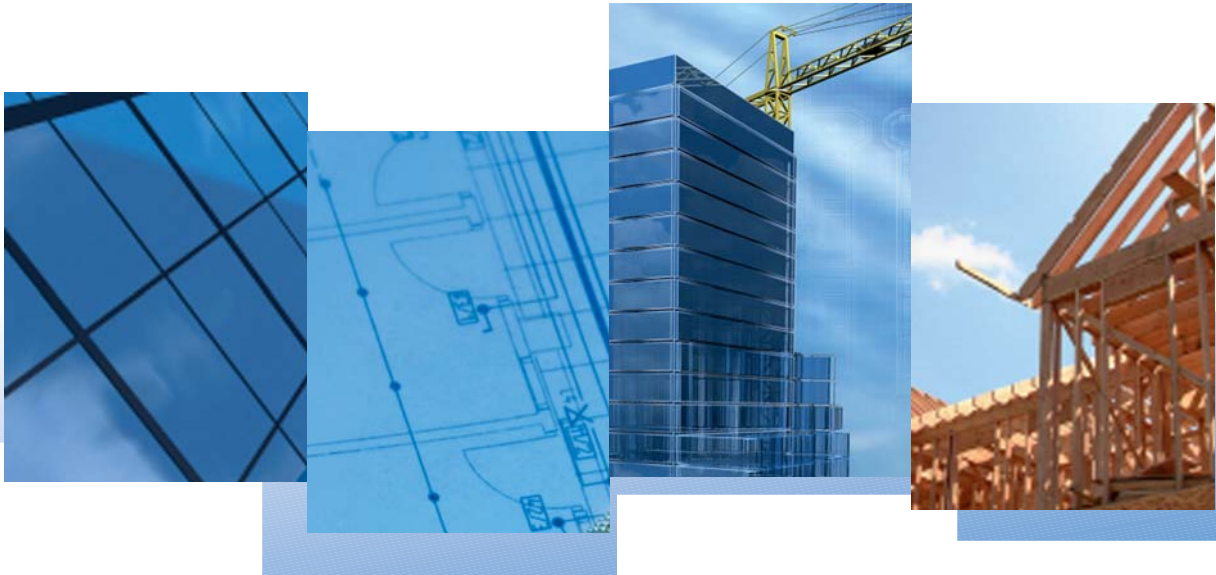




Construction Industry Solutions from Pegasus

## Taking control of your contracts and costs



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## Pegasus for business

**Pegasus has been developing market-leading business management solutions since 1982. Because we have an in-depth understanding of the market we can produce innovative software that offers real benefits to our customers' businesses.**

More than 40,000 companies rely on our software today and, as part of Infor, one of the world's leading enterprise solutions providers, Pegasus is in the enviable position of being able to concentrate on what it does best: creating and delivering the software and services its customers demand. At Pegasus we never forget that our customers are our greatest asset. And that's why we have chosen to support them through a carefully selected nationwide network of dedicated specialists: our channel of Pegasus Partners, who offer our customers a complete service, from pre-sales consultation and software demonstration to installation, training and after-sales support.



