Tally.ERP 9

Product Notes

Updated November 10, 2011

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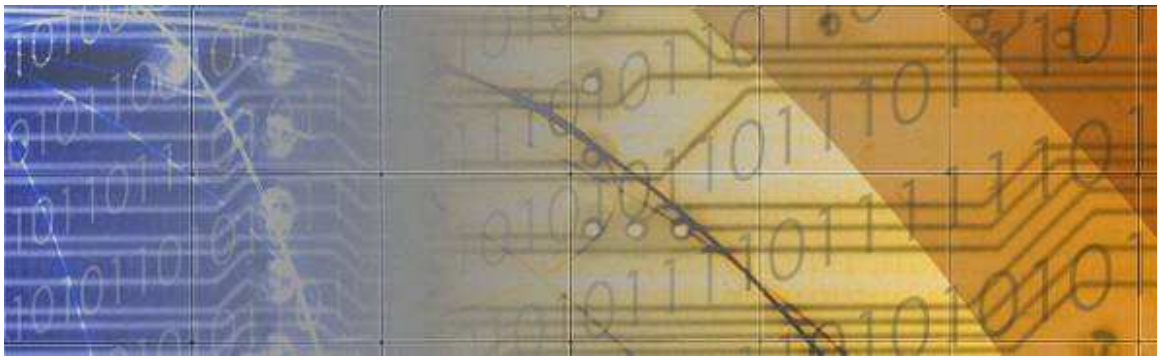


Overview & Historical Context

Worldwide, the micro and small enterprises (MSEs) have been accepted as the engine of economic growth and for promoting equitable development. The MSEs constitute over 90% of total enterprises in most of the economies and are credited with generating the highest rates of employment growth and account for a major share of industrial production and exports. In India too, the MSEs play a pivotal role in the overall industrial economy of the country. It is estimated that in terms of value, the sector accounts for about 39% of the manufacturing output and around 33% of the total export of the country. - Ministry of Micro, Small and Medium Enterprises, Government of India, http://www.msme.gov.in

Tally Solutions has been in the business of providing complete business solutions from over 20 years to MSME businesses in emerging markets. We have over 3 million users in over 100 countries and continue to be the preferred IT solution for many hundreds of thousands of businesses every year.

Tally 9 – its flagship product (which started as a simple bookkeeping system 20 years ago), is today a comprehensive, integrated solution – covering several business aspects of an enterprise. These include, Accounting, Finance Management, Receivables / Payables, Inventory Accounting, Inventory Management, BoM based manufacturing inventory, multi-location / multi-currency / multi-unit handling, Budgets and Controls, Cost and Profit Centres, Job Costing, POS, Group Company consolidations, Statutory Taxes (Excise, VAT, CST, TDS, TCS, FBT, etc), Payroll Accounting, and other major and minor capabilities. For all practical purposes, it has served as an ERP for small enterprises since the introduction of Tally 5.0 almost 12 years ago.

Yet, we had resisted labelling it as an ERP for a very simple reason. We have always believed that to 'qualify' for such an august label, the system should inherently support the ability to operate the enterprise from anywhere. That is, the owner(s), or any other authorised person, should be able to work on their information – even without direct physical access to the systems. Effectively, we wanted the capability to extend Tally beyond the physical boundary of the installation. With the availability of Remote Access and Remote Authentication, we are now satisfied that it is time to label the product as Tally.ERP.

Beginning with Tally.ERP 9 Series A, we will progressively deliver the capabilities required even by Medium & Large corporations. These too are detailed below.

Introducing Tally.ERP 9

The 'Components'

Tally.ERP 9 consists of the product (with releases and editions), a deep and wide partner ecosystem, a set of services that are collectively called Tally.NET (detailed later) and an ever growing product capabilities & functionality.

The Calendar

Tally.ERP Edition	Series A LAUNCHED!	Series B	Series C
	Revised to Oct '10	Apr '12 – Mar '13	Apr '13 – Mar '14
Silver (Single User)	Yes	Yes	Yes
Gold (Up to 10 Users)	Yes	Yes	Yes
Diamond (100's of Users)	No	Yes	Yes
Platinum (1000's of Users)	No	Yes	Yes

Enhanced Ecosystem Support

Recognizing the value that our partners can bring to a growing and distributed business, we are enhancing the Tally partner ecosystem for an unmatched experience. Our many partners offer sales, product support, integration, extension and training services.

Tally Service Partners

Our large services partnership base is further enabled to support all your product service needs – from implementation to training. This is accomplished by ensuring that our partners have the closest access and enabled to provide commonly needed services – from installation and training to support and licensing. We hope that over time you will be able to contact your chosen partner for your entire product & support related needs.

