



Fall Virtual User Meeting

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September 21, 2021



WHAT YOU'LL LEARN

- New Ace features
- Our 2021 releases include:
 - Pick List
 - Auto-delete quotes
 - Mobile2 Skip Signature
 - Transaction Report with Rewards IDs
 - Charge Customer Email Utility
 - Returns Charge Only
 - Collect on Delivery option
 - Send purchase orders to any email address
 - Show location-specific QR codes on receipts

WHAT YOU'LL LEARN

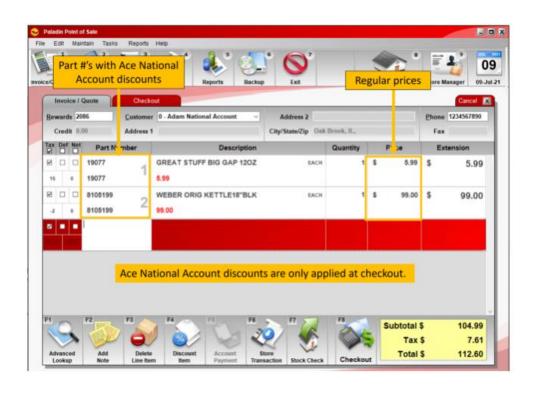
- Advanced Lookup for customer ACH data
- New GL categories for Rich Rewards coupons
- Adding incremental part numbers when adding inventory
- Simplified tax holiday sales and accounting
- Insufficient stock on hand alert
- Benjamin Moore programs reports
- New bin and item tags
- Advanced Lookup Description 3
- Export sales into Excel
- Accounting integration updates
- Capital One Trade Credit rebranding



2021 New Ace Features



Ace National Account Pricing Discounts



- Ace Hardware offers Ace
 National Account pricing for
 many business customers
 online at acehardware.com.
- You can offer these discounts in your store with the Ace National Account search in Advanced Lookup.



In-store Customer Discounts on acehardware.com



- Your customers can receive the same discounts that you offer them in-store (via pricing plans assigned to their Paladin customer account) when they shop at acehardware.com.
- Tip: See <u>How to apply a pricing</u>
 plan to a customer account to apply the discounts.



Ace Rewards Terms & Conditions



 When a customer signs up for Ace Rewards, they are now required to accept Ace Rewards Terms and Conditions and must provide an acceptance signature to complete the signup process.



Ace Protection Plans purchased on acehardware.com



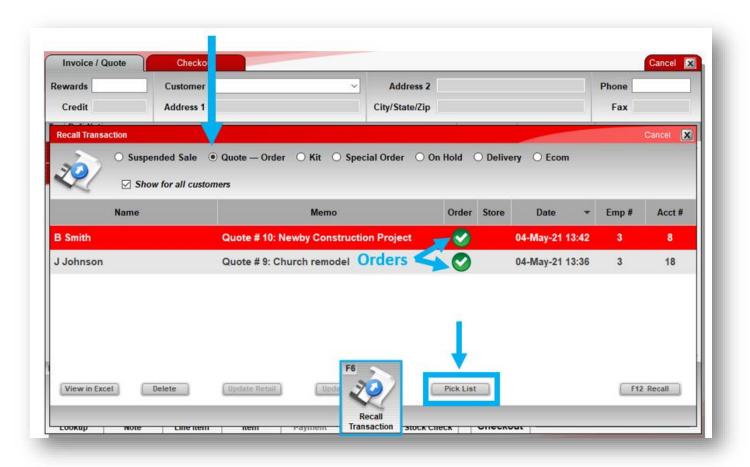
- Paladin now automatically adds part numbers to your inventory for Ace Hardware protection plans for items purchased on acehardware.com.
- These part numbers are required to store invoices for buy online/pick up in store purchases that include a protection plan.