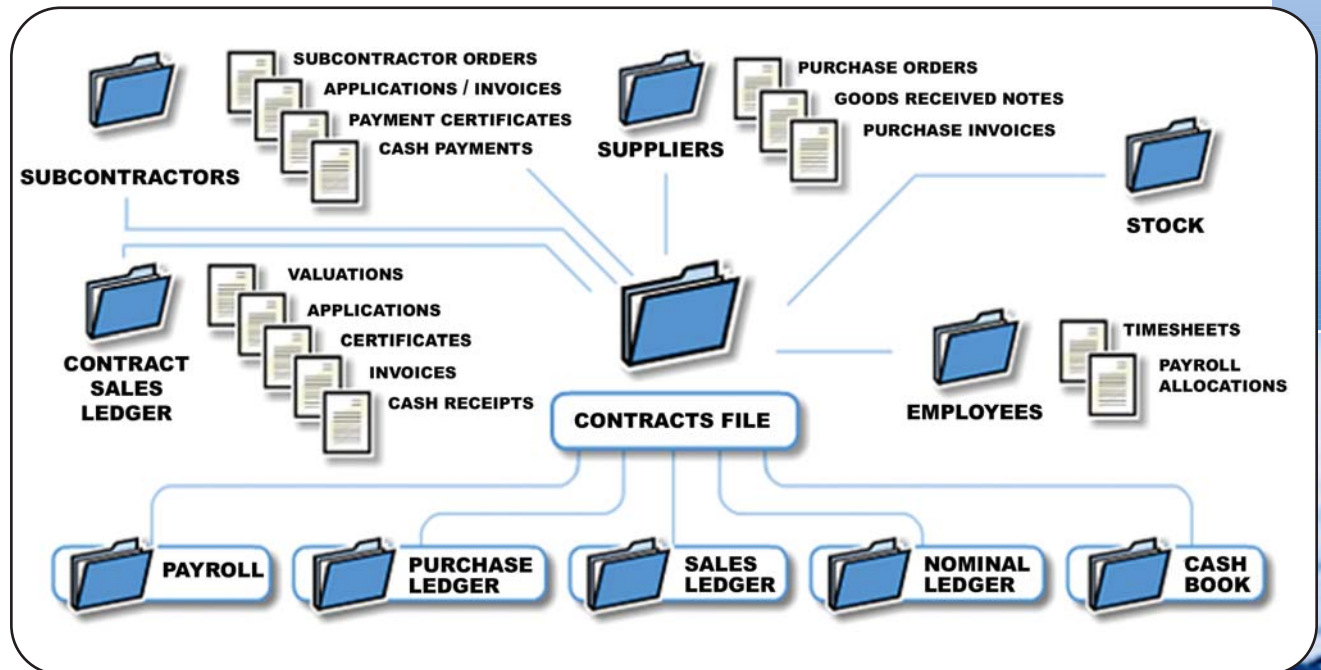
## Pegasus CIS for the construction industry

It has been estimated that the average construction project suffers 150% cost overruns and completes more than 175% late. Investing in the right software can help transform the hectic day-to-day running of a construction project into a manageable and more profitable proposition where projects are delivered on time and within budget.

Pegasus CIS (Construction Industry Solutions) can help you do just that. From sub-contractors to main contractors, budgeting and purchasing through to valuations and billing, Pegasus CIS provides an unparalleled level of control over every aspect of contract management, so that you have all the information you need to run your projects profitably. It is a truly integrated solution where payments, receipts, retentions, cashflow and management reporting are all controlled from within Pegasus CIS, to give you a central place to manage your contracts. Ease of use coupled with some of the most powerful reporting tools available will transform the management of your contracts.

- **Contract Costing:** Cost Heads, Revenue Transactions, Cost Transactions, Actual/Budget Variance Reporting
- **Contract Purchasing:** Purchase Orders, Goods Received Notes, Purchase Invoices, Committed Costs
- **Plant Hire:** On Hire/Off Hire, Plant Returns
- **Contract Sales:** Payment Applications, Invoicing, Aged Debt, Retention, Main Contractor Discount
- **CIS Subcontractors:** Subcontractor CIS Management, Verification, Invoices, Timesheets, Payment Certificates, CIS300 Monthly Return, Self-billing, Authenticated VAT Receipts
- **Labour:** Timesheet: labour charging to contracts
- **Stock Control:** Monitor stock levels and movement, allocate and issue stock to jobs
- **Management Reporting**
- **Integrated Accounting:** Links with Pegasus Opera 3 and Opera II, Sage 50 and Sage 200

## Pegasus CIS: How it works



## Features

### Gives full control over every aspect of contracts

- Profit – performance reporting and analysis
- Actual to Budget variance reporting
- Projected costs to complete
- Aged Retention
- Aged Debt
- Contract Revenue

### Produces job performance and profit reports to any level

- Detailed monitoring of job financial performance
- Records direct costs as well as those from labour, purchases, plant hire, stock and subcontractors
- Handles sales invoicing, payment applications, cash receipts and retention

### Links to the most popular accounting systems

- Pegasus Opera 3 and Opera II and Pegasus Opera 3 and Opera II Payroll
- Sage 50, Sage 200, Sage Payroll

### Suitable for small, medium and large volume installations

- Designed for efficient high volume data entry
- Data entry routines cater for a choice of simple or complex entries, most with alternative super-fast posting

### Presents data in the way you want to see it

- Unequaled on-screen information retrieval capabilities
- Powerful and easy to use worksheet creation
- One-click integration with MS Word® and Excel®

# Contract Costing

Cost control is critical in any industry and effective cash management can make a serious difference to the profit on a job. Pegasus CIS Job Costing captures all contract information across every stage of a job and makes it immediately available for analysis.