Tally Services Network

These service partners will also be part of a services network – and will work co-operatively to provide broad based services even for distributed operations.

A world of ready-to-use extensions

Built ground up to support extendibility, Tally.ERP 9 comes with an execution Kernel, an interpreter and a development language TDL (Tally Definition Language). This domain specific language is also used to develop the Tally.ERP 9 product as you see it (the source code is also available to our development partners).

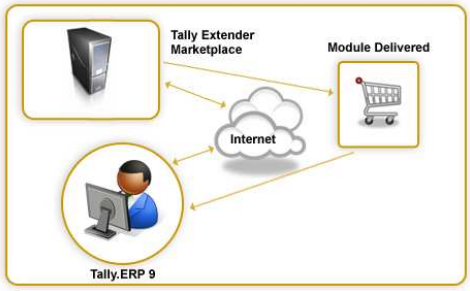
There is often a business need for small and large product extensions to manage specific requirements. Over the last few years, our partners and Independent Software Vendors (ISV's) have built, and continue to build, many exciting extensions.

The Tally Extender (TE) program is an initiative from us to bring closer the developers of these extensions and you to a 'marketplace' where you can explore, evaluate and buy appropriate extensions that you need. This will often mean that

the need to go in for longer custom development is avoided and you get these at a lower cost as well.

The marketplace will provide the capability for you to:

- Search for specific extensions
- Download and evaluate
- Pay and buy
- Obtain support
- Download updates

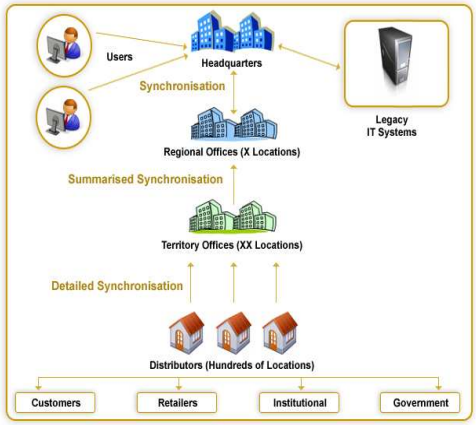


… all these from within Tally as well as on the web.

The processes in Tally.ERP 9 make the entire experience of activating and licensing transparent – such that the typical issues of product maintenance and multiple purchase points disappear.

Integration & Implementation: TallyIntegrator

Our TallyIntegrator partners are outfits who have the expertise to deliver solutions on a larger scale – typically involving large-scale deployments, integration, programming and customization services and project management.



With the establishment of a dedicated team at Tally, we now lay additional emphasis to work closely with these technology partners and IT providers to bring you:

- Integration with legacy and best-of-breed vertical solutions
- ERP-style engagements for total solutions, example Retail
- "Secondary Sales" solutions for leveraging information from your channel
- Migration from legacy systems
- Extensions for very specific needs, like web interfaces
- Enterprise-wide rollouts across the globe

Tally Integrated Network

Our integration partners will be enabled to provide global support to your geographically distributed enterprise via an inter-partner network. You can be assured that your Tally Partner will be able to offer support anywhere, all this while leveraging the many strengths of locally available partners.

Appendix: Nomenclature of Products

Release Nomenclature

The first release of the Tally.ERP will be labelled Tally.ERP 9 Series A. Over the next few months, with increasing capability the releases will be 1.1, 1.2 and so on. The next major release will be Tally.ERP 9 Series B and then Series C…. These series (A, B and C) are detailed in this document.

Editions Nomenclature

Tally.ERP 9 will be available in 4 editions – Silver, Gold, Diamond and Platinum. These editions differ in only one significant aspect: scalability. The Silver Edition is for one user, Gold will support up to 10 concurrent users, Diamond will support a few hundred users and Platinum will support thousands of users simultaneously. No functional differences are planned for these editions, making it painless and easy for businesses to scale without any change in capability or compatibility.

Introducing Tally.NET

The Internet is now widely available, reliable and affordable to businesses and people on the move. Tally believes that this allows us to now offer a set of increasingly powerful services and capabilities, under the umbrella of Tally.NET, to get your business 'connected' and to leverage the many advantages of the Internet.

Some of these services are:

- Remote access services
- Field force automation
- Online banking and reconciliation
- Collaborative e-commerce
- Data Synchronisation

While some of these services will require you to have a current paid-up subscription to Tally.NET services, several services will also be available without the need for the subscription:

- Account management – single and multi site
- Access Tally via SMS from mobile
- Online exams (to help recruitment)
- Online help and support, with central visibility for your enterprise

Centralised License & Configuration Management

Software license management is often a real pain – and negatively impacts an organizations business performance as it takes away important time and mind share of senior executives. Tally has always recognized the importance of this, and even today the unlimited Gold multi-user license stands out as the most simple way to license 'management' – there is no complexity to calculate the number of 'named' users, 'concurrent' users, manage growth and so on.