2021 New Features



Pick List Report



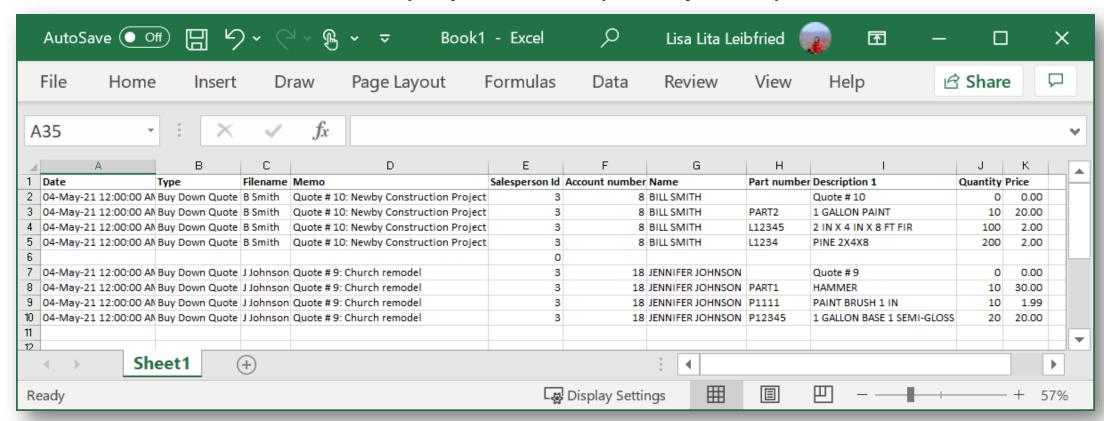
A Pick List Excel spreadsheet makes it easy for your fulfillment department to complete orders.

- Open the Invoice/Quote module.
- 2. Select a customer (optional).
- Click Recall Transaction and select Quote – Order.
- To show all orders, select Show for all customers.
- 5. Click **Pick List** to create the spreadsheet.



Pick List

Pick List spreadsheet sorts unfulfilled items by order and includes order details such as customer, project, item quantity and price.





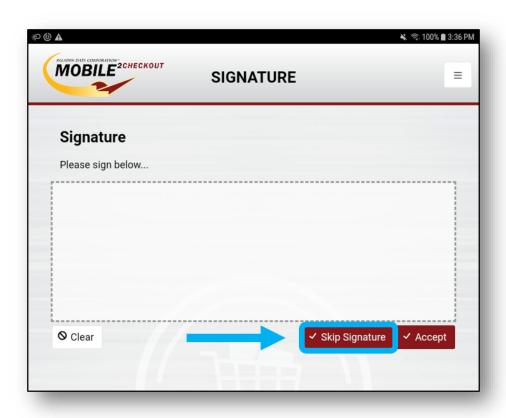
Declutter your quotes by removing older ones



- Remove quotes automatically after a time period (days) that you specify.
 - By default, quotes are never deleted.
 - Important: Deleted quotes cannot be restored.
- In Paladin, go to File > Setup > Invoice
 (Store) tab and look for this setting:
 - Delete stored quotes after
 <specify a number> days
 - If set to zero (0), quotes are never deleted.



Skip signatures on Mobile2Checkout app

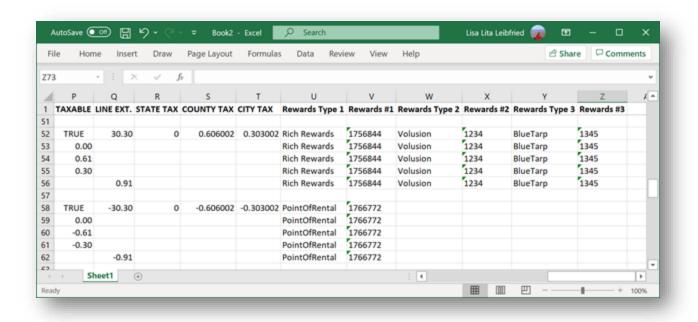


Process a transaction without a signature in the Mobile2Checkout app.

- Tap Skip Signature to complete the transaction without a signature.
- **Skip Signature** button will only appear if the transaction meets the criteria set in Paladin.
- Go to File > Setup > Credit Card tab > Signatures pane and set up signature requirements.
- Requires Mobile2Checkout version 1.1.5 or later
- Contact Paladin Support to upgrade your app.



Transaction Report includes Rewards IDs



- The Excel version of the Transaction Report has added columns for customer alternate IDs, such as rewards numbers.
- Up to three alternate IDs are shown for each transaction.

