Payroll Changes 2019 / 2020
 - Reverse Charge VAT

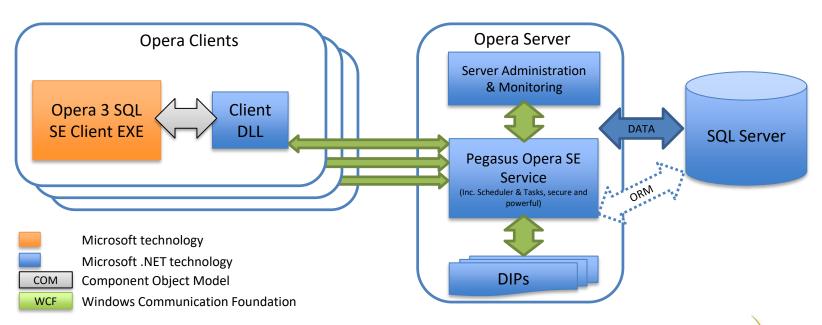


- Introduction to Opera 3 SQL SE
 - Product design & architecture
 - Technical stack
 - Server Administration and Monitoring Tool (SAM)
 - Product demonstration
 - Functionality
 - Vision



Client Server Model

The client-server model is a distributed application structure that allocates tasks and workload between the server and client computers





- Other aspects of the design & architecture
 - Opera SE Service
 - Data Intensive Processes (DIPs)
 - Server Administration and Monitoring Tool (SAM)
 - Data Definition Generator
 - Third Party Development



Technical Stack



Opera 3 SQL SE Components									
ORM		MEF							
Visual Studio Report Designer		WCF	Entity Framework		LINQ				
Microsoft SQL Server 2016			.Net 4.7.2 Framework	C#					



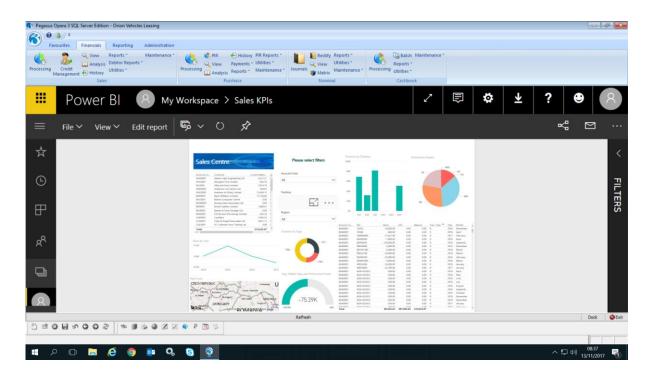
- Opera 3 SQL SE
 - Product Demonstration



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

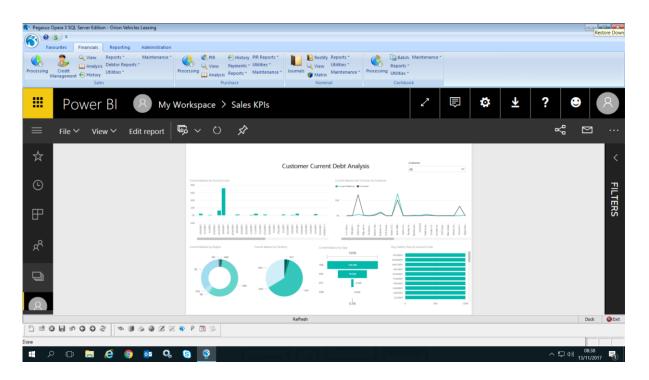


The Vision - Dashboards





The Vision - Dashboards





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

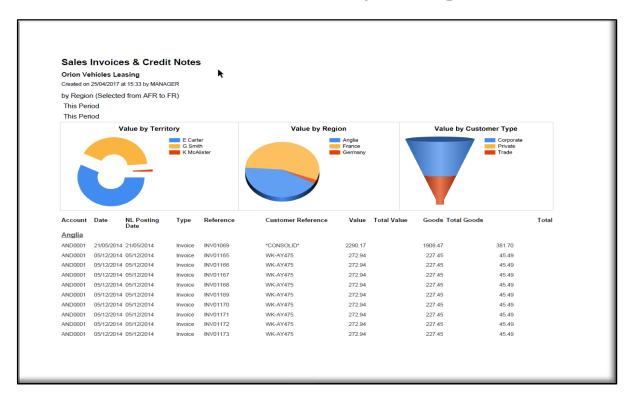


The Vision – Enhanced Reporting

Orion Vehicles Leasing Sales Ledger Invoices & Credit Notes reated on 25/04/2017 at 13:53 by MANAGER										
Orion Vehic	les Leasing			Invoices & Credit Notes To Date						
Account	Date	Type	Ref 1	Ref 2	Value	Goods	VAT	Details	Page 1	
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	2455.00	K D Martin		
MAC0001	12/05/2012	Invoice	INV00595		48.00	40.00		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 8978.07 EUR @	1.245951	
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 15900.00 EUR @	1.245951	
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		966.00	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		
BRI0002	30/06/2012	Invoice	INV00668		10800.00	9000.00	1800.00	Bristol Leather Limited		
AND0001	01/07/2012	Cr.Note	INV00559	C/Note (Mispost)	-141.00	-117.50	-23.50	Anderson Car Factors Ltd		
ADA0001	28/07/2012	Invoice	INV00678	CD92988	513.60	428.00		Adams Light Engineering Ltd		
ALI0005	28/07/2012	Invoice	INV00680	CD93056	428.00	428.00	0.00	Allip and Sons Limited 533.27 EUR @	1.245951	
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		
AL10005	28/08/2012	Invoice	INV00690	CD93056	428.00	428.00	0.00	Allip and Sons Limited 533.27 EUR @	1.245951	
ADA0001	28/09/2012	Invoice	INIVIDIS91	CD92988	513.60	428.00		Adams Light Engineering Ltd		



The Vision – Enhanced Reporting





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



- To conclude
 - New client server / SQL based product
 - A new vision
 - Dashboards
 - Enhanced reporting
 - App deployments
 - Secure data access



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Pegasus Business Cloud

"Fully supported cloud environment for Opera 3"