With geographically distributed enterprises, we will simplify this area even more. This is principally led with the introduction of 'Accounts' and 'Sites'.

Your organization is setup as an Account – and by default has one 'Site'. Licenses that you acquire can be configured centrally across your sites at will. Coupled with volume price benefits, this will enable you to deploy your capital in the most efficient manner without the need to lock these up at sites where licenses lie unused.

Single Site Administration

Every deployment of Tally.ERP 9 is a 'site'. Consequently every account will have at least one site. As an example, were you to have one Silver license – even one on rental – you will have one site in your account. The Account Administrator can now:

- Surrender the license in case system errors cause license failure (enabling subsequent reactivation)
- Acquire extensions (from the TE marketplace), which are attached to this license
- Look at support issues centrally, track resolution status

Multi Site Administration

With multiple sites additional advantages open up. You could even purchase, say, a 6-site Gold license and deploy this one-by-one during implementation. Each site can have its own site administrator who has the same administrator rights as a single-site administrator has. In addition, the account administrator can:

- Manage sites centrally
- Allocate/re-allocate module extensions (from the TE marketplace)
- Take advantage of volume pricing
- Merge licenses in case of mergers and acquisition
- Split licenses in case of de-mergers
- Centrally manage Tally.NET identities
- Centrally manage TDL deployments

Remote Access Services

Rewind into Authentication & Authorisation

These two are frequently confused and loosely interchanged in conversations. There is however a world of difference – and you may skip to the next section if you do not need to review these terms.

The basic principles of security are Identity, Authentication & Authorisation.

Identity – who you say you are
Authentication – you prove your *Identity*
Authorisation – you are permitted to 'something' based on your confirmed identity

Using a daily example – ATM cash withdrawal:

- You insert your ATM card – Identity (you get the message: Welcome xxxx)
- You enter your ATM pin – Authentication (you get access to operations)
- You check your balance – Authorisation (you get a printout)
- You attempt to withdraw Rs. 50,000 – Not Authorised (this is blocked as you have exceeded your daily limit)
- You want to deposit cash – This ATM may not support the feature of cash deposit even though you are authorised to deposit cash at ATMs. This behaviour is not part of 'security' – and is an example of 'capability', something that we will encounter later on in this document.

Identity, Authentication, Authorisation elements of Tally.NET

In the good old days, you would visit the local branch of your bank to withdraw cash. A bank operator would check your signature physically in the records, authenticate you, and authorise the teller to pay cash to you. There was no way that you could visit any branch in India and withdraw cash. Today you can – and this is because your identity and authentication information (passwords, ATM pins etc) are stored in a central location that all branches have access to.

One of the many capabilities brought to you by Tally.NET (more on Tally.NET later), is this 'central location' to store identities and provide authentication services.

Identity Services

A local user (a 'regular' user identity) is one which is data specific – as he is tied to the company in which this identity is created. If access is required to another company data, another local user needs to be created in that company as well. The identities so created are embedded with the company data itself – implying that these local users are 'data specific' – hard coded, so to speak.

A Tally.NET user is 'disconnected' from specific data – created and residing on the Tally.NET servers. Specific companies, yours or any other company that uses the Tally.NET services can grant this user access to data – and specify what access is allowed.

An organisation using, say, Tally.ERP 9 Gold can create up to 10 such users – from within Tally.ERP 9. This organization can now authorise these users to access specific companies. Further permissions on what he can or cannot operate on can be set as user permissions in that company. Authorisation can also be given to third party Tally.NET identities, say of your Auditor, or those of your Head Office.

Authentication Services

As these identities are maintained centrally, they are guaranteed to be unique for all users of Tally.NET. These users can also be granted access to any company (in any license on Tally.ERP 9) across the world and which is connected to Tally.NET – whether these companies are created by you or by any business associate. Needless to say, such access is only possible if that associate expressly authorises this for specific Tally.NET identities.

When such a user attempts to log in to a particular company, the authentication of his identity is performed via the internet – remotely.

Authorisation

Authorisation is NOT performed by Tally.NET. This is under your control: you decide if someone has access, you decide what he has access to.