## Job Heads

Each job can be divided into an unlimited number of Job Heads, each of which can be linked to nominal accounts for automated journals. Each Job Head will hold separate information on budgets, revenue and costs to date, allowing actual-to-budget variance analysis and reporting. It is possible to set up original and revised budgets, and split these across periods. Revenue budgets can also be split across periods for cashflow forecasting. All cost transactions are posted to a Job and a Job Head. Job Heads can represent cost categories such as labour or materials, each with an unlimited number of subheads. Alternatively, Job Heads can be linked to Phases to represent Job stages. This flexibility allows costs to be tailored in a way that best suits the needs of your business.

## Revenue Transactions

A detailed audit file is held for all revenue transactions on a job, whether this is from direct invoices or from invoices generated via the payment applications and certification routines. It is also possible to view and reprint any of the historic contract applications. If retention is held against an invoice or a contract it is possible to report on this and apply for the retention to be released on the correct date.

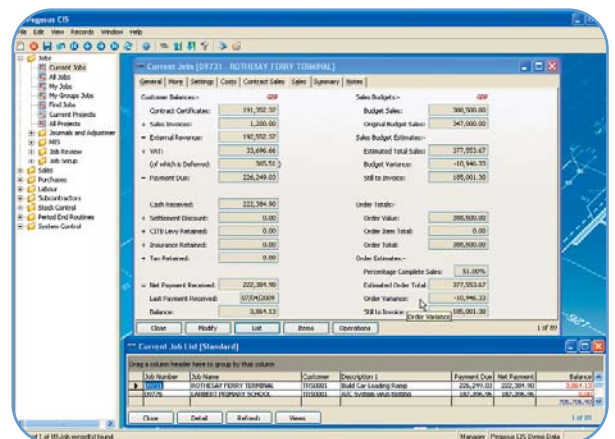
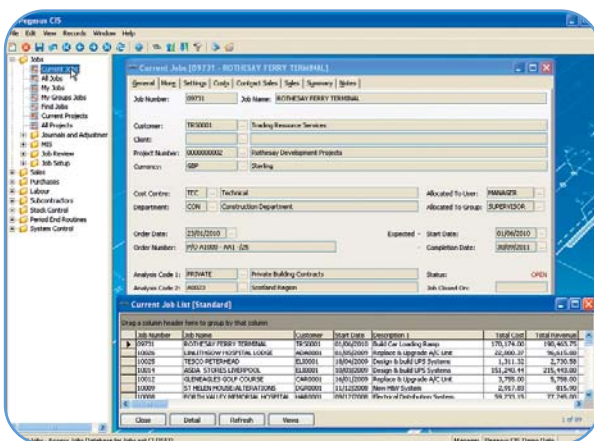
## Cost Transactions

A detailed audit file is held for all costs posted to each job. This information can be displayed per Job or per Job Head and can then be sorted, filtered and grouped, giving instant on-screen analysis of all costs; this in turn can be linked to Microsoft Excel for further analysis.

## Posting Costs

Costs are posted to a job as detailed transactions with summary totals maintained at Job, Phase and Job Head levels. Flexible on-screen enquiries are available for all transactions. Costs can be posted from the following sources:

- Time Recording
- Payroll
- Subcontractors Ledger
- Purchase Invoice Register
- Plant Hire
- Stock Control
- Internal Cost Allocations, Job Journals, Direct Costs, Petty Cash



# Contract Purchasing

Purchasing requirements for each contract can be controlled and monitored by raising purchase orders (POs) to a supplier. Each PO may have an unlimited number of items attached to it. Each item includes a description (free text or lookup), material group (for costing and analysis), quantity originally ordered and price. PO items can be sorted by criteria such as due date, supplier and job, making it easy to monitor what is outstanding against a job and when it is due to be delivered.

In addition, Purchase Orders can be raised in different currencies.

## GRN and Purchase Invoices

As goods are received and invoiced, PO details are updated on an item-by-item basis, maintaining an accurate picture of committed costs against the job. The Purchase Invoice Register also allows the user to allocate costs directly to the Nominal Ledger, as well as to the jobs.