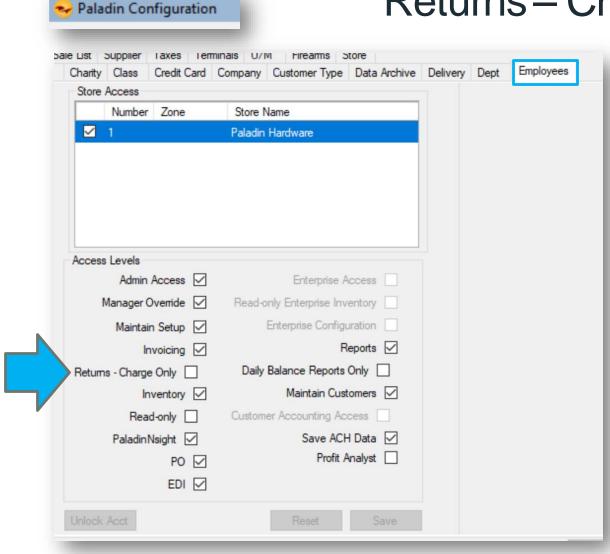


Charge Customer Email Utility



- Send an email to all your customers with store credit (non-zero credit limit).
- Enter email text using this utility:
 - Go to Maintain menu > Utilities
 > Customer Utilities > Email
 Charge Customer
 - Email subject and salutation are automatically added.





- Returns Charge Only
 - level has been added.
 Allows an employee to refund a return as a store credit using the **Charge** payment type

Returns – Charge Only employee access

Return requirements:

ONLY.

- To receive credit, the customer must have a non-zero credit limit with the store.
- The original transaction can be any payment type (cash, check, etc.)
- Select on File > Setup > Employees tab.
- Employee must have Invoicing access.



Collect on Delivery

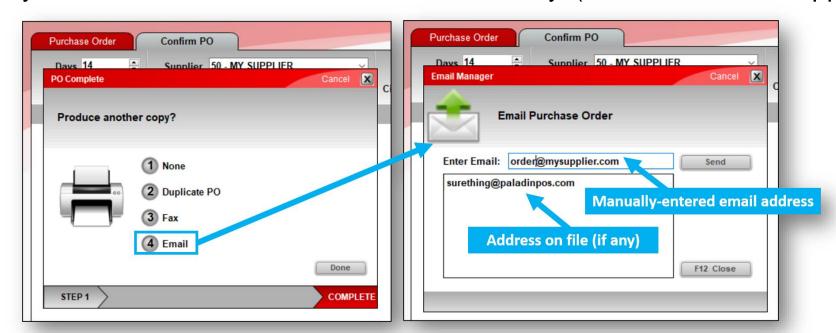


- Collect on delivery (COD) feature allows your customers to pay for purchases when they are delivered.
- The feature is available in these scenarios:
 - When a customer has no store credit.
 - When a customer exceeds their store credit.



Email Purchase Orders to Any Address

- Email a purchase order to the supplier address on file or any other email addresses. Select or enter an email address and click Send.
- If there is no address on file, it will save the first manually-entered address. Otherwise, additional
 email addresses are not saved.
- Optional: Specify a return email address for emailed POs only. (Contact Paladin Support to set up.)





Multi-store: Individual QR Codes for Each Store

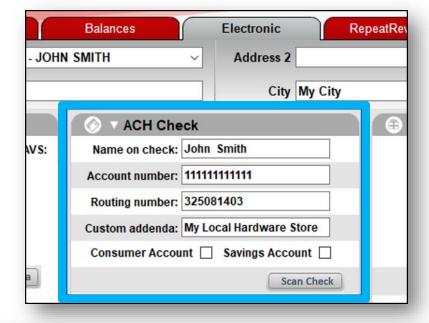


- In multi-store version of Paladin, invoice QR codes are now specific to each store.
- To add a QR code:
 - Go to File > Setup > Forms tab
 - In the Invoice QR Code pane, upload the store's QR code and click Save.