Local and Remote User Services

Local Data – Tally.NET User

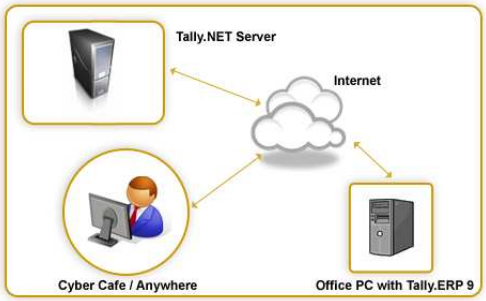
A Tally.NET user has several advantages even if data access is local – meaning the data is available at his physical location. The user authentication will be provided by Tally.NET instead of locally – this has several advantages:

You may have many branches, all of these connected to Tally.NET. You create a Tally.NET identity at the HO. The branches authorise access to the companies created in their installations of Tally.ERP 9, to this user. Now whenever this person travels to the branches, he uses a common username/password to login to such authorised companies.
If the user needs to change his password, he needs to do this at only one place.
If the user needs to be removed, he needs to be removed from only the location where the identity was created.

Again your Chartered Accountant, who uses the Auditors Edition, tells you his Tally.NET identity (not his password!). You authorise this user to the companies you wish him to access, and define his rights. Now you could send your data to him, and only he could access it, or he could come over to your office and log in directly.

Remote Data – using Tally.ERP Licensed Application

The examples above pre-suppose that a user has physical access to the data: either the data was sent to him, or he visits the location where Tally.ERP 9 is installed.



Powerful as these capabilities are, our desire to enable 'anywhere' access to your company data, is not fully realised with these.

Tally.ERP 9 now makes available anywhere, anytime access with the Remote User services of Tally.NET.

In the illustration above, you log in with your Tally.NET identity from a licensed Tally.ERP 9. This is possible even from your notebook with a wireless Internet connection, or from a Tally.ERP 9 that is available at your customers and suppliers offices. You get full access to your data and are able to perform operations as you would normally – obviously limited by the authorisation granted to you.

Other than the obvious advantages this brings to you, some of the other significant ways that that your business benefits:

Your Chartered Accountant can access information without being physically present, or without requiring data to be sent to his offices. Access is real time, while other users are accessing data!

Your business benefits from the deep experience that your Chartered Accountant brings - continuously. Your books of accounts are in a state of continuous audit, relieving you of last minute issues that can occur with various regulatory bodies.

Also, your field personnel can log-in orders, look up stock positions, outstanding and so on from their notebooks or even from the PC at your customer location.

Remote Data – using Tally.ERP Educational Application

To truly deliver anywhere remote user capabilities, all remote facilities are available from Tally.ERP Educational – a free download – making no difference to a remote user whether he is on a licensed or on an educational version.
With an available Internet connectivity field personnel can become remote users from a cyber café, an internet enabled notebook or from their homes.

However the power of having local data, synchronizing with the head office or working off-line (without an active Internet connection) will not be available as the capability to work locally is available only with the licensed application.

Remote User – Product Capability

Refer to the Deposit Cash example on page 10. When remote services are being used, the product capabilities are limited (or enhanced) to the capabilities of the Tally.ERP 9 installed at the remote location.

As an example if the remote user is using a lower version of Tally.ERP 9 that does not support a feature, even though this capability is available at the location that your data resides, the feature will not be available at the remote location. This is easily remedied as the latest Tally.ERP 9 can be easily downloaded and installed in minutes, if this capability is required.

Security and Confidentiality of Data

The core security principle used for Data Confidentiality is that *'servers are vulnerable to hacking, but clients are not*'.

This principle follows from the fact that a 'client' does not provide 'inward' access to anyone - and, therefore, remains immune to hacking. The way this has been implemented by us is, that even though the "customer's data" is 'served' from the customer's office, it is done by making the system a 'client' of our Tally.NET gateway. In the same manner, the 'CA' or 'Remote User' connects to Tally.NET as a client. Now, the communication between the 'data server' and the 'remote user' is 'managed' through this environment. Even though the 'remote user' gets the experience of using a 'server' - the data source remains immune to hacking - since it never becomes a 'server'.

Tally.NET is secure. There are different ways to look at security. Following are three critical aspects:

1. Connecting a company on Tally.NET does not transfer the company data onto the Tally.NET servers. It simply establishes a circuit to Tally.NET, which can be used by the remote user to access the data. It is like an extended LAN where your data remains with you on your chosen server but clients can get what they want on their application without actually making any copy of the data as long as the company is open and connected. You can always control what a remote user can access using the same security controls which applies to a normal local user.

2. When a company is connected, the machine/port is not opened as a server on to the Internet. Both the Tally's i.e. the one which connects the company and the one which accesses the company connect as two clients to Tally.NET which co-ordinates between them like a secure exchange system. You can become prone when you connect to the Internet as a server. This is like a normal browsing connection in which you choose what you want to see and not allow anybody else to see that you are available on the Internet.