# Contract Sales

The Contract Sales Ledger seamlessly links to the accounts Sales Ledger to access trading terms and to post sales invoices. Contract Sales maintains details of the current Applications (through valuation, application and certified values) as well as a history of all previous Applications. Transactions can be posted in different currencies.

Each Payment Application controls current and cumulative Revenue Values, Retention and Main Contractor Discount. Applications can be classed as Interim, Final and Agreed Final Measure (AFM).

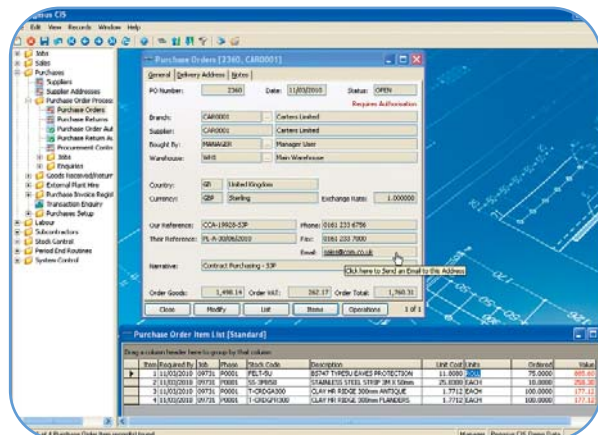
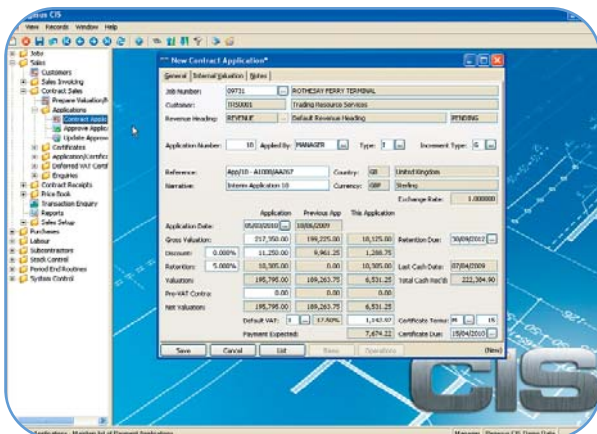
## Payments Received

Cash received can be entered in batches and allocated to one or more Applications. For Applications, VAT can be taken into account at time of payment. For standard invoicing, VAT is recorded at the date of invoice.

Pegasus CIS can also be configured to automatically handle the withholding of tax from your customers as part of the payment receipt process. The retained tax is then posted to the relevant account in the Nominal Ledger.

## Aged Debt

A complete audit trail of each Application and Payment is maintained, providing detailed aged debt analysis and reporting against jobs. Knowing when payments are due is critical to the successful management of cashflow within any organisation, whether these are from certificates, invoices or retentions that become due.



# CIS Subcontractors

The Subcontractors module can be used as an integral part of the cost-capturing functionality of the full Pegasus CIS product. It is, however, possible to use this module as a standalone solution for contractors who only need to control their subcontractors in a more efficient manner and wish to ensure that they adhere to the HM Revenue & Customs (HMRC) rules for the Construction Industry Scheme.

## Comprehensive CIS Subcontractor Control

The Subcontractors Ledger combines the functionality of a Purchase Ledger with the regulatory requirements of HMRC Construction Industry Scheme. Pegasus CIS stores full information on the CIS approved Subcontractors, including details of their Unique Tax Reference, National Insurance Number, Verification Status, and default Labour Rates to be used for Timesheet Only Subcontractors.

Subcontractor Orders can be raised against jobs, detailing information such as order value and start and completion dates. It is possible to enter details of the work that is to be carried out and to assign costs to these individual elements. The subcontractor order can be printed and issued to the subcontractor. It is then possible to add variations to the original Subcontract Order to allow for accurate control of the costs being incurred.