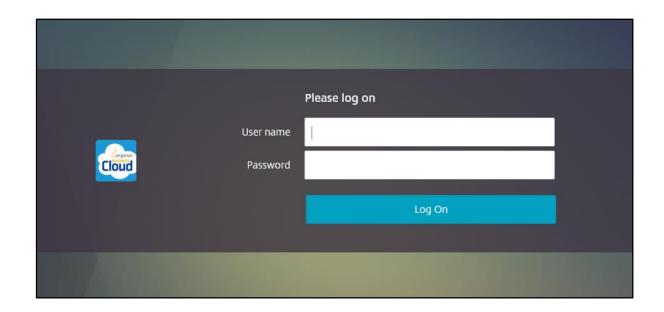




- ✓ Introduction to Pegasus Business Cloud
- ✓ Login

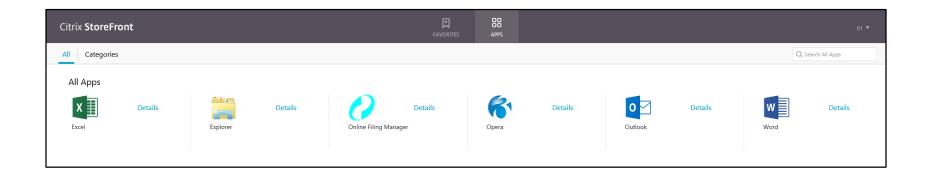
















- ✓ Introduction to Pegasus Business Cloud
- ✓ Login
- ✓ What do we get with the system?
 - √ 65 GB Disk Space / 20 GB Free (5 User)
 - √ 75 GB Disk Space / 30 GB Free (10 User)
 - √ 85 GB Disk Space / 40 GB Free (15 User)
 - √ 95 GB Disk Space / 50 GB Free (20 User)

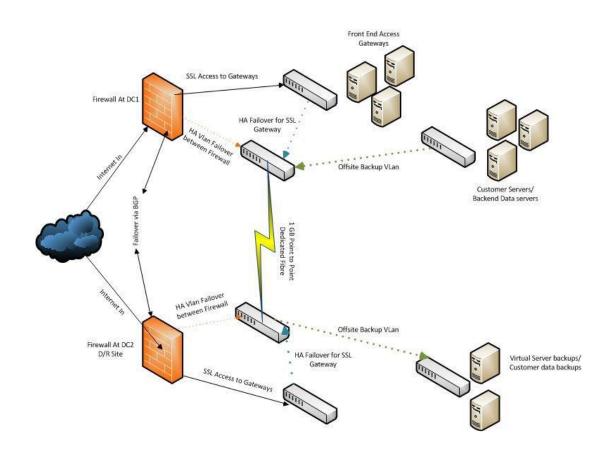




- ✓ Introduction to Pegasus Business Cloud
- ✓ Login
- ✓ What do we get with the system?
 - ✓ 5 GB RAM / SQL Server 2014 / MS Office 2016
- ✓ Security
 - ✓ Juniper Networks SRX Series Service Gateways
 - ✓ 2 Data Centres / SSL/TLS Technology







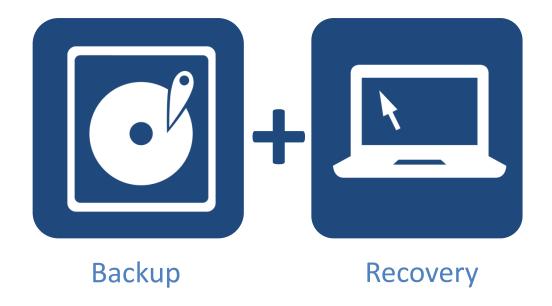




99.93%

Average historical uptime







Demonstration





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



Hosting – what are the costs

- ✓ Opera II customer with 5 users / 8 modules
 - ✓ £116.71 per user / per month
- ✓ This includes
 - ✓ Opera 3
 - ✓ AMC
 - ✓ Hosting
 - ✓ MS Office 2016 user
- ✓ No upfront costs, just a monthly payment to use



Test Drive





Conclusion

✓ Further information



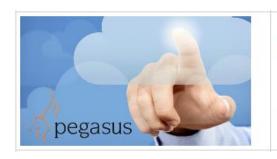


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Conclusion

✓ Further information



Pegasus Business Cloud

By moving to Pegasus Business Cloud, you can access a complete business solution online, at the office or on mobile devices, anytime, anywhere.

