

PASTEL | EVOLUTION



Success Stories

The power to run your business

PASTEL | EVOLUTION

Every day, businesses face diverse challenges. The following companies, from a range of industries, are no different. After implementing a powerful business management tool, they now have two things in common. Success, and Pastel Evolution.

Softline Pastel is South Africa's leading developer of accounting, business management and payroll software. Not only have we come to understand the dynamic needs of South African companies, but we know how important it is to make the right choices.

At Pastel, we believe success breeds success. And over 170,000 thriving users, in more than 50 countries, can testify to that. Pastel's long sustained commitment to research & development ensures that your business stays ahead of economic and technological developments. Furthermore, Pastel has supported leading South African businesses for more than 17 years and is recommended by 9 out of 10 Accountants. Join the mainstream and take your business beyond accounting.

Pastel Evolution delivers an entirely new dimension in business management software, taking your business way beyond the traditional realms of accounting software. With business activity management functionality interwoven into the core of the accounting application, Pastel Evolution brings all aspects of your operations together, providing you with an integrated, holistic view of your business. The comprehensive range of features and functionality, complemented with a number of add-on modules, provides a scalable, flexible, and robust management tool for your growing business.

All components and modules in the Evolution range are fully integrated. They share a common interface, providing a consistent user experience. Microsoft's SQL Server Database ensures data integrity and maintains all your data in one, central database.

“While Pastel Evolution is also a respected traditional accounting software application with all the functionality business requires, it offers so much more than merely a place to store financial data.”

Ilizma Müller
Prosperity Health (Pty) Ltd

“Pastel Evolution has become a critical aspect of our daily operations. The system has enabled us to increase our efficiency within our product distribution line and, in turn, improve our service to customers. Pastel Evolution allows us to capture numbers as well as any operational activities that occur within our business onto one centralised database.”

Irene Spagnolo
Kagan & Wald Furniture cc

“We do not spend money on new products or systems unless we can see the value they add, how they can make our jobs easier and improve our staff’s ability to provide excellent service. Pastel Evolution has helped us deliver all of this.”

Pieter Botha
Absa Merchant Services

First Road Emergency



Alma van Heerden

Financial Director

Industry: Emergency Services

No. of Users: 60

Modules: Accounting, Job Costing, CRM - Resolve, Business Intelligence Centre - Standard & Advanced

“Pastel Evolution has significantly improved management of our accounting information. While offering a solid platform from which to run the business, Evolution also proved easy to implement and use. It offers **superior reporting functionality** to extract management information directly, circumventing the hassle of going into Excel for these requirements. The Business Intelligence functionality makes it far simpler to customise reports, and drill down into more detail than we were able to before. The system also assists with segmented accounting, for example, measure area profitability, which enables us to take any necessary corrective action for areas that are not performing optimally. Evolution also offers us the facility for annualised billing as well as the ability to better accommodate and report on our various categories of sales. Consolidating monthly accounting information can now be done one day after month-end. We simply get **more accurate information quicker.**”

Kagan & Wald Furniture cc



Irene Spagnolo

Office Manager

Industry: Manufacturing and Retail

No. of Users: 15

Modules: Accounting, Linked Accounts, Payroll, Multi-Warehousing

“Pastel Evolution has become a critical aspect of our daily operations. The system has enabled us to increase our efficiency within our product distribution line and, in turn, improve our service to customers. Pastel Evolution allows us to capture numbers as well as any operational activities that occur within our business onto one centralised database. This enables us to see so much more of our business in one view and understand our business from a holistic perspective as opposed to merely a linear perspective. Our internal communication processes have also become far more manageable and transparent. By implementing Pastel Evolution, we are able to effectively monitor the factory floor and all our employees to ensure customer queries are followed up and resolved promptly and effectively. We have definitely increased our productivity levels and I am confident that the solution will continue to work for us for a long time. **I believe we have made a sound long term investment.**”

Wincotrade (Pty) Ltd



Wayne Marucchi

Financial Manager

Industry: Distribution

No. of Users: 20

Modules: Accounting, Pricing Matrix, Linked Accounts, Payroll, Business Intelligence Centre - Standard

“Pastel Evolution and the new Business Intelligence Centre suit our requirements down to the ground. **Pastel’s Business Intelligence Centre has also freed up our time.** Reports can now be generated at the touch of a button to obtain valuable insights into supplier purchases and determine whether targets set by suppliers are being met. Sales reports by our various debtor groups and product categories now only take a few minutes to compile. Orders placed via our sales representatives’ handheld devices are also recorded directly into Pastel Evolution. Invoices no longer need to be processed manually; delivery efficiencies have been optimised and “out of stock items” are automatically placed on back-order. This has improved customer service while driving up our sales volumes dramatically. As Pastel Evolution runs on Microsoft SQL Server, our custom-written mobile application is easily integrated into the system. This has streamlined order processing and the daily stock take operation.”