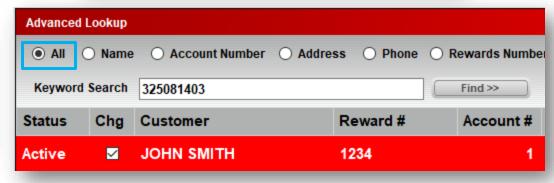


Advanced Lookup Searches Customer ACH Data





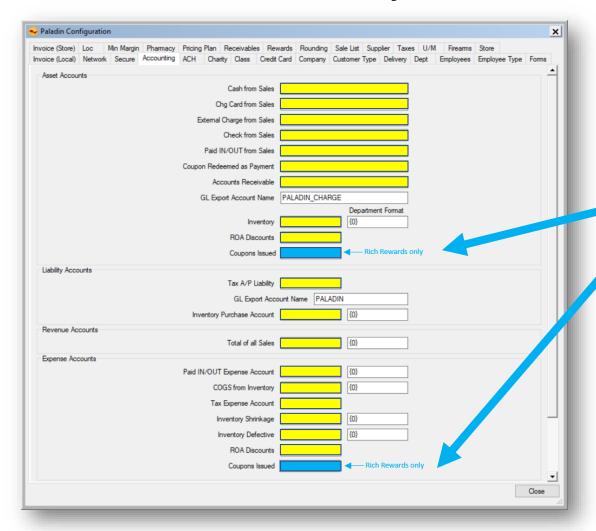




 In the Customers module, Advanced Lookup will search customer ACH Check fields when you do an All category search.



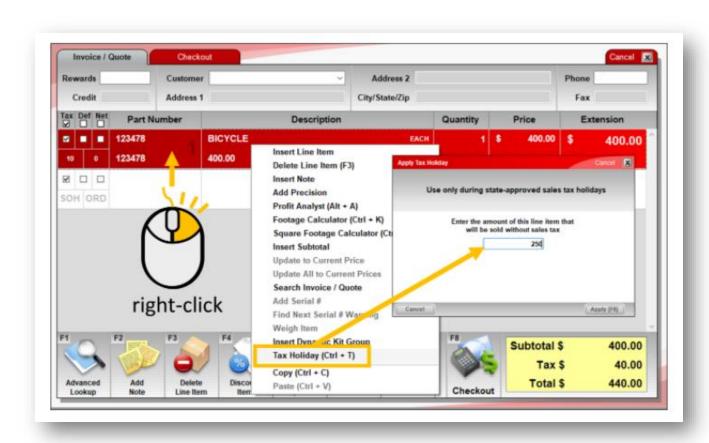
GL Summary: New Categories for Rich Rewards



- New accounting categories for Rich Rewards coupons issued by the store.
 - File > Setup > Accounting tab
 - Asset Accounts: Coupons Issued
 - Expense Accounts: Coupons Issued
- Rich Rewards store-issued coupons were previously accounted for in
 - Asset Accounts: Inventory
 - Expense Accounts: COGS from Inventory



Simplified Tax Holiday Sales and Accounting



- A tax holiday is a time period during which some items are sold tax-free or partially taxfree.
- Our tax holiday feature allows stores to apply tax holiday discounts quickly and easily at checkout using the quick access (right-click) menu or by pressing Ctrl + T.



Insufficient SOH (Oversold) Alert

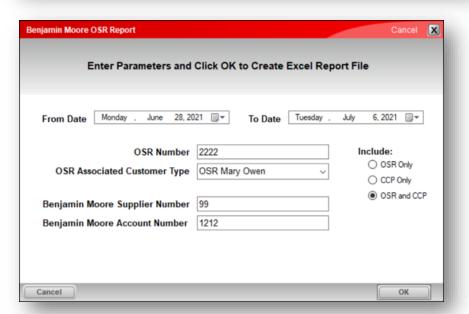


- In the Invoice/Quote module, when you enter a quantity greater than your current SOH, a message appears with options:
 - Click **OK** or press F8 to adjust the invoice quantity to current SOH.
 - Click Cancel to accept the entered quantity.
- Message does not appear for noninventory (dump SKU) items.
- Optional: Only check items in a specified location range.

