

What's New in Paladin: The 2021-A Release

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May 11, 2021



WHAT YOU'LL LEARN

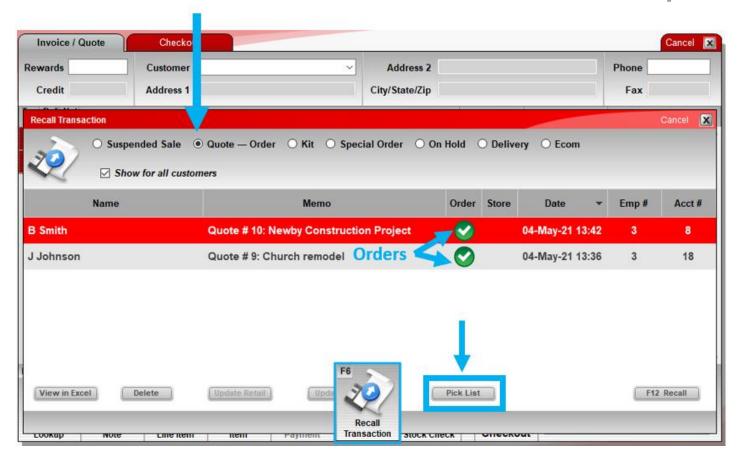
- 2021-A new features
 - Pick List
 - Auto-delete quotes
 - Skip signatures in Mobile2Checkout
 - Transaction Report adds Rewards IDs
 - Charge Customer Utility
 - Warehouse availability for Orgill and Do It Best
 - True Value RSC quantities update nightly
 - Ace Rewards: Terms and Conditions at sign up
 - Acehardware.com protection plan support
- Features coming soon



2021-A new features



Pick List Report

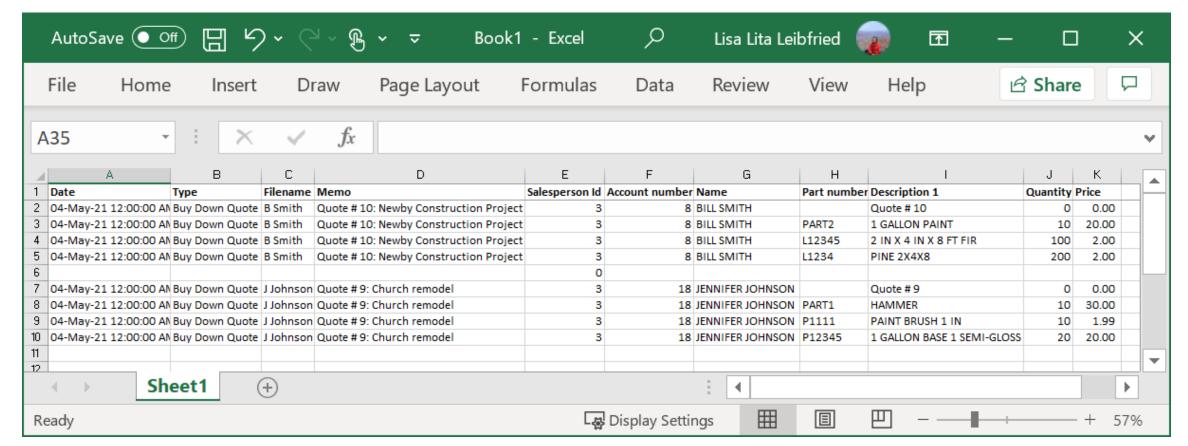


- Provides a list of outstanding order items in Excel.
 - 1. Open the **Invoice/Quote** module.
 - 2. Select a customer (optional).
 - Click Recall Transaction and select Quote – Order.
 - 4. To show all orders, select **Show for all customers.**
 - Click Pick List to create the spreadsheet.