3. Advanced algorithms and handshake processes ensure that nobody can spoof themselves and connect to Tally.NET.

Tally.ERP 9 Series A (Current)

Beginning with Series A Release 1.0, the complete capabilities of Series A will be delivered in decimal releases. (Revised to date)

Technology & Capability Enhancements

Performance and Volume Handling (continue)

The growth of most economies has improved operational volumes for many businesses. Combined with increased process maturity and compliances, we can expect demands for higher performance and managing greater data volumes. Consequently, Tally.ERP 9 will build increasing capabilities across the releases. Series A will support enhancements that improve performance by up to 20 times over our previous products.

Remote Access Capabilities (Release 2.0, 16th August 2010)

The remote access capabilities described above in the section "Local and Remote User Services" will be available in this release.

Using SMS (Release 2.0, 16th August 2010)

With Tally.ERP 9, the pervasive use of cell phones is put to another use: SMS call back.

Without needing a 'full featured' phone with the latest capabilities, you can authorise specific cell phone numbers to seek specific information, by sending an SMS to Tally.NET. The data is retrieved from the company (the computer needs to have an active internet connection, and Tally.ERP 9 running. No data is stored on the Tally.NET servers and an SMS sent back.)

Highly useful when you need to check cash & bank balances, accounts receivable and payable and sales data – on the move, anytime with the simplicity of an SMS.

Support Centre (Release 1.0, 12th March 2009)

This was mentioned in the section under Single & Multi-Site Management. What this specifically means is that you can now log in support incidents & queries from within Tally.ERP 9, and track the resolution from here as well. Site and Account administrators can get to report on, and drill down into details, for a site or the entire account – this can help you identify aspects of training (on the product or your business processes) – and you could, perhaps, seek the services of our partners to fill any gaps.

KnowledgeBase Access (Release 1.5, 12th August 2010)

The immense flexibility and power of this 'simple' product –Tally.ERP 9 – renders the capability to manage various business needs. Many of these are non-obvious. Over time we have captured and continue to, many of these into a Knowledge Base.

You can now take advantage of this massive data store that is easily searchable from within Tally.ERP 9.

Recruitment Framework (Release 2.0, 16th August 2010)

A flexible yet powerful feature within Tally.ERP 9 that allows you to search for suitable candidates, assess knowledge levels using pre-set question papers on topics that are widely used by the business. You can even track the candidate's progress - while the candidate moves from one stage to another during the different phases of recruitment.

Configuration Management (Release 1.0, 12th March 2009)

Tally.ERP 9 supports product configuration (and reconfiguration) from within the application itself, without the need to externally configure .ini files. The capability to centrally manage these configurations, for the various users, is also supported, again from within the application itself.

The ability to centrally set security – including enforcing restrictions on changing configurations, addition or removal of custom code (TDL), users & user access permissions will be available in this series A.

Add-on's Management (April 2011)

Third party add-on's, from the TE marketplace, or custom built by our integration and support partners, can now be better managed. Users can be prevented from disabling these add-on's or adding unauthorized ones. Again this ensures that specific business processes and controls you require are not disabled or circumvented.

TDL Enhancements (continue)

The Tally Definition Language, as well as Tally Developer, the integrated development environment for TDL, have been significantly enhanced. The lists of technical and capability enhancements are available on the website.

These are expected to significantly reduce development costs as well as help deliver better extensions and integrations with Tally.ERP 9.

Tally.ERP 9 on Rental (Release 1.5, 12th August 2009)

In our endeavour to improve both availability and manage costs, Tally.ERP 9 will also be available on a rental mode. Payable quarterly you can now choose to move to a complete OpEx (Operating Expenses) model, deploy Tally.ERP 9 at short term project sites or to manage business peaks without needing to buy the product outright.

Functional Enhancements

Many new functionalities will be available with this release, and several other available functional capabilities have been either redesigned or improved substantially. A good amount of functionalities are mentioned here.

Excise for Manufacturers (Release 1.0, 12th March 2009)

Excise support for manufacturers: generate Excise invoices, manage CENVAT and Service Tax credits along with associated registers, job work related registers and annexure; excise registers and forms. This will support integration with Service Tax.

Job Work (Release 3.0, 18th February 2011)

Enables end to end material tracking, profit analysis of job work, necessary reports – job query and job computation and challans will be provided.

Payroll related Taxes /Statutory Payments (Release 1.0, 12th March 2009)

Employees Provident Fund Form 12A, Form 5, Form 10, Form 3A, Form 6A etc. ESI Monthly Statement, Payment Challan, Form 3, Form 5, Form 6, etc., PT Computation Report, PT Monthly Report, Payroll Processes, Personal Income Tax Calculation along with returns and forms.