Watch our introductory animation



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Pegasus Web Xchange



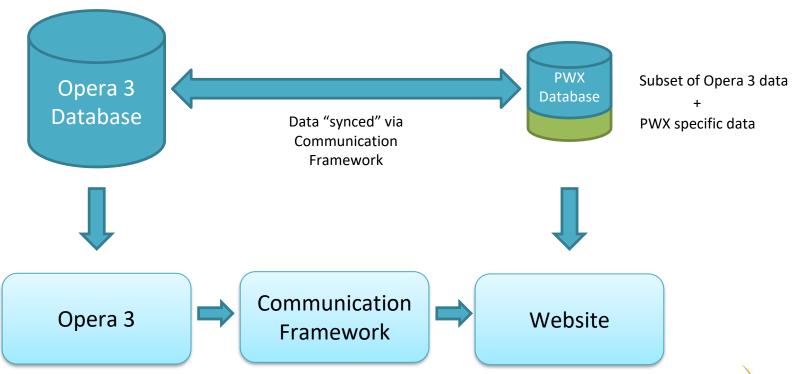






Pegasus Web Xchange

Pegasus Web Xchange - Overview



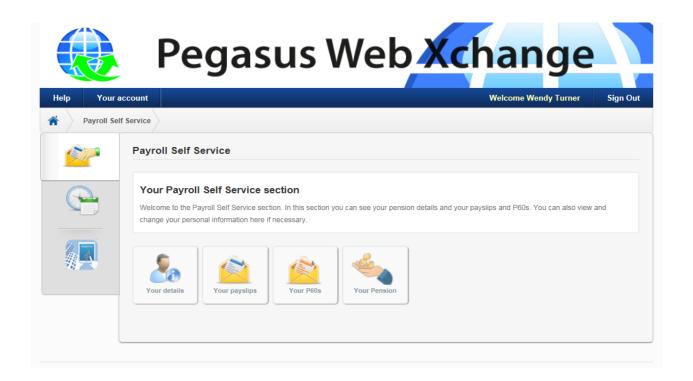
Pegasus Web Xchange







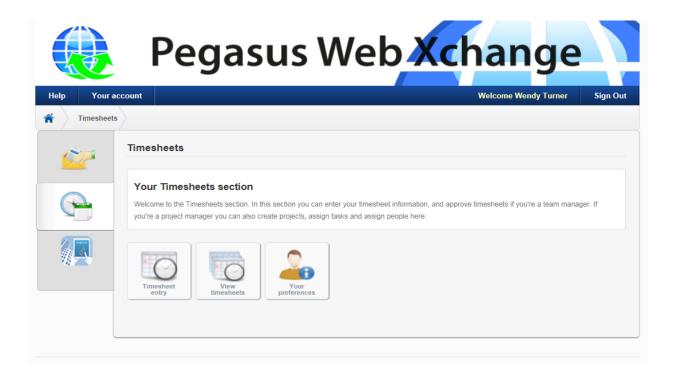
Pegasus Web Xchange







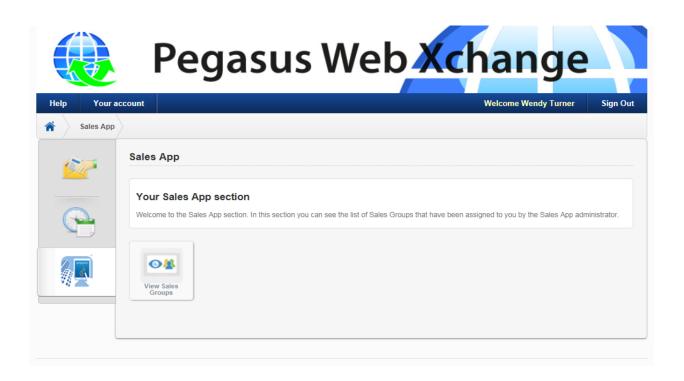
Pegasus Web Xchange





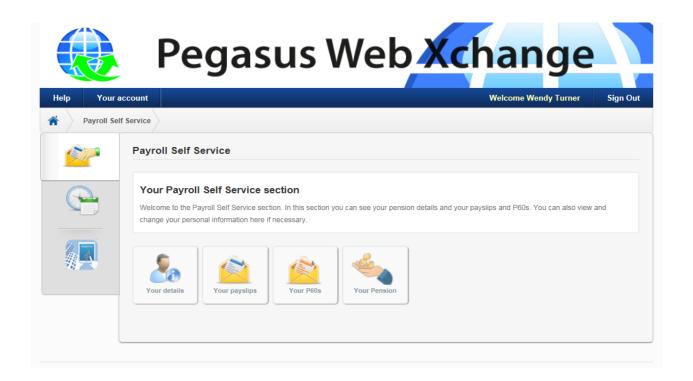


Pegasus Web Xchange



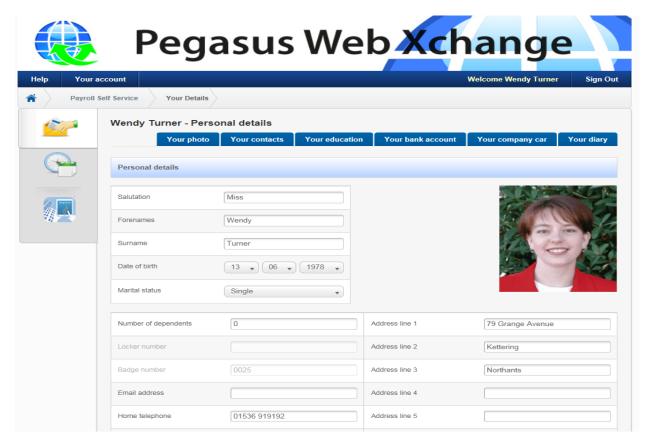






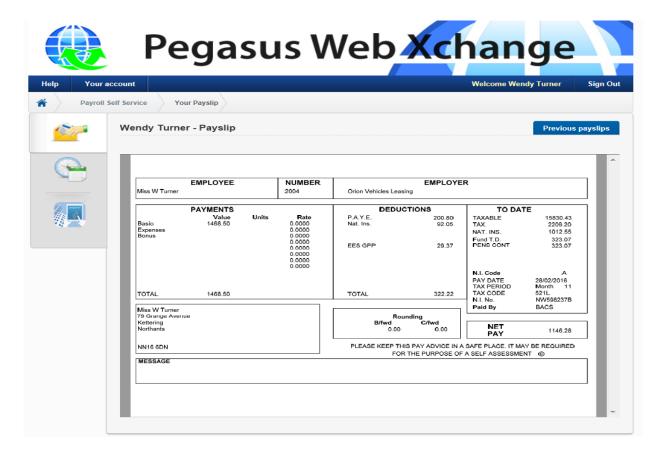






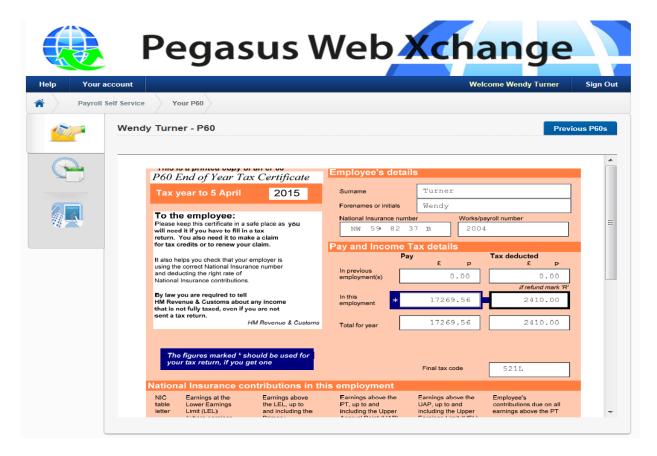














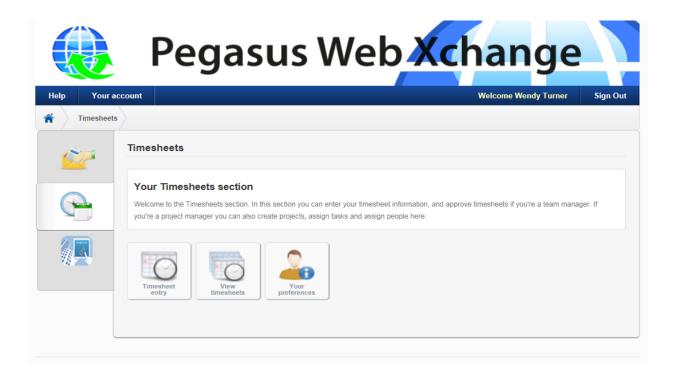








PWX – Timesheets







PWX – Timesheets













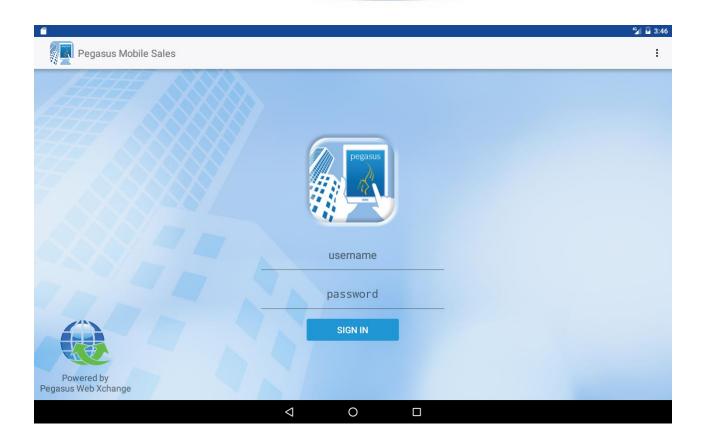
Teaser Video











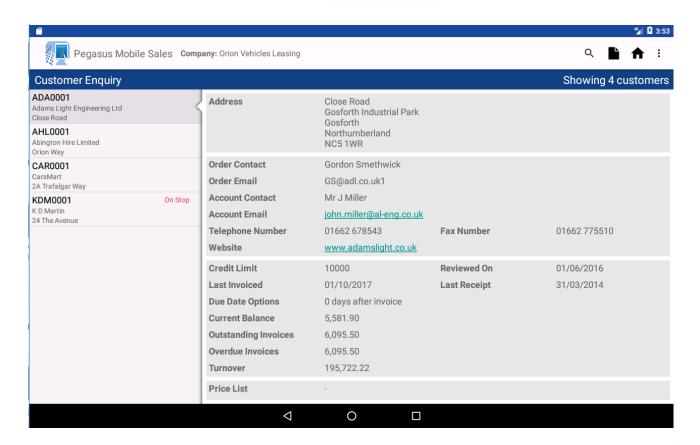






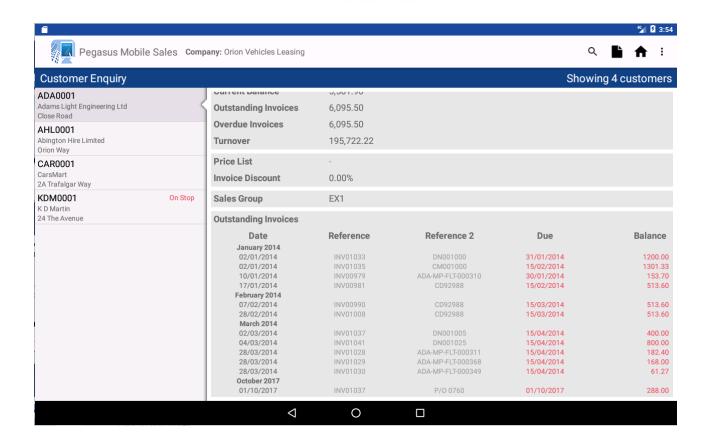












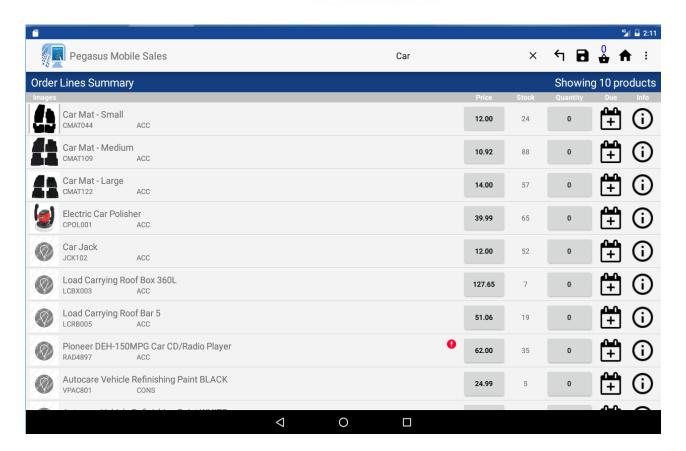






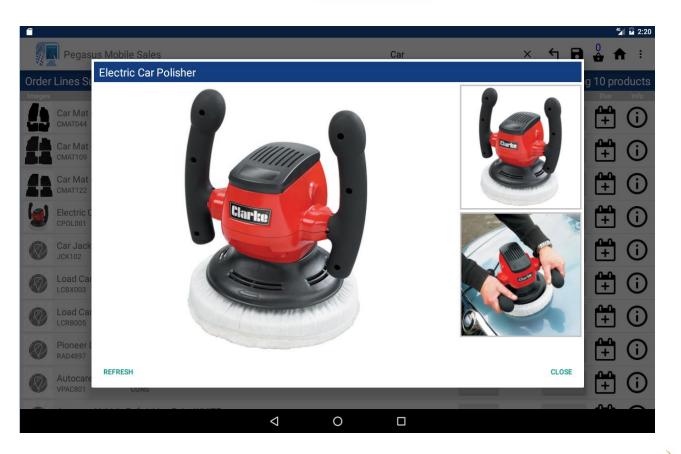