Pick List

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





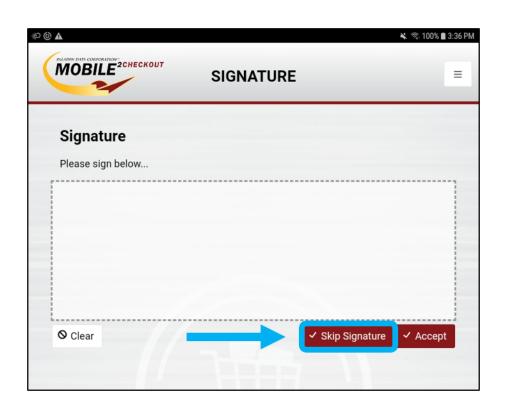
Declutter your quotes by removing older ones



- 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
 <select a number> days
 - If set to zero (0), quotes are never deleted.



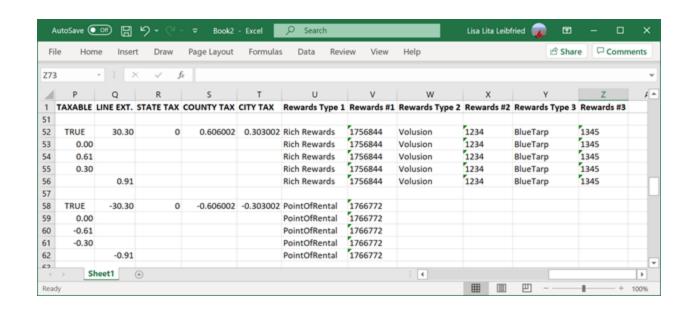
Skip signature on Mobile2Checkout app



- Process a transaction with 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.



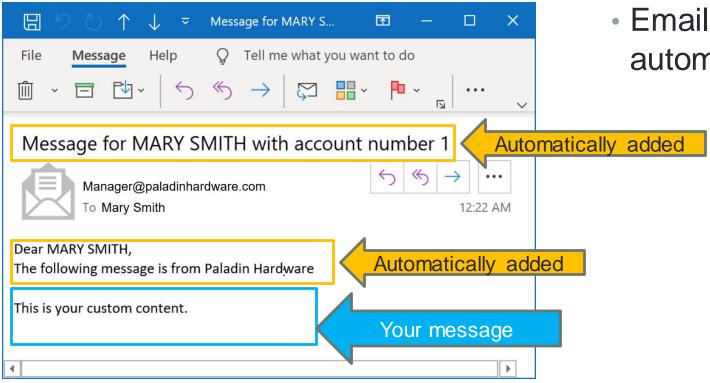
Charge Customer Email Utility



- 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

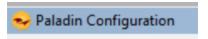


Charge Customer Email Utility

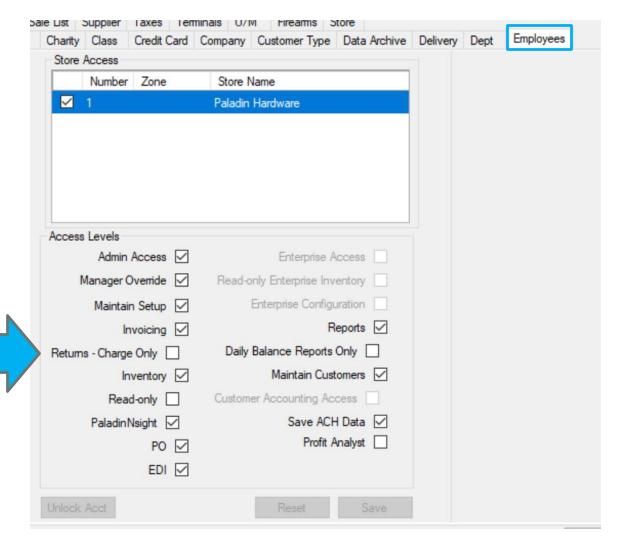


 Email subject and salutation are automatically added.





Returns – Charge Only



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



Warehouse stock on hand updates

| Supplier | Refresh rate | Data provided | |
|------------------|---|------------------------|--|
| Ace | Real-time | SOH | |
| True Value | Updated nightly | SOH, On order quantity | |
| Do It Best Added | Note: Only changes in warehouse SOH are reported. Therefore, SOH for a new inventory item in Paladin will not appear until the SOH changes at the warehouse | SOH | |
| Orgill Added | Updated hourly | SOH | |

- Warehouse SOH access has been added for Orgill and Do It Best suppliers.
 - Already available for Ace and True Value.
- True Value SOH is now updated nightly (previously was updated during EDI processing).
- Warehouse SOH is available in the PO, Inventory and Invoice/Quote modules.