Payroll Compliance for UAE (Release 2.0, 16th August 2010)

Payroll is made compliant to meet the requirements of the Wages Protection System of UAE by providing a facility to generate the Salary Information File (SIF) which can be uploaded to the required website.

Quick Setup for all Statutory Modules (Release 1.6, 27th January 2010)

A single window statutory masters' configuration that allows you to configure Accounting / Inventory masters required for all the statutory modules.

Other Enhancements Launched in this Series

Following are some of the other enhancements which have been launched in the series:

- Banking
- Multiple Product Manufacturing Support
- Multiple Named Bills of Materials (BoM)
- Enhanced Godown Behaviour: Third Party Stock and Godown Management.
- Prompt & Accurate Bill Settlements
- Pre-closure of Orders
- Cash Flow Projections
- Receipts and Payments report
- New Rupee Symbol
- Company Logo Printing
- Multiple Address for Company And Ledger
- Arabic Support
- Pivot Table for Sales and Purchase
- Closing Balance as Opening Balance
- Automated Backup and Recovery

Special Features of the Auditors' Edition (Release 1.6, 27th January 2010)

Tally.ERP 9 extends your enterprise further. Used with the Authentication & Authorisation capabilities described earlier, you can now leverage the deep domain and statutory expertise of the Chartered Accountant community. Tax & Statutory audits are an obvious benefit. Continuous audits, business process outsourcing, receivable and payable support, sales force augmentation, business process optimization and so on… opening up your business to take advantage of the many advisory & professional services that can now be remotely offered at affordable costs.

In Series A the Auditors' Edition will enable the auditor to compile information, form his opinion and print the Tax Audit annexure as required under Sec. 44AB. The following clauses are available as required in annexure Form 3CD: (Release 1.5, 12th August 2009)

- Bonus PF, ESI Recoveries (Clause 16)
- Amounts inadmissible u/s 40A(3)
- Payments to specified persons u/s 40A(2)(b)
- Payments u/s 43B (Clause 21)
- Employer's Contribution
- Tax Collected at Source
- Service Tax
- Value Added Tax
- Loans / Deposits Accepted (Clause 24(a))
- Loans / Deposits Repaid (Clause 24(b))
- Tax Deducted at Source (Clause 27)
- Fringe Benefits Tax (Annexure II)

Also available in this Series:

- Statutory compliance for Direct & Indirect Taxes (Release 1.0, 12th March 2009)
- Statutory Audit - (Release 1.6, 27th January 2010)
- Schedule VI, related annexure and formats (Release 1.6, 27th January 2010)
- Audit Program (Release 3.0, 18th February 2011)

- Notes to Schedules (Release 3.0, 18th February 2011)
- Form 3CA and 3CB (Release 3.0, 18th February 2011)
- Repeated Value Transactions report (Release 3.0, 18th February 2011)

Technology & Capability Enhancements

As IT systems expand to cater to growing needs, the IT systems themselves tend to require a system to keep it going – the additional complexity, people and support costs often eat into the profitability of the business that IT was to grow in the first place!

Core to our philosophy that additional capabilities we deliver must be available without significant IT overhead added, Series B will come with these technological capabilities and is scheduled for an end of 2011 release.

Multi-session, Multi-threaded

Imagine that several users are accessing Tally.ERP 9 simultaneously. Some are entering information, some are editing and some are taking reports. This release will come with innovative, even path breaking object technology, to ensure that each user gets the performance and response irrespective of the actions of the others. All this comes to you without any additional setup, tweaking, performance tuning, administration, log analysis and expensive system administrators.

Multi-session

Support for multiple application windows (which can even be launched by clicking on a mail link or a 'shortcut') each of which are simultaneous 'windows' into different areas of your business processes & reports (with dynamic data refresh and the display of different views when resizing - smaller windows displaying a more consolidated view of data) will improve organizational management and productivity.

Multi-threaded

A 'thread' is a specific task that is being performed by the microprocessor. Enhanced capabilities will be enabled such that each application window can perform more tasks simultaneously instead of linearly, including processing messages from the server. Multi-core processors, even on the desktop, are now common. We will take full advantage of these as well.

Multi Stack Architecture for Scale-up & Scale-down Deployments

To deliver the capabilities described above, and the ones that follow, Tally.ERP 9 will become 'componentised' – consisting of several layers of programs – often referred to as 'n-tier architecture'.

These software components are horizontally scalable, meaning that you can add one more computer to increase the computing power needed for a layer. The 'Power of Simplicity' is that this addition is as easy as connecting a computer to your network and defining its 'role' – thus giving you the ability to configure and reconfigure these to meet specific work load demands.

In the same way, you can remove systems as needed, or collapse them into a single system – all of them even on a notebook, if required.