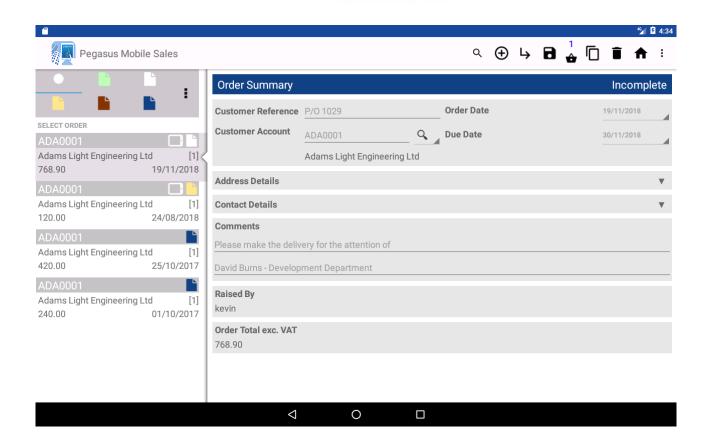






























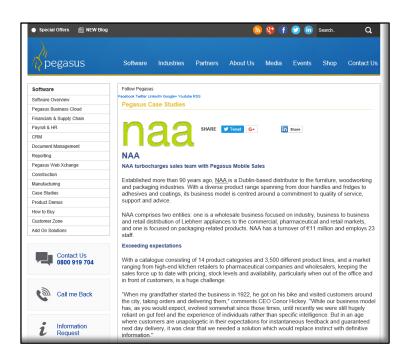
✓ Benefits

- ✓ Improved information to the sales team
- ✓ Orders are instantly posted into Opera 3 SOP
- ✓ Tablets updated from Opera 3
- ✓ Delivery times are improved
- ✓ Saves time & therefore money
- ✓ Intuitive





✓ NAA case study



"Pegasus Mobile Sales is incredibly easy to use, which has made it a win-win for the company and sales team. If the sales team are happy, empowered and confident in what they're doing, it stands to reason that customer relationships will be stronger and performance enhanced"

"Service levels are extremely high, with 98% of orders now shipped on the same day against a rate of approximately 85% previously"





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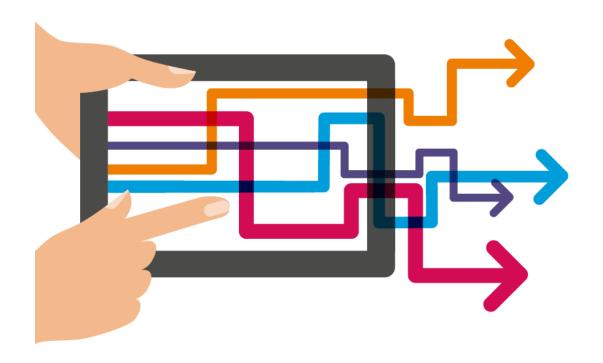
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& what does it mean for your business?