Warehouse SOH set up: Orgill



- After the feature is installed and you recall a PO, a notification automatically appears.
- Select a warehouse location (not optional) and click
 Enable (not optional).



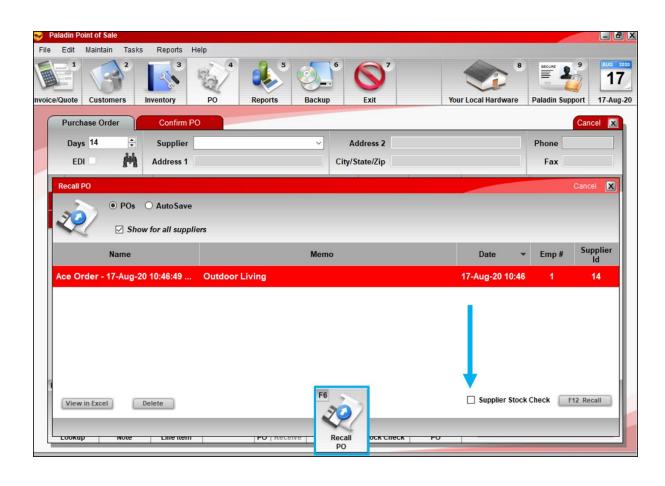
Warehouse SOH set up: Do It Best

- When you recall a PO, a notification automatically appears.
 - Click Learn More for feature details (optional).
 - Click Enable to turn it on (not optional).





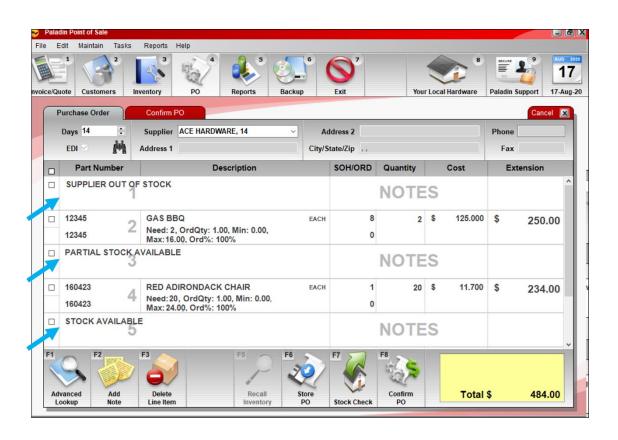
Warehouse availability in PO module



- Sort your purchase order by warehouse availability before you buy.
- Before you recall a PO for a supported supplier, select Supplier Stock Check.



Warehouse availability in PO module



- When the purchase order opens, it is sorted by:
 - SUPPLIER OUT OF STOCK: Shows PO items that are not in stock at the warehouse.
 - PARTIAL STOCK AVAILABLE: Shows PO items that are in stock at the warehouse, but not enough to cover your current order quantity.
 - STOCK AVAILABLE: Shows PO items that are in stock at the warehouse for your order quantity.
- Remove out of stock items and adjust quantities as needed.



Warehouse SOH for an inventory item



- View the latest warehouse SOH for any item by clicking Stock Check or Transfer (multi-store).
- Available in the PO, Inventory and Invoice/Quote modules.





