



25 October 2013

Kilimanjaro Consulting Pty Ltd  
Level 4

122 Walker Street

NSW 2060

Via email: ronnie.baskind@k-c.com.au

Dear Ronnie

## Re: Enterprise products price change

I am writing to inform you about changes to the pricing of MYOB EXO Business and MYOB EXO Employer Services

As you maybe aware, we undertake an annual review of pricing of the MYOB EXO range of products. An essential component of the review is evaluating the position of our offerings in their respective markets to ensure that pricing is appropriate.

Following the most recent review, we have decided not to change software licence prices for either EXO Business or EXO Employer Services. However, the ALF is being increased by up to 5% in line with increases in our product development and delivery costs.

The attached pricelists provide details of the new 2014 pricing structure and is effective as of 1 January 2014.

### **EXO Business**

In 2013, we have continued our investment in EXO Business across new features, enhancements and essential product maintenance. Of particular note are the following product improvements:

- Enhancements to core product features
  - The ability to bulk email invoices via enhanced mailshot functionality
  - A new WYSIWYG HTML editor for creating email templates
  - A new set of out of the box email templates
  - Enhanced activities that allow assignment to multiple staff members and manage multiple staff in the task scheduler with more ease

- The ability to report on financial quarters in GL Reports
- Support for use of GL codes on invoices
- Improvements to GL posting to simplify process and reduce confusion
- Enhancements to dashboard widget configuration and faster loading
- Office and Outlook 2010 and 2013 32-bit and 64-bit support
- Extra fields on grids now support new controls (check box, date, drop down)
- More than 220 client-requested changes
- Enhancements to the EXO CRM module including
  - The ability to copy opportunities
  - Auto-population of extra fields on opportunities based on your business rules
  - Drilling through to campaigns from activities
  - Options for setting the opportunity costing method
- Major investments in EXO Job Costing
  - Support for perpetual inventory
  - Support for Work in Progress in the general ledger
  - Enhanced progress billing
  - Roll-up of sub-jobs to master job for analysis and processing
  - The ability to invoice sub-jobs from a master job
  - Improved support for write offs
  - Support for credit notes of job invoices
  - Support for foreign currency debtors in job costing
  - The ability to see jobs using that item from the stock screen
  - Further extensibility for job costing via extra field events
  - Job costing grid filters
- New features to provide additional functionality that can also be extended by our partners
  - EXO Business Alerts
    - Including support for Sales orders, purchase orders, creditor invoices, debtor invoices, stock movement, opportunity quote, job quote, job transaction, direct material entry, direct time entry
  - EXO Email Service
    - The alert distribution engine for EXO Business Alerts with an open interface for partners to extend
  - EXO Education Centre
    - Initially populated with MYOB material that can be supplemented by partners' material
  - EXO API
    - Implementation of a contemporary open interface for 3<sup>rd</sup> party applications to interface with EXO Business
    - Initial support for Tasks / Activities, Companies, Debtors, Prospects, Contacts, Sales Orders / Sales Quotations, Inventory (read-only)
    - Fully integrated with EXO Business profile settings
    - Able to be accessed locally or remotely (via the MYOB Cloud Relay)

## **EXO Employer Services**

In the past year we have had a focused program of investment in our EXO Employer Services product line including:

- Legislative changes for 2013/14
  - PAYG, HELP and SFSS rate changes
  - Employment Termination Payment (ETP) entry changes
- Enhanced payslip distribution
- Improvements to managing leave entitlement changes
- New features to provide additional functionality that can also be extended by our partners
  - Custom Report Writer

### **When will the new pricing take effect?**

The new pricing will be effective on all invoices issued from 1<sup>st</sup> January 2014 including software sales and annual licence fees as outlined above. Please note that renewals invoiced prior to 1 January will be invoiced at the current prices.

### **What about existing proposals sitting with my prospects?**

In order to support your continued business growth, we will honour current pricing on all signed orders received by MYOB by 5:00 PM 31 December 2013.

Thank you for your support in achieving a successful 2013 in terms of meeting the needs of our clients and I look forward to continuing to work with you to further the success of an Enterprise Solutions Partner in 2014 and beyond.

Yours sincerely,



**Andrew Birch**  
General Manager, MYOB Enterprise Division