- An Explanation of MTD
 - Where has MTD come from?
 - Who does it apply to?
 - What will you have to do?
 - When does it start?
 - Implications for Opera II customers?
 - Questions



- Where has MTD come from?
 - George Osbourne's March 2015 Budget
 - Digital revolution in the tax system
 - Avoidable mistakes cost the revenue £9 billion / year
 - Digital record keeping
 - Electronic submission to HMRC



- Who does it apply to?
 - VAT Registered Business
 - Turnover above the VAT Threshold (£85k)
 - Mandated from 1st April 2019
 - Mandated from 1st October 2019:
 - Trusts / "Not for profit" organisations
 - VAT Divisions & VAT Groups
 - Public Sector / Local Authorities
 - Public Authorities & Public Corporations
 - Traders based overseas
 - Payment on account / Annual Accounting

- Who does it apply to?
 - VAT Registered Business
 - Turnover above the VAT Threshold (£85k)
 - 1st October 2019 deferral for:
 - Taxable turnover falls below VAT Threshold (£85k)

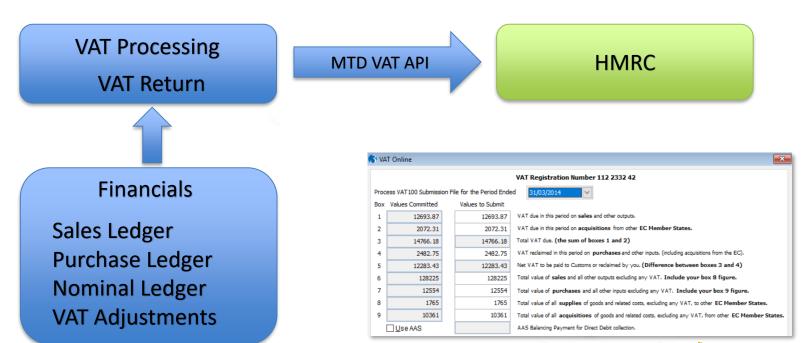


- What will you have to do?
 - Maintain digital VAT records
 - Send VAT Returns using MTD compatible software
 - From 1st April 2019
- What does MTD mean?



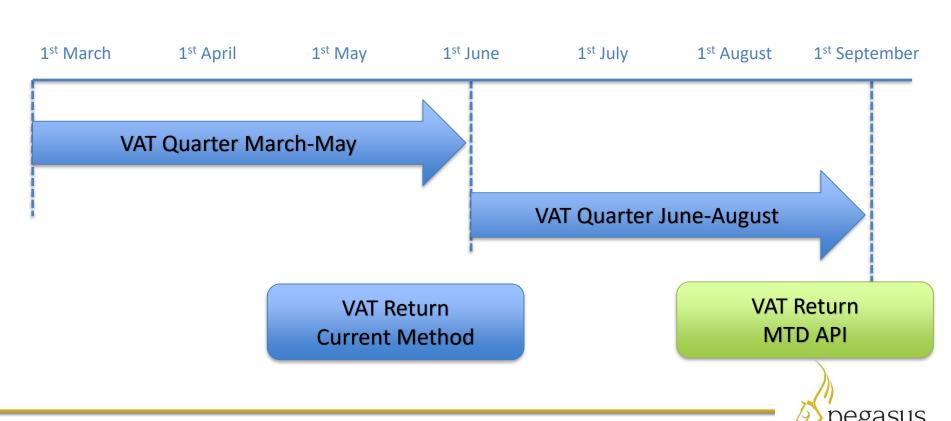
- Functional Compatible Software
 - Keeping records in a digital form
 - Business name, address, VAT registration number
 - Invoice number, date, VAT code, Net & VAT values, etc.
 - Preserve records in a digital form
 - For 6 years
 - Create VAT return & submit in a digital format
 - Create VAT return from these digital records
 - Submit VAT return to HMRC via a MTD VAT API

Opera 3 – MTD Implementation



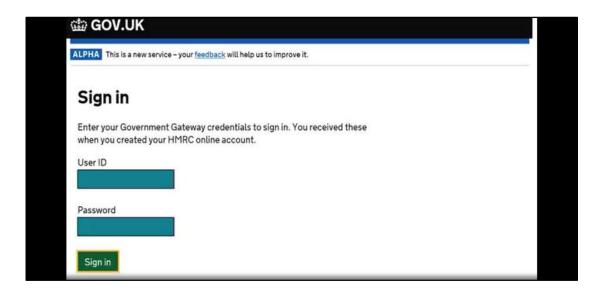


When does MTD come into effect?