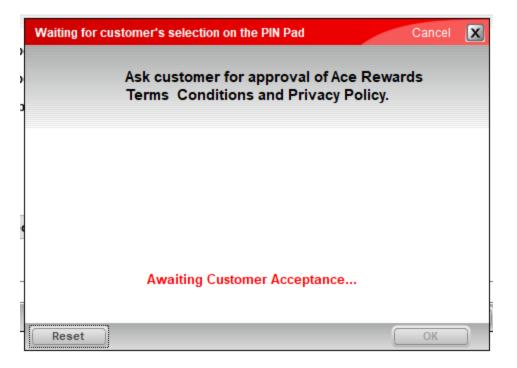
Must accept Ace Rewards Terms and Conditions to complete sign up

- Ace now requires that new Ace Rewards members agree to the Ace Rewards Terms and Conditions at sign up.
- In the Ace Rewards New Member Sign Up window, when the cashier clicks OK, the customer is prompted to accept Terms and Conditions and sign on the payment terminal.
- If the customer declines, they cannot sign up for Ace Rewards.
- A signature capture device is required. If one does not exist, this step is skipped.
- Ace Rewards Terms and Conditions are not displayed/accessible on the signature device.

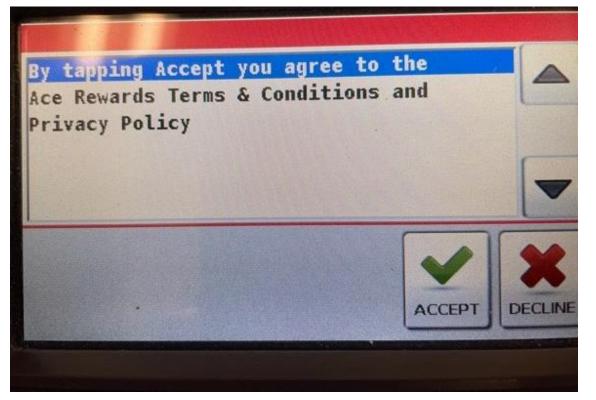


After cashier clicks **OK** in the **Ace Rewards New Member Sign Up** window

Cashier sees



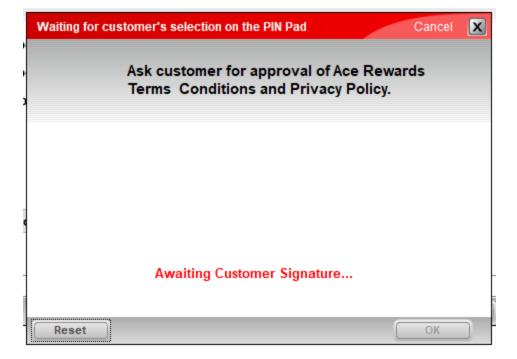
Customer sees



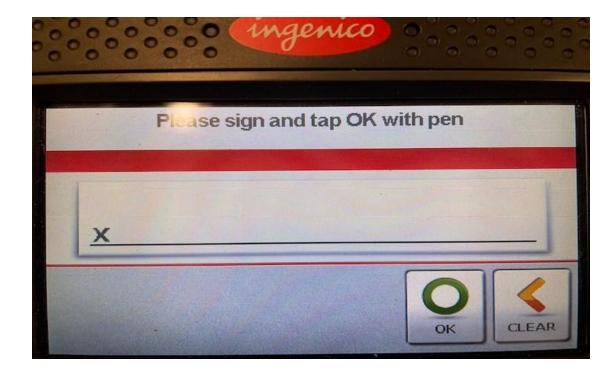


After the customer taps **ACCEPT**

Cashier sees

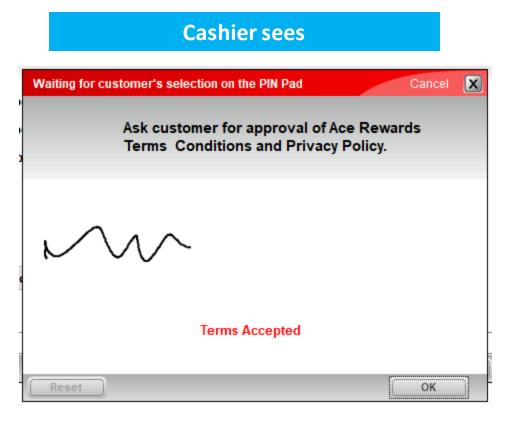


Customer sees





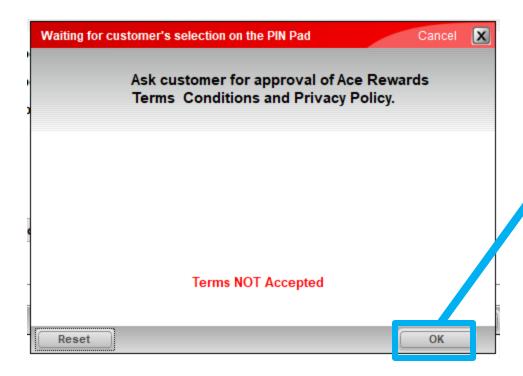
After the customer signs and taps **OK**

