

Technology You Can Count On

Winter | 2016

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Accelerate Sales On The Move With The NEW Pegasus Sales App!

Having a sales team out on the road can be very beneficial to your business –if your team are out selling, everyone can reap the rewards.

However, one of the biggest issues sales team face when out on the road is **scheduling time** to come back to the office to process new orders. Minster now have the **perfect solution** to overcome this problem.

Our software partner, **Pegasus**, have recently released their **innovative sales app** which



Opera

Opera 3 is an accounting and business solution that can be fully integrated throughout your company.



Pegasus Sales App is compatible with Android devices

could be the **perfect asset** for your business to improve the way orders are taken and processed.

The **Mobile Sales app** will take care of an order all the way from **showcasing a product** to potential customers, right up to after-sales invoicing.

In short, every aspect of a sale can be done from **start to finish**, out of the office, or at a customer site. The app, which is currently **available for Android tablets** and coming soon for iPads, is a **valuable tool** designed to work without an internet connection, with orders stored directly on the device until a connection is found. It can **report back from your sales team** whilst they're out and

about and directly to you at the office, enabling you to accept, or reject, orders quickly.

The Mobile Sales app contains some **vital features** to help your sale **run as smoothly as possible** – those include access to customer account information, credit limits, current balance and outstanding invoices.

It's all about making the sales process faster, smoother and simpler.

Pegasus Opera 3 is a popular accounting and business solution that can be **fully integrated** throughout your business for a **unified view**, eliminating the need for separate finance, payroll, CRM, supply chain or service systems. Extra modules like the sales app **encourage flexibility** without comprising on the **growth of your business**.

If you would like to find out more information please call our Pegasus specialists at Minster on 01562 68211 or email the sales team on sales@minstermicro.co.uk.

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How Do I Protect My Business Against The Threat Of CEO Fraud?

Also known as email 'phishing' or 'fake president' scams, CEO fraud has become an increasingly popular method of conning finance administrators into transferring funds from the business accounts.

CEO fraud is committed when an external sender poses as an important person in the company (often the Director) and emails a member of the finance team requesting a sum of money to be transferred to an account or asks a finance question.

The emails are written in a similar way to most internal emails even including a signature.



At first glance, they appear completely normal right down to the email address but at closer inspection, you may find a random '.' (such as johnsmith.@abcltd instead of johnsmith@abcltd) or once you click 'reply' the sender's email address will change.

CEO fraud happens to many companies – of all sizes – so it's easy to become a target. Within your role, it may be normal for you to have requests sent by your manager/director to pay invoices or transfer funds which you wouldn't necessarily question. However, it is vital you are being extra vigilant and checking that the requests are coming from internal or 'safe' emails.

If you don't work in finance, you may think that CEO Fraud may never happen to you, but it's important to be aware of it or even share the information with your colleagues as some companies have suffered huge losses as a result of these clever emails and have processed thousands of pounds to a fraudulent bank account. If you have any queries on this, please don't hesitate to contact Minster.

Festive Opening Hours

Support lines will be closed from

Friday 23rd December at 2pm.

We will be re-open on:

Tuesday 3rd January at 9am.

We thank you for your custom this year and wish you all the best for 2017.

Fun For The Minster Team At Apprenticeship Awards

On **Thursday 17th November**, Minster joined 23 other finalists in a bid to be recognised for their **exceptional achievements** with apprenticeships. The awards were hosted and presented by business owner and winner of the first series of **BBC's The Apprentice**, Tim Campbell.

Whilst Minster didn't win the award for '**Newcomer Apprenticeship Employer of the Year**', we were truly honoured to be the runner-up to VAX UK.

The team had a great night at the West Midlands Safari Park 'Tree Top' venue and met some **very inspirational people** throughout the event.

We are still so **very proud to be nominated** through our apprenticeship provider, LMPQ, and will be going for another category next year.

Watch this space!

Minster House
115 Worcester Road
Kidderminster
DY10 1HU

T: 01562 68211
F: 01562 829782
W: www.minstermicro.co.uk
E: info@minstermicro.co.uk

 @MinsterMicro

 facebook.com/minster.micro

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