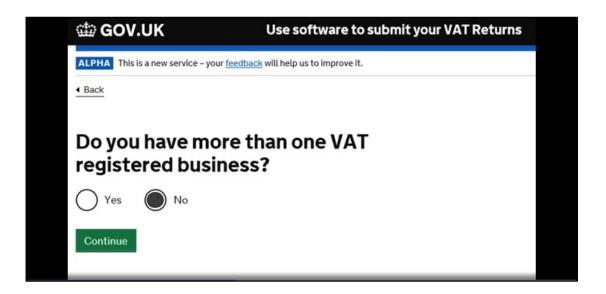




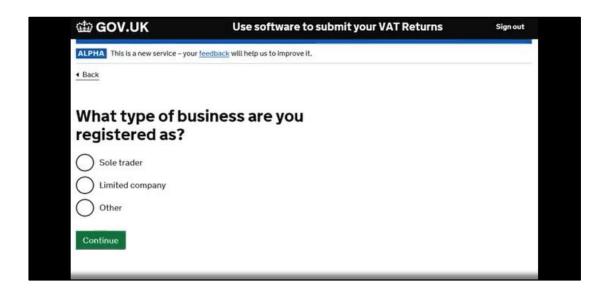














Signing up for MTD



Date of Birth

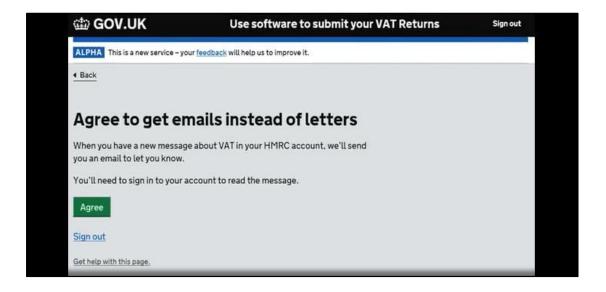
National Insurance Number



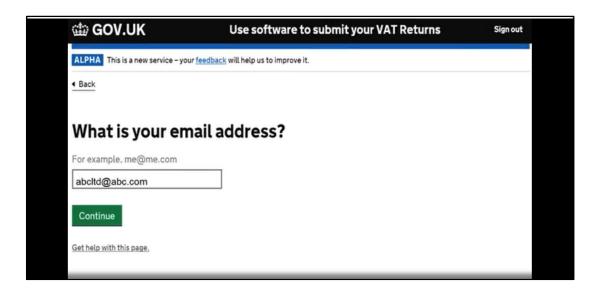
Company Registration Number

Corporation Tax Reference

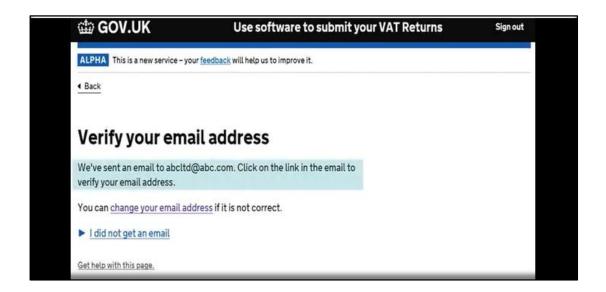




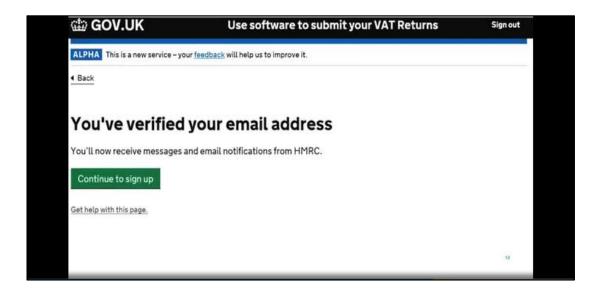




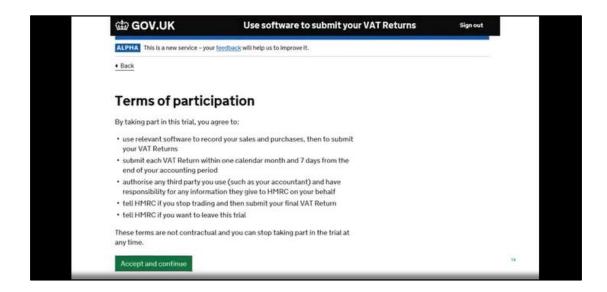








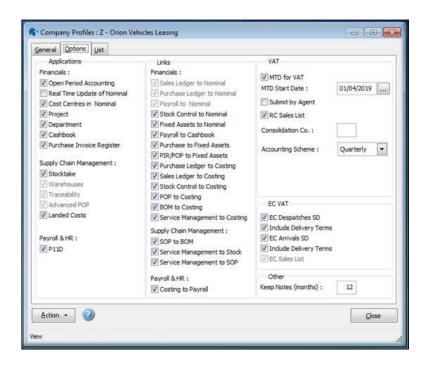






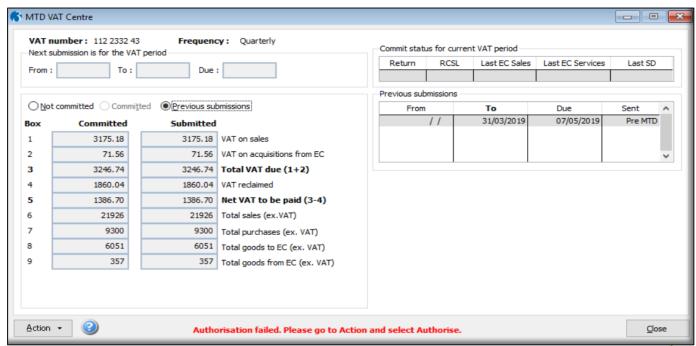
- Signing up for MTD
 - Opera 3 v2.60
 - Available early February 2019

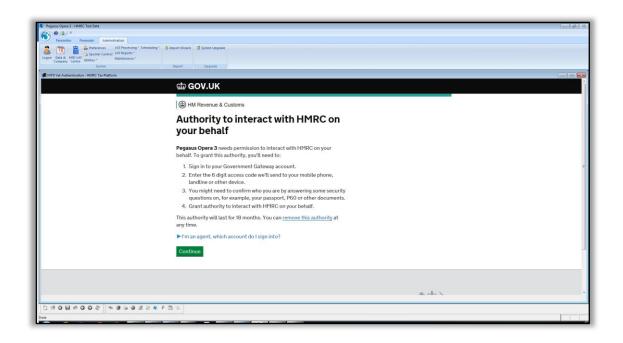




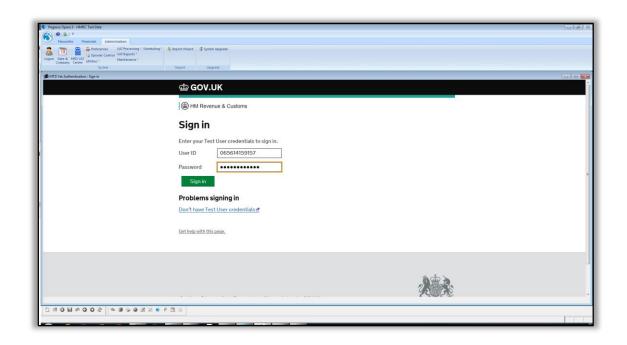


MTD VAT Centre

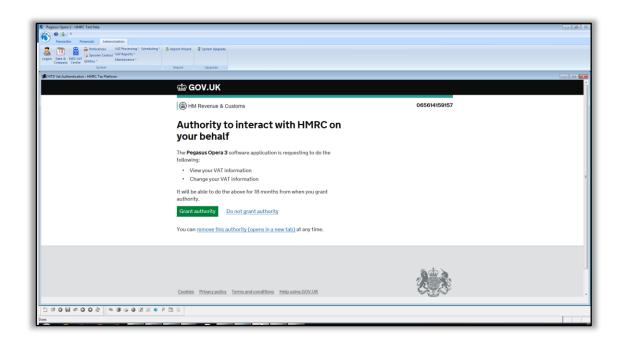


















Opera 3 – MTD Compliant





Opera II – Implications



- Opera II does not produce online VAT returns
- Pegasus will NOT add this functionality into Opera II
- Upgrading to Opera 3
 - Upgrade to Opera 3 before April 2019