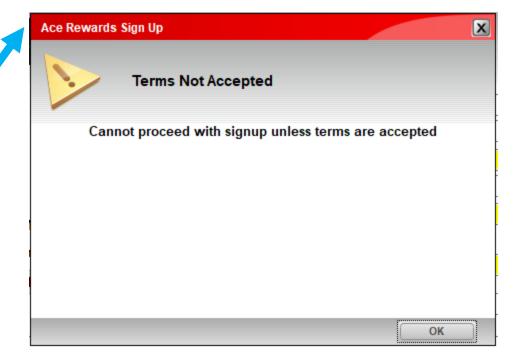




After the customer taps **DECLINE**

Cashier sees







Acehardware.com protection plan support

| Ace# | Short Desc | Long Desc | Price Band | Retall | Cost | Retailer Profit |
|---------|-------------------------|---|--------------------|----------|----------|--------------------|
| 9020434 | 2yr PP \$0-\$24.99 | 2-Year Product Protection Plan \$0-\$24.99 | \$0 - \$24.99 | \$2.99 | \$1.81 | \$1.18 |
| 9020435 | 2yr PP \$25-\$49.99 | 2-Year Product Protection Plan \$25-\$49.99 | \$25 - \$49.99 | \$6.99 | \$3.65 | \$3.34 |
| 9020437 | 2yr PP \$50-\$99.99 | 2-Year Product Protection Plan \$50-\$99.99 | \$50 - \$99.99 | \$11.99 | \$6.89 | \$5.10 |
| 9020440 | 2yr PP \$100-\$149.99 | 2-Year Product Protection Plan \$100-\$149.99 | \$100 - \$149.99 | \$17.99 | \$10.75 | \$7.24 |
| 9020441 | 2yr PP \$150-\$199.99 | 2-Year Product Protection Plan \$150-\$199.99 | \$150 - \$199.99 | \$24.99 | \$13.50 | \$11.49 |
| 9020442 | 2yr PP \$200-\$299.99 | 2-Year Product Protection Plan \$200-\$299.99 | \$200 - \$299.99 | \$44.99 | \$24.10 | \$20.89 |
| 9020443 | 3yr PP \$300-\$499.99 | 3-Year Product Protection Plan \$300-\$499.99 | \$300 - \$499.99 | \$69.99 | \$36.39 | \$33.60 |
| 9020446 | 3yr PP \$500-\$999.99 | 3-Year Product Protection Plan \$500-\$999.99 | \$500 - \$999.99 | \$129.99 | \$63.11 | \$66.88 |
| 9020448 | 3yr PP \$1000-\$2999.99 | 3-Year Product Protection Plan \$1000-\$2999.99 | \$1000 - \$2999.99 | \$189.99 | \$101.10 | \$88.89 |
| 9020449 | Syr PP Water Heater | 5-Year Product Protection Plan water heater | Water Heaters | \$79.99 | \$38.72 | \$41.27 |

- Ace is developing a new warranty program that allows customers to purchase a protection plan for some items when they buy the item on acehardware.com
- To support "buy online/pick up in store" purchases, you may notice new Ace part #'s in your inventory.
- For more information, contact Ace Hardware.



Features coming soon



Collect on Delivery



• Collect on delivery (COD) feature allows your customers to pay for purchases when they are delivered.