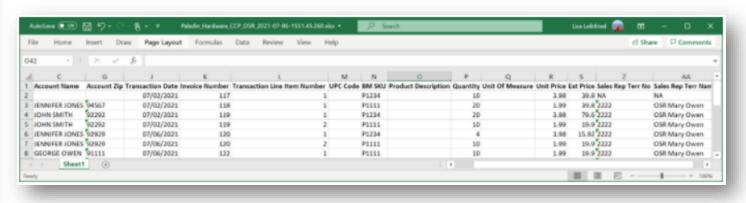


Benjamin Moore Program Reports



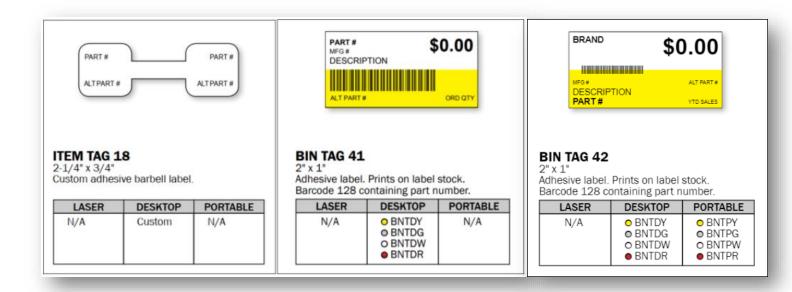


- If you participate in Benjamin Moore OSR (Outside Sale Rep) or CCP (Contractor & Commercial Pricing) programs, Paladin can create the reports required by Benjamin Moore.
- Access from Maintain menu.





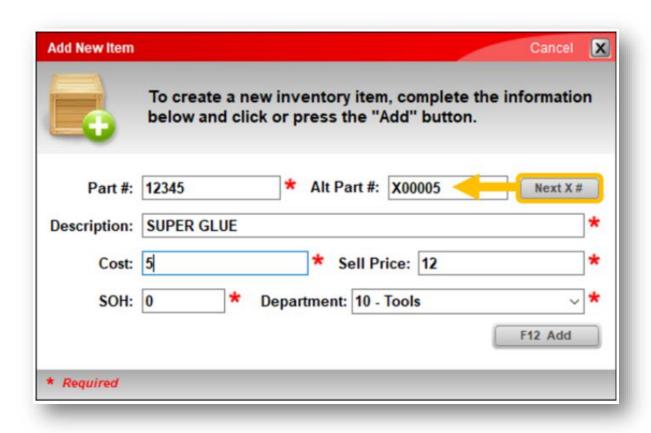
New Item and Bin Tags



- New Bin Tags #41 and #42
- New Item Tag #18 (barbell shaped tag to wrap around jewelry and other items)
- See these and more in the Paladin <u>LTSR Catalog</u>



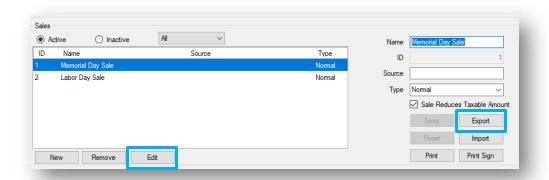
Incremental Part Numbers for Added Inventory

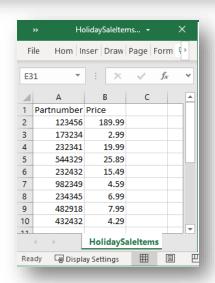


- Maintain a series of unique sequential alternate part numbers (X00001, X00002, and so on) when you add inventory items manually.
- Available with the Add
 Item [F2] feature or when you use the inventory import feature in the Data Viewer.



Export Your Sales into Excel

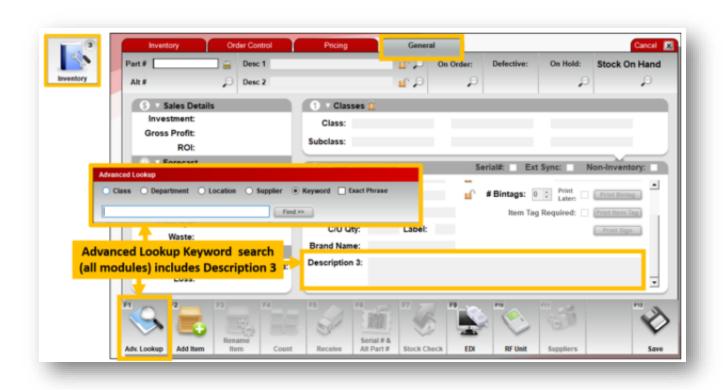




- A new Export Sale List feature lets you export sale item part numbers and prices into a tab-delimited text file that can be opened in Excel.
- From there, you can edit items and prices and re-import to update the sale or add to a new sale.
- Access from File > Setup > Sale
 List tab. Click Edit and then click
 Export.