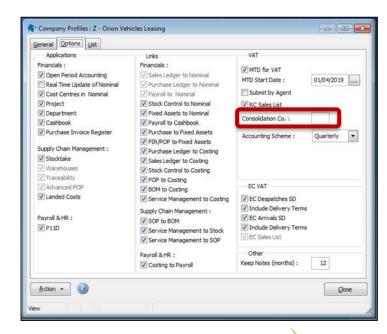


Capital Gold – MTD Compliant

- CAPITAL GOLD
- Export VAT data from Capital Gold
- Submit the VAT data to the HMRC VAT API
- Release to customers in February

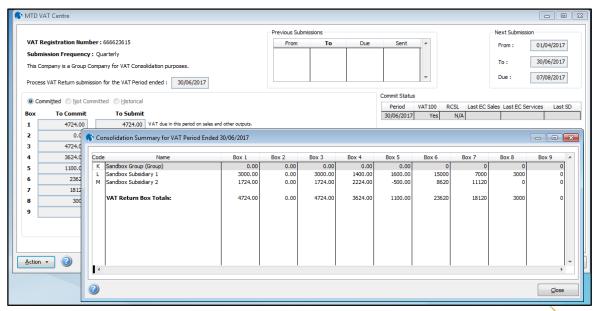


- Question Time
 - Group VAT Accounting

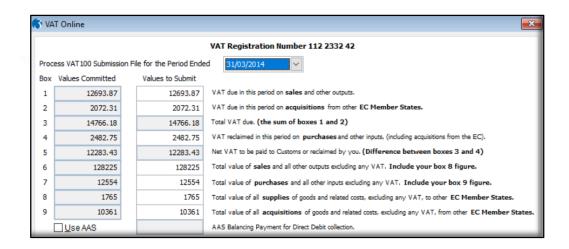




- Question Time
 - Group VAT Accounting

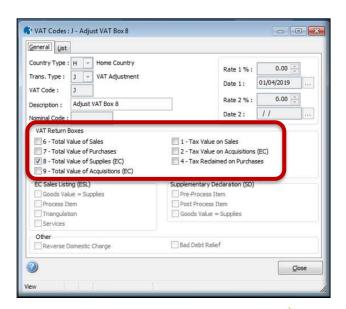


- Question Time
 - At the moment I manually amend the VAT Return figures before submitting to HMRC, can I do this within MTD?





- Question Time
 - How do I amend those figures?
 - Some examples
 - EC Acquisitions
 - Sales VAT Adjustment





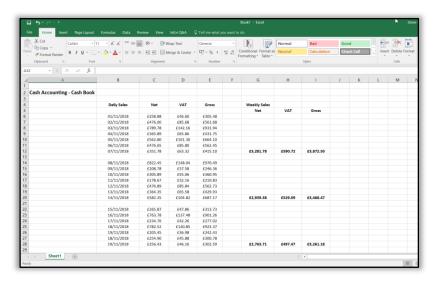
Question Time

Can I use spreadsheets to help me calculate my VAT

figures?

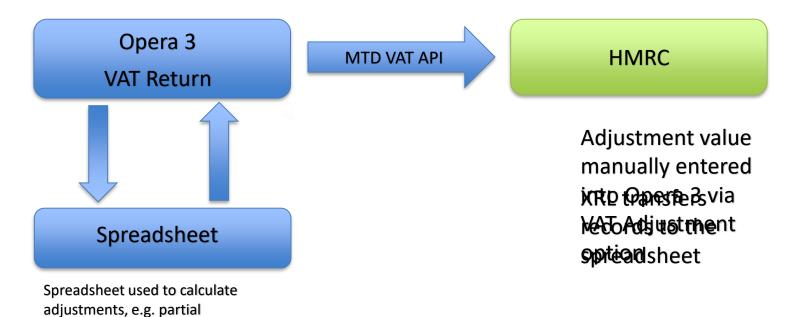
VAT can be complex

- Examples
 - Partial Exemptions
 - Flat Rate Scheme
 - Cash Accounting
 - Retail Scheme
 - Etc.





Question Time - Spreadsheets





exemption

- Question Time
 - Are there any other types of digital links?
 - XML & CSV files
 - Opera 3 Advanced MTD
 - Import the VAT Return



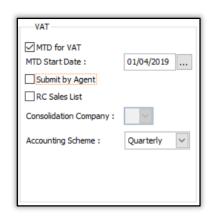
- Question Time
 - What is the "soft landing" period?
 - Digital links will not be mandated until April 2020
 - "Cut & paste" is acceptable
 - The VAT Return must be digitally linked to the MTV VAT API



- Question Time
 - Are the filing dates changing?
 - VAT Return dates remain the same
 - Payment deadlines remain the same
 - No additional information is being provided on the VAT Return



- Question Time
 - When do I turn on MTD within Opera 3?
 - After submission of the VAT Return under the existing system
 - Before the end date of this MTD VAT Quarter





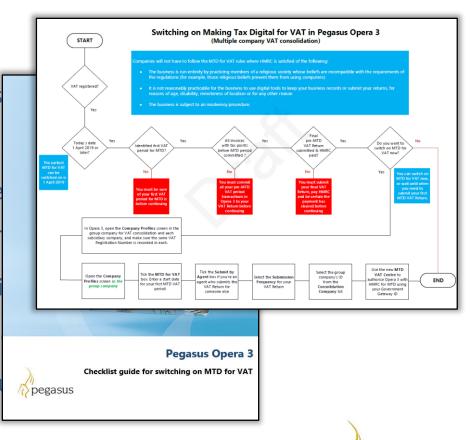
- Preparing for MTD
 - Review your process
 - VAT Return
 - Spreadshee

Talk to your Pegasus Partner

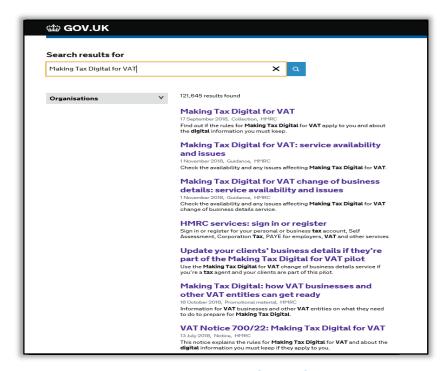
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- When is yo
- & so on



- Preparing for MTD
 - Further information
 - Contact your Partner



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Any questions?