Thus within a single flavor (see Editions Nomenclature, Page 8), you can scale up to the editions limit, or scale down to a single user - single system, at will. What this implies is that you can grow your IT hardware systems as per business needs, and not just as per the demands of the software specifications.

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Tally POWER OF SIMPLICITY

High Transaction Capacity with Low Latency & Management

Let us say that you start generating a report that needs to be extracted from a few thousand vouchers. This process is run in a 'session', which is isolated from all other users. Even if other users delete or modify any of the vouchers needed for the report, while the report is being compiled, there is no impact on this session and you will get to see the report as if these other users did not exist.

In the same way, the user performing the edit will also be isolated. After the edit, he can open the voucher and see it with the changes he made, perhaps even delete it.

The architecture described above will in itself deliver substantial performance and transaction handling capacity. To push performance further in those cases when the storage media (typically the hard disk) is busy with other operations, additional capabilities will store these transactions 'temporarily' in a 'Q' for later write while the user is free to continue his work (these transactions are protected against power failures and so on).

An immediate benefit will be in cases where massive data is imported, say from branch locations. The process will be very fast, resulting in savings in time and connectivity costs.

From technology management perspective, again these are part of deliberately 'hidden' features – implying no additional IT management issues & costs.

Payment Engine for Debit & Credit Cards

One of the barriers for most traders to support the acceptance of these plastic cards has been the high entry barrier that merchant bankers necessarily impose – seeking assurances for minimum business and so on. On the other hand, the issuance of plastic cards has been growing and there are millions of customers who shop with these regularly – leaving many to lose out the occasional and large ticket sales.

Series B will facilitate online payments by you using a variety of payment mechanisms (NEFT, online banking, credit cards), as well as receive payments (Debit / Credit Cards, NEFT etc).

UOM & Currencies

The existing support for compound and dual Units of Measure will now support universal conversions for the most complex and specialised needs. A new rationalised system will support complete UOM consolidation for reporting.

The already powerful multi-currency capabilities will be strengthened further to support universal conversion and consolidation.

Serial Numbers

Support for Serial Numbers – as many as required: product, manufacturers, self, multi-serial, will be available for the simplest to the most 'complex' of business needs.

Image Management

Embed images with masters & transactions or reference them externally – this will be available with the BLOB support that the Series B database will make available.

Visual Report Writer

Developing reports with TDL is already several orders of magnitude faster than traditional report writers, yet we take this to the next level – a visual report writer, with drag & drop support making it infinitely faster to tweak existing reports and

build new ones from scratch. The resulting TDL that is generated can be fine-tuned if needed.

Multi-Classification

Multiple item classifications are powerful means to manage item categories and ledgers and subsequent reporting, control and stock management. With Tally.ERP 9 you will be able to manage these classifications as 'Masters', applying one or many such categories to individual items or groups of items. Cross department item reporting and management (say across garments and toys) and the flexibility of on-the-fly category creation (say during item receipts at a warehouse) will make this the most usable and flexible multi-classification system available.

Additionally, since accounting masters can be classified under multiple groups at the same time, you will be able to view reports in multiple ways without the need to regroup accounts.

Configured (Programmed) Workflow

You will be able to configure document workflow to match your specific business process flows. Document approvals (even multiple), both from within the product and via SMS will also be supported.

Functional Enhancements

Online Banking and Reconciliation

With collaboration with Banks who wish to facilitate their customers with this capability, we will provide Online Banking - including Payment Instructions, Standing Instructions, DD, NEFT, RTGS Transfers, Balance Queries, Instruction Status, Automated or Semi-Automated Bank Reconciliation.

Point-of-Sale for most Retail Environments

"India is a land of retailers." This oft heard statement is actually true of most economies.

Series B will support dedicated POS terminals, with Credit/Debit Card, Discount Coupons and various other payment mixes, Loyalty support, schemes, multi-layered supervisory control, simultaneous keyboard and scanner controls, integrated or isolated printing of bill and credit card auth slips, item substitution, rate markup/markdowns, integration with measuring devices - such as weighing scales, bill suspension and retrieval, bill reversals and cancellations, etc. It can also be used for other store operations (receipting, inventory management etc), and general business operations (finance and accounts) - both on the same machine or separate machines.

Income Tax

This feature has comprehensive IT coverage, covering corporate and individual income tax, along with typical payroll requirements like Form 16 and e-Returns.

Income Tax for individuals was released in Series A, Release 3.0, 18th February 2011.

Exim Documentation

Import & export documentation has become a growing need with the world economy becoming more open. This requirement will be supported, additionally covering the processes that need to be managed along with the documentation.