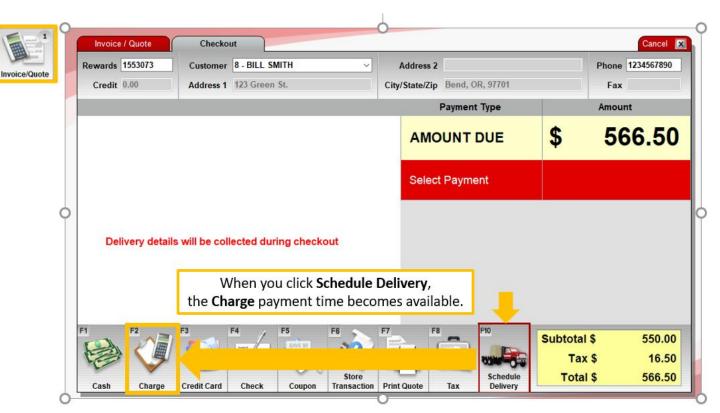
- The feature is available in these scenarios:
 - When a customer has no store credit.
 - When a customer exceeds their store credit.



COD: When a customer has no store credit

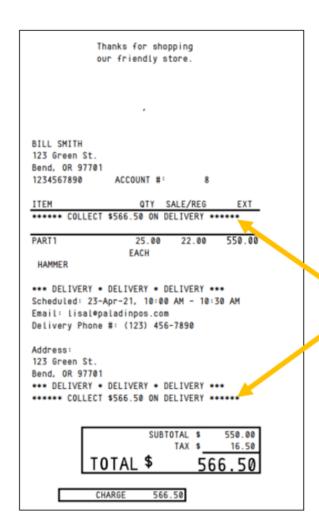
When the COD feature is turned on and you select **Schedule Delivery** for a customer who does not have a store line of credit (credit limit of zero), the **Charge** payment type becomes available.







COD: When a customer has no store credit



Amount to collect on delivery (COD) appears on the receipt

The cashier completes the sale, and the receipt shows the amount to collect on delivery.



COD: When a customer has no store credit

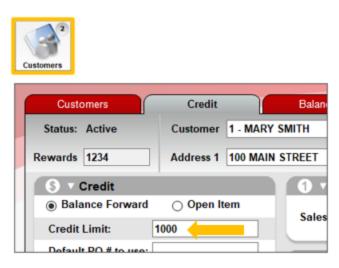


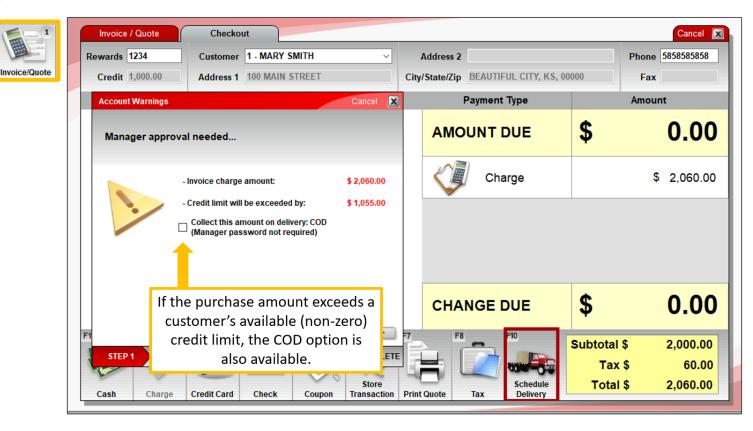
- Payment is collected when the delivery is made.
- Once back at the store, the payment is applied as an Account Payment in the Invoice/Quote or Customers module.
- These payments are recorded as Charge payments in the customer's Sales History.



COD: When a customer exceeds their store credit

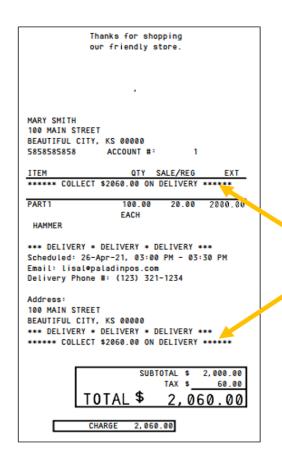
The COD option will also appear for customers who have a store line of credit when the **Charge** amount exceeds their available credit.