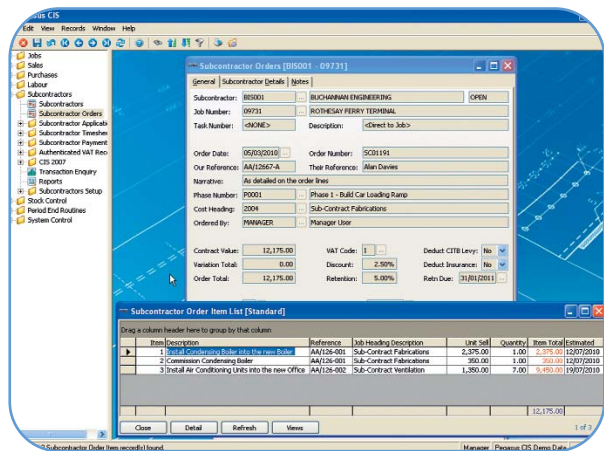
Subcontractor Orders holds defaults on discounts and retention percentages to be applied, VAT code, and the Construction Industry Training Board Levy and Insurance that are to be deducted. These defaults are used in automatic processing of subcontractor payments, making this a much less time-consuming process. Subcontractor orders post committed costs to the Job Costing system.

## HMRC Construction Industry Scheme

When engaging new subcontractors it is necessary to verify their tax status with HMRC to ascertain whether they are to be paid gross or net of tax, and if net whether this is at the standard rate or higher rate. With Pegasus CIS it is possible to verify these subcontractors online with a simple click: Pegasus CIS will connect to the HMRC website and retrieve a subcontractor's tax status and verification code quickly and easily. This information can also be entered directly into the system if you do not intend to use these online services.

At the end of each month, a CIS300 Monthly Return must be filed with HMRC. This can be on a paper return, electronically via the HMRC website, or via the online submission routines within Pegasus CIS. The system keeps track of all payments made to subcontractors, the material element of those payments and the tax deducted. This information is used to generate the CIS300 Monthly Return. If you opt to use the online submission then the system electronically sends the return directly to the HMRC website, which in turn sends confirmation of its receipt.

Using Pegasus CIS means that you should never be late with your CIS300 Monthly Return and therefore should never incur the fines and penalties levied by HMRC.



### Applications, Invoices & Timesheets

Applications from subcontractors are processed in a register, so that incomplete applications can be included in management reports. Each application records current and cumulative values of net, gross, pre-VAT Contra, discounts and retentions, together with details of tax that is being retained against "Net" paid subcontractors. Labour and material content is recorded separately, conforming to HMRC regulations.

When applications are approved and updated, a cost entry is raised against the job and the cumulative value is updated on the subcontractor's order.

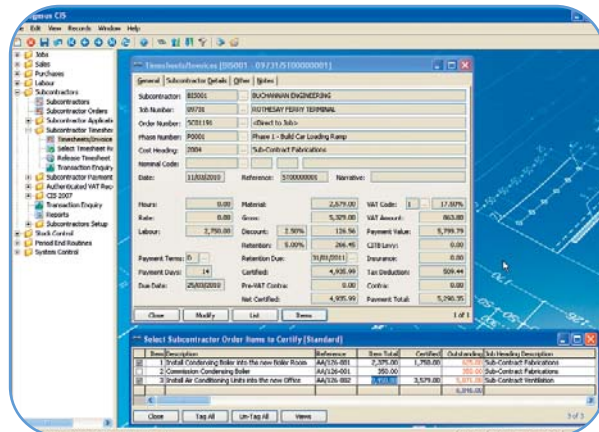
A separate posting routine is provided for subcontractor invoices and timesheets. If the subcontractor issues timesheets for work carried out then these can be entered; the system holds details of labour rates for the subcontractor/job and applies these at the entry stage. This allows for the rapid entry of timesheets, especially if these are split over a number of jobs.

### Payments

Approved applications, timesheets and invoices can be selected for payment by due date from the Pending Payments file. Payments selected for processing are posted to a Payments batch that automatically updates the Tax and VAT liabilities in the Nominal Ledger. Subcontractor payments can be made by cheque or BACS.

Payment Certificates are produced to be sent to the subcontractor with the payment. These detail all of the elements that built up the payment together with all of the deductions that have been applied. Payment Certificates are a requirement for any subcontractor that has had tax deducted by the contractor. It is also possible to produce a statement of these payments at the end of the tax period, if required.

Pegasus CIS complies fully with the Construction Industry Scheme, producing the CIS300 Monthly Return on time, every time.