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Payroll Changes – 2019 / 2020



Opera 3 Payroll & HR



1 in 20 employees in the UK is paid using a Pegasus payroll system

An overview of the changes for 2019 / 2020



- Version numbers
 - Opera 3 & Opera 3 SQL SE Version 2.60
 - Scheduler Version 2.20
 - .NET Framework Version 4.7.2



Income Tax Bandwidths – Rest of the UK

	2018/19	2019/20
Basic Rate – 20%	£0 - £33,500	£0 - £37,500
Higher Rate – 40%	£33,501 - £150,000	£37,501 - £150,000
Additional Rate – 45%	£150,001+	£150,001+



Income Tax Bandwidths – Scotland

	2018/19	2019/20
Starter Rate – 19%	£0 - £2,000	£0 - £2,049
Basic Rate – 20%	£2,001 - £12,150	£2,049 - £12,444
Intermediate – 21%	£12,151 - £31,580	£12,445 - £30,930
Higher Rate – 41%	£31,581 - £150,000	£30,931 - £150,000
Top Rate – 46%	£150,000+	£150,000+



Income Tax Bandwidths – Wales

	2018/19	2019/20
Basic Rate – 20%	£0 - £33,500	£0 - £37,500
Higher Rate – 40%	£33,501 - £150,000	£37,501 - £150,000
Additional Rate – 45%	£150,001+	£150,001+



Income Tax Personal Allowances

2018/19	2019/20
£11,850	£12,500



Change in Tax Codes

	2019/19	2019/20
Uplift "L" Tax Code	1185L	1250L
Emergency Tax Code	1185L	1250L



National Insurance Bandwidths – Weekly

	2018/19	2019/20
Lower Earnings Limit	£116	£118
Secondary Threshold	£162	£166
Primary Threshold	£162	£166
Upper Earnings Limit	£892	£962



National Insurance Bandwidths – Monthly

	2018/19	2019/20
Lower Earnings Limit	£503	£512
Secondary Threshold	£702	£719
Primary Threshold	£702	£719
Upper Earnings Limit	£3,863	£4,167



National Insurance Contributions – Employee (Primary)

Earnings per week	NIC Rate %
Below £118 (LEL)	0
£118 to £166 (PT)	0
£166 to £962 (UEL)	12
Above £962	2



National Insurance Contributions – Employer (Secondary)

Earnings per week	NIC Rate %	
Below £166 (ST)	0	
Above £166	13.8	



Statutory Payment Rates (SSP/SMP/SAP/ShPP/SPP)

	Weekly Rate 2018/19	Weekly Rate 2019/20
Statutory Sick Pay	£92.05	£94.25
Statutory Maternity Pay	£145.18	£148.68
Statutory Adoption Pay	£145.18	£148.68
Shared Parental Pay	£145.18	£148.68
Statutory Paternity Pay	£145.18	£148.68



Student Loans

	2018/19	2019/20	Rate
Plan 1	£18,330	£18,935	9%
Plan 2	£25,000	£25,725	9%

Postgraduate Loans

	2018/19	2019/20	Rate
Plan 1		£21,000	6%



Pensions Auto Enrolment

	Employer	Employee
1 st October 2012	1%	1%
6 th April 2018	2%	3%
6 th April 2019	3%	5%



Pensions Auto Enrolment

	2018/19	2019/20
Auto Enrolment Threshold	£10,000	£10,000
Qualifying Earnings – Lower Threshold	£6,032	£6,136
Qualifying Earnings – Upper Threshold	£46,350	£50,000



National Minimum Wage

	2018/19	2019/20	Increase
NLW	£7.83	£8.21	4.9%
21–24 Rate	£7.38	£7.70	4.3%
18–20 Rate	£5.90	£6.15	4.2%
16–17 Rate	£4.20	£4.35	3.6%
Apprentice Rate	£3.70	£3.90	5.4%



Scottish Court Orders

Net Earnings (weekly)	Deduction
Not exceeding £122.28	Nil
£122.28 – £442.00	£4.00 or 19% of earnings, whichever is the greater
£442.00 – £664.50	£60.75 plus 23% of earnings above £442.00
Above £664.50	£111.92 plus 50% of earnings above £664.50



Company Car Benefits

2018/19	2019/20
D – Diesel	Either D – All other diesel cars Or F – Diesel cars meeting Euro
	Standard 6d/RDE2
E – Electric	A – All other cars
H – Hybrid	A – All other cars
A – All other cars	A – All other cars



- RTI Changes
 - FPS
- Year Uplifted to 2019/20
- Postgraduate loans
- Company cars fuel type
- Welsh tax indicator
- EPS
- Year Uplifted to 2019/20



Agenda

- Opera 3 SQL Server Edition An Update
- Pegasus Business Cloud
- Pegasus Web Xchange
 - Payroll Self Service / Timesheets
 - Mobile Sales
- Coffee Break
- Legislation
 - Making Tax Digital
 - Payroll Changes 2019 / 2020
 - Reverse Charge VAT





Policy paper

VAT: reverse charge for building and construction services

Published 7 November 2018

An brief outline of Reverse Charge VAT



- Why is HMRC introducing Reverse Charge VAT?
 - VAT fraud in the construction industry
 - Costing the exchequer £100m annually
- What is being proposed
 - VAT between a subcontractor & contractor will be treated as a "reverse charge"
 - VAT will not be paid by the contractor to the subcontractor
 - VAT will be charged between the main contractor & the customer



Customer

Pays £240 £200 work + £40 VAT Pays £240 £200 work + £40 VAT

Main Contractor

Invoice - £200 + £40 VAT
Recovers - £30 VAT
Pays HMRC - £10 VAT

Invoice - £200 + £40 VAT Recovers - £30 RC VAT Pay HMRC - £40 VAT

Subcontractor

Invoice - £150 + £30 VAT
Recovers - 0 VAT
Pay HMRC - £30 VAT

Invoice - £150 + RC VAT
Recovers - £0 VAT
Pay HMRC - £0 VAT

Self employed worker – non VAT registered

Invoice - £100 + £0 VAT Pay HMRC - £0 VAT Invoice - £100 + £0 VAT Pay HMRC - £0 VAT



Implications

- Comes into force on the 1st October 2019
- Is a particular sales invoice subject to Reverse Charge VAT
- Cashflow
- Software upgrades
 - New Reverse Charge VAT codes
 - Amended sales invoice layouts
- Pegasus CIS will be Reverse Charge VAT compliant





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Pegasus.co.uk – Media Centre