COD: When a customer exceeds their store credit

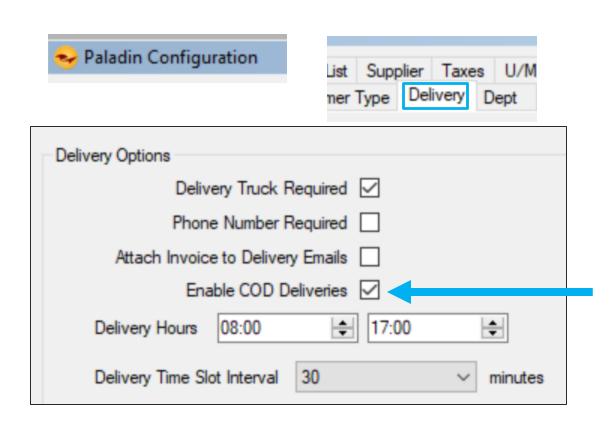


Full invoice amount will be collected on delivery (COD)

If you select the COD option, the entire invoice amount will be due at delivery.



Turn on Collect on Delivery (COD) feature



- Must be set up for deliveries (requires Paladin Support)
- To turn on COD feature (does not require Paladin Support):
 - Go to File menu > Setup > Delivery tab.
 - Select Enable COD Deliveries.
 - 3. Click Save.



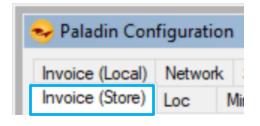
Insufficient SOH (oversold) warning

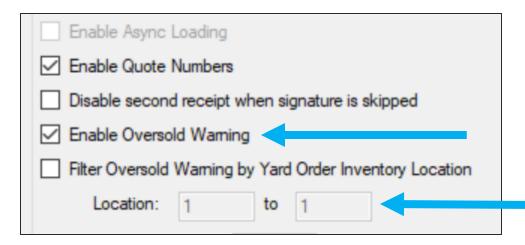


- In the Invoice/Quote module, when you enter a quantity greater than your current SOH, a message appears with options:
 - Click **OK** or press F8 to adjust the invoice quantity to current SOH.
 - Click Cancel to accept the entered quantity.
- Message does not appear for noninventory (dump SKU) items.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



Turn on Insufficient SOH (oversold) message



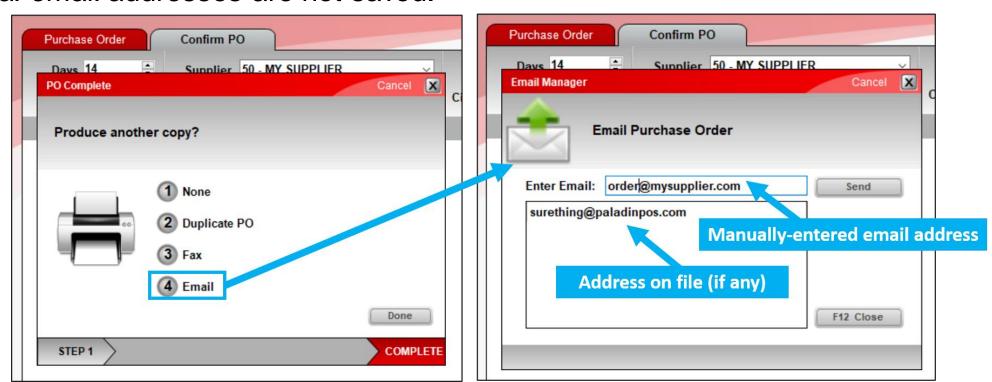


- To turn on oversold warning:
 - Go to File menu > Setup > Invoice (Store) tab.
 - Select Enable Oversold Warning.
 - Optional: Select Filter Oversold
 Warning by Yard Order Inventory
 Location and enter a Location range.
 - 4. Click Save.



Email purchase order to any address

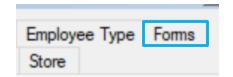
- You can email a purchase order to the supplier address on file (if any) and/or any other email addresses. Select or enter an email address and click **Send.**
- If there is no address on file, it will save the first manually-entered address. Otherwise, additional email addresses are not saved.