## Labour

### Flexible labour charging to contracts

Employees and their pay rates are entered in your Payroll solution and are accessible to Pegasus CIS so that timesheets can be processed. Timesheets are posted to the individual jobs, as well as to the Payroll, so that payslips can be produced. It is possible to post these costs to the job as a net, gross or charge-out rate, all with an optional overhead recovery percentage.

For UK customers that want the 'on costs' from their Payroll, such as Employers' NI and pension, to be apportioned back to the jobs after the Payroll run, it is a simple matter of running the Payroll Import. These costs can be automatically apportioned to the correct jobs based on the values that came from each of the timesheet entries.

Pegasus CIS supports Remote timesheets, which can be entered by site managers and transferred to the Payroll department for checking and amending, prior to posting to the jobs and Payroll.

The data entry screens are optimised for quick and easy data input, which is especially important for customers with a high volume of transactions.

## Stock Control

Linked to the Contract Purchasing module, Pegasus CIS Stock Control provides a powerful way to monitor stock levels and to allocate or issue stock to jobs. Stock movements are recorded in an audit trail, and costs are posted against each of the jobs. The stock system is multi-warehouse, multi-location, and can be broken down into multiple categories and groups. Multiple suppliers can be assigned to a stock record, alternative stock codes can be defined, supplier price lists maintained, and Bill of Quantity call-offs can be linked to the Job record.

Where a full stock control system is not required, it is possible to use Pegasus CIS as a way of raising purchase orders for stock descriptions that can be ordered, delivered and invoiced. There may be no actual stock transactions, but the costs will be posted to the jobs.

## Direct integration with Excel

Pegasus XRL is one of the most powerful and flexible reporting tools that any construction business can find in the market today; it will transform the way you analyse your data.

Launched from within Excel, Pegasus XRL allows you to access directly the live data stored within Pegasus CIS. Any data stored in Pegasus CIS can be dynamically interrogated in Excel. This includes the use of headers, details, subtotals and footer sections, so you can quickly apply Excel's data manipulation techniques and diverse range of report styles, formats and printing options to your entire contract costing data.

This means that quantity surveyors can access the costs incurred on a contract via their own Excel spreadsheets prior to performing valuations. Monthly management reports can be produced quickly and simply by changing the date selection within Excel. Cashflow can be analysed at the touch of a button, comparing expected receipts from sales and balancing this with payments that need to be made to suppliers and subcontractors. Projected costs to complete a contract, Cost Value Reconciliation, profit analysis, the reporting opportunities are boundless!

## Instant access to your data

Pegasus CIS is a powerful and user-friendly data analysis tool, designed to retrieve information held anywhere in the system easily and quickly. List Views are provided throughout the system so that you can look at any data: your job costs, subcontractor payments, purchase order receipts or indeed any other part of the system. In turn, this data can be sorted, filtered, grouped and totalled to be displayed in the format you require. These views can then be linked to Microsoft Excel for further manipulation and saved for future use.

## Integrated accounting

### **Pegasus Opera 3 and Opera II**

All job-related data is entered into Pegasus CIS, which updates the other areas of the system such as the Purchase and Sales Ledgers with invoices, cash receipts and payments.

Pegasus CIS also makes direct postings into the Nominal Ledger for all other Job Cost Revenue Transactions — Overhead Recovery and WIP Transactions are handled effortlessly. Timesheets can be posted from Pegasus CIS directly into the Opera3/Opera II Payroll.

### **Sage 50 and Sage 200**

Pegasus CIS integrates with Sage 50/200 financial ledgers and Payroll by posting transactions into the Sales, Purchase and Nominal Ledgers, Cashbook and Payroll.

Pegasus CIS is a truly integrated solution to manage the finances of today's busy construction companies.

## Irish Tax & Customs: Relevant Contracts Tax (RCT)

Pegasus CIS has also been designed to work in Ireland by providing control over all aspects of RCT Handling.

Pegasus CIS allows the contractor to record the C2 information for subcontractors that are being engaged and maintains the RCT 47 relevant payment card. For subcontractors that do not hold a C2, the system will automatically deduct RCT at the current applicable rate from payments made. It will also produce the information for the RCT Deduction Certificate and maintains the RCT 48 relevant tax deduction card.

Data for the monthly RCT 30 and annual RCT 35 reports are all available within Pegasus CIS, making it an invaluable tool for any contractor needing to control payments to subcontractors as well as adhere to RCT rules.



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