Description 3 Now in Advanced Lookup Keyword Search



- The Advanced Lookup [F1]
 feature will now search Description
 3 when you perform
 a Keyword (default) search.
- The Description 3 field is found in the **Inventory** module on the **General** tab for each inventory item. This product description has a large character limit and is typically used to provide a long description of an item for webstore integrations, such as <u>Volusion</u>.



Accounting Integrations Updates



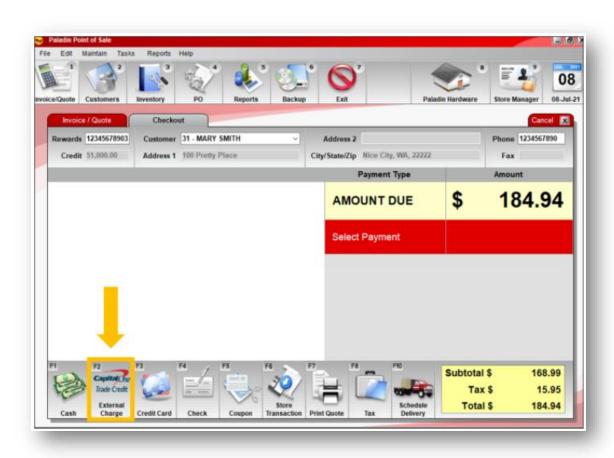




- You can reverse received purchase orders after vendor bills have been created in your accounting software.
 - Requires manager approval.
 - Must remove the vendor bill from your accounting software separately.
- QuickBooks only: If you enter a Supplier Invoice Number when you receive a PO, it will be used as the reference number for the vendor bill in QuickBooks. Otherwise, the Paladin PO number is used.



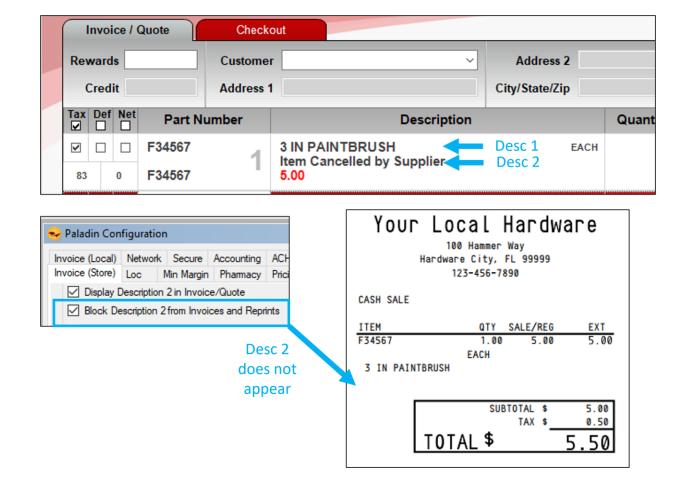
Capital One Trade Credit Rebranding



- A few years ago, Paladin partnered with BlueTarp, now Capital One Trade Credit, to integrate with its third-party financial service designed to protect businesses from credit risk.
- We've updated our interface to reflect the new Capital One Trade Credit brand. Otherwise, nothing about the integration has changed.



Exclude Description 2 from customer receipts



- A new setting Block Description 2
 from Invoice and Reprints will
 prevent this secondary description from
 appearing on the customer's receipt.
- The Display Description 2 in Invoice/Quote setting must be selected for this new setting to apply, and description 2 will continue to appear to the cashier on invoices in the Invoice/Quote module.
- To access these settings, on the File menu, click Setup, and then click Invoice (Store) tab.



Learn more

Paladin 2021-A Release Guide
Paladin 2021-B Release Guide
Paladin 2021-C Release Guide
Paladin 2021-D Release Guide

portal.paladinpos.com/release-notes/new-features/paladin-2021-a-release-guide/ portal.paladinpos.com/release-notes/new-features/release-2021-b/ portal.paladinpos.com/knowledge-base/paladin-2021-c-release-guide/ portal.paladinpos.com/knowledge-base/paladin-2021-d-release-guide/



Next webinar:

National Cybersecurity Awareness Month: How Paladin can Protect Your Business

October 5 @ 9am PT

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