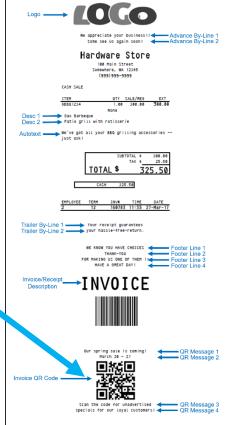


Multi-store: Individual QR codes for each store







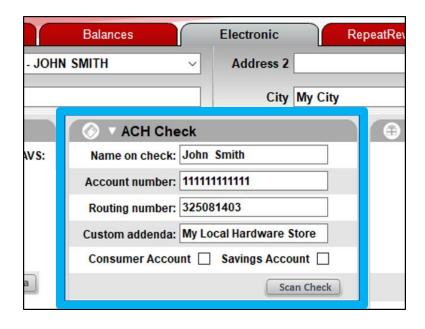


- In multi-store version of Paladin, invoice QR codes are now specific to each store.
- To add a QR code:
 - 1. Go to File > Setup > Forms tab
 - In the Invoice QR Code pane, upload the store's QR code and click Save.



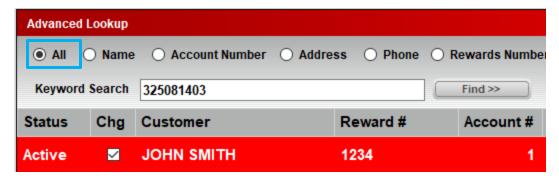
Advanced Lookup searches customer ACH data





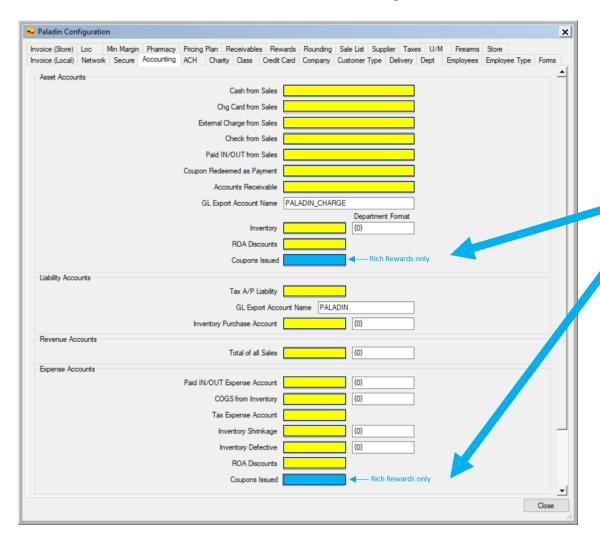
 In the Customers module, Advanced Lookup will search customer ACH Check fields when you do an All category search.







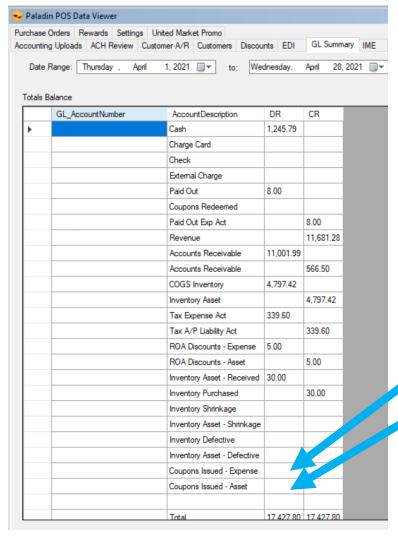
GL Summary: New categories for Rich Rewards



- 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



GL Summary: New categories for Rich Rewards



- Categories also appear in GL Summary tool
- Maintain > Data Viewer > GLSummary
 - Coupons Issued Expense
 - Coupons Issued Asset



Learn more

Paladin 2021-A Release Guide

portal.paladinpos.com/release-notes/new-features/paladin-2021-a-release-guide/



Next webinar:

Paladin's Top 10 Most Overlooked Features

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Register: portal.paladinpos.com/webinars



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