Meridian Wine Merchants (Pty) Ltd



Melanie Glyn-Jones

Accounts Supervisor

Industry: **Distribution**

No. of Users: **20**

Modules: **Accounting, Pricing Matrix**

“Pastel Evolution has serviced our requirement for reporting and improved system stability. It’s **user-friendly** and gives us **instant access to customer information** - what they’ve bought and how they’ve paid – while interacting with them telephonically. The sales reporting functionality has enabled us to run variations on our customer and product reports. From a management perspective, Pastel Evolution also ensures we can easily generate any report we want, such as budget and previous period comparisons without the added hassle of retyping data into Excel. Through Evolution, we have effectively eliminated one-sided entries, and have experienced no downtime. We are saving hours every month. Human error has also been minimised through automating orders and deliveries, while stock and inventory processes have been streamlined. No other product delivers the same functionality and features for **20 users** while being **affordable**. For any support calls, we are also always assured that the call centre agent knows Pastel Evolution intimately.”

Absa Merchant Services

A division of Absa Card & Electronic Banking



Pieter Botha

Infrastructure Manager

Industry: **Banking**

No. of Users: **10**

Modules: **Accounting**

“We do not spend money on new products or systems unless we can see the value they add, how they can make our jobs easier and improve our staff’s ability to provide excellent service. Pastel Evolution has helped us deliver all of this. The ease with which Pastel Evolution can be customised as well as its **ease-of-use** made the decision to switch much simpler. **The integrated CRM functionality provides us with a full document management solution.** E-mails, memos and other forms of communication are stored in the system, with all information linked to a particular customer account. This builds up a history unique to every customer that can be called up for reference purposes at any time. Our previous accounting systems required manual capturing of data from the mainframe. Now the process is automated, allowing staff to get on with more important work immediately.”

Homemark (Pty) Ltd



David Aronowitz

Financial Manager

Industry: Retail and Distribution

No. of Users: 40

Modules: Accounting, Bill of Materials, Serial Number Tracking, Multi-Warehousing, Pricing Matrix, Linked Accounts, Point-of-Sale

“Pastel Evolution has allowed us to set up our sales and Bill of Materials according to key customer groups for our direct marketing business and higher volume retail operation. This has given us the facility to detail the many different components in our mail order packages, while keeping track of products being sold for improved inventory control. Having streamlined our Point-of-Sale (POS) systems on Evolution, invoices can be captured automatically into the system at each outlet, saving head office time and effort at month-end. Evolution’s report writer capabilities are vast. This system allows us to view stock and accounting information at a glance, and generate management reports to highlight, for example, margins per item. With Evolution, journals can now also be imported directly into the system, circumventing the need to capture entries line by line. With our predefined GL accounts only the figures are modified every month, which has reduced the risk of human error. **Journals now take three minutes, rather than two to three days to complete.**”

Cabinet Classics (Pty) Ltd



Lorraine Oosthuizen

Financial Manager

Industry: Manufacturing and Distribution

No. of Users: 5

Modules: Accounting

“Pastel Evolution has ensured that we simply cannot go wrong with day-to-day sales and distribution processes, such as co-ordinating and placing purchase orders with suppliers and processing retail customer sales orders. As a result, our delivery process has been significantly streamlined. Sales staff are not typically PC orientated, which is where Evolution has made a real difference. The system is easy to use and does not require much deciphering to operate. Sales people can now create Purchase Orders with ease, and much quicker than before. Evolution also offers powerful reporting features. Reports can be easily compiled and are also very easy to interpret. The result has been fast access to accurate information on sales, stock inventory, financials as well as outstanding sales orders. Evolution has also provided us with excellent tax reporting capabilities and the facility to easily submit payroll information to SARS. **If you have worked on Pastel Evolution, you wouldn’t want to work on anything else.**”

Space Television (Pty) Ltd



Sean Voigt

Director

Industry: Electronic Technology, Retail and Distribution

No. of Users: 50

Modules: Accounting, Bill of Materials, Pricing Matrix, Job Costing, Linked Accounts, Multi-Warehousing, Point-of-Sale, Annuity Billing, Serial Number Tracking, CRM - Resolve, Payroll, Multi-Currency, BIC - Standard & Advanced, eCommerce, Credit Risk Management

“Pastel Evolution has addressed our requirement for a solution that offers speed and data accuracy across our wide area network. With operators based at branches in Pretoria and Randburg, transactions at our various depots can now be processed centrally. Operators have instant access to the information, and productivity has improved significantly. Permission-based rules also assist us in controlling transaction terms and pricing. With customer profiles set up correctly, we are able to control collections and invoicing, to both good and bad debtors, without having to keep an eye on each transaction. The new **Business Intelligence Centre offers powerful reporting**, and is used effectively by our sales managers to enhance sales and assess product lines. CRM also places information on countrywide distribution and installation at our fingertips for timely dispatch and follow up. While many products offer ordering processing and multi-currency features, for instance, **what has appealed overall from Pastel is the support and free upgrades.**”

Prosperity Health (Pty) Ltd



Ilizma Müller

Financial Director

Industry: Healthcare Services

No. of Users: 10

Modules: Accounting, Business Intelligence Centre - Standard & Advanced

“The functionality of Pastel Evolution has provided us with faster access to financial data than ever before. Pastel Evolution makes everything easy: a simple click of the mouse and we can instantly call up statements and reports on screen. **The ease-of-use, combined with the power of Pastel Evolution has made the system an integral part of our daily financial business processes that we cannot do without.** We can drill down to whatever level of information we need – as long as the user has the appropriate authorisation. Following an audit trail, for example, is a point and click process. While Pastel Evolution is also a respected traditional accounting software application with all the functionality business requires, **it offers so much more than merely a place to store financial data.**”



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