Cash Accounting & Time Billing

Several business processes and practices are based on cash accounting (as different from the 'normal' accrual system). Notable among these is the Indian Services Industry – especially impacted with the provisions of the service tax rules. This can be combined with a powerful system of recording jobs, resources, time spent, reimbursements and reporting on profitable and not-so-profitable services, projects & customers.

While keeping with the common and simple accrual system of accounting, with one click, switch Tally.ERP 9 to the cash basis of accounting – including your P&L. You continue to use the standard capabilities, say of Accounts Receivable, to follow up on receivables as well.

Time & Calendar based Job Costing & Mgmt.

The enhanced Job Costing will support most job costing needs to a level of granularity that is increasingly needed. We expect that you will be able to handle most project accounting needs: basic project management, team management, cost bands, interim bills, out-of-pocket tracking, efficiency reporting, idle time management and tasks – internal, external, assignment, tracking, time costing, billable & non billable.

Fixed Assets

To take advantage of tax breaks as well as to manage organizational assets, this feature will support all requirements – from opening assets, adding, removing, amalgamating, grouping, vendor tagging, AMC's, servicing, service calendars, repairs and upkeep, refurbishing, breaking-down, depreciating and disposal for complete fixed asset management.

Consolidation

Consolidation will now support full and partial holdings.

IFRS & XBRL Compliant

The International Financial Reporting Standard, eXtensible Business Reporting Language compliant will be available in this Series.

Project Views

In contrast to Profit/Cost centres which are perpetual, projects have time lines. These time lines could be hard (start & end dates) or be based on events. These kinds of project views will be available in this series.

Public Limited Companies

Various disclosures needed by Public Sector Companies, including Quarterly & Sectoral reports will be available.

Indent to Payment & Order to Receipt

Deeper support for non-accounting inventory transactions will be available to manage exceptions (Order SKU #A, receive SKU #B), open quantity & rates, order on attributes and so on.

The indent cycle will be available, to support indents for trade/raw materials as well as for internal consumption – with consolidation of indents from branches for effective re-order / replenishments.

Material Requirement Calculations

Coupled with Indent Management and the enhancements in the Sales & Purchase Orders (including partial shipments & receipts) Material Requirements will also consider re-order levels & MOQ, multi-location warehouses, lead times & material in

QA/transit to support even the most complex material calculations that you will ever need.

With the impact of projected timelines taken into account, this will ease the burden of your stocking problems and inventory carrying costs.

Field Force Automation

Fully mature connectivity, remote users, the workflow and Tally.NET capabilities, as well as more pervasive mobile computing by the time of Series C, will put the power of Tally.ERP 9 in the hands of your mobile workforce – sales, engineering and support.

Tally.ERP 9 Series C

(Apr'11 – Dec'11) (Revised Apr'13 – Mar'14)

Technology & Capability Enhancements

Unlimited Volume Handling

With massive data volumes you will likely hit the limits (or performance issues) of the hardware itself, especially for massive simultaneous reads and writes. The architecture will now support multiple database file servers – with users reading and writing to any of these automatically. In the event of a server failure, connected users to this server will start working off the other server(s), ensuring that your IT systems continue to work. The failed server can be set right and reconnected – live – while the system is running, data will be updated and users will connect again to take advantage of the new server power available.

Take expansions – business load increases could imply the need to add additional servers. With Tally.ERP 9 running, add these servers (and remove them if needed for maintenance) and the new capacity is added and available - all this without administration overheads and tuning.

High Availability & Continuity System

High Availability – the capacity of an IT system to be available for all operations during normal load and abnormal loads (festival sales or annual internal audits as examples) becomes increasingly critical with increasing contributions that IT systems make to your business.

Series C will support several technical capabilities to boost availability and business continuity. Take live backups. Without the need to shut down operations, or slow them down, you can perform backups. In the case of a disaster, and your needing to restore from these backups, the process will be as simple as pointing to the backup – and you are up and ready. Business continuity and time-to-recover can be less than an hour!

Take another common problem in distributed environments – the issue of getting everyone in the organization to be on the same version. You have a mobile user who connects to the system after a gap and he realises that he is on an older version. Managing the application deployment, patches, extensions and so on is a huge (and ongoing) project in itself.

Tally.ERP 9 will extend the label of 'availability' to this aspect as well – ensuring that connected systems in a deployment are automatically brought up to the right version and configuration without requiring the intervention of the IT department.

High Extendibility & Integrate-ability

Tally.ERP 9, from **Series C** on, is fully extendable with its own Domain Specific Language (TDL: Tally Definition Language) and a rich set of developer tools bundled into a Developer Kit.

The kit comes with full editions of Tally.ERP 9 enabling development partners, or your internal IS team, to develop & test applications in isolation of your production system.

With **Series C**, integration of Process Engines to the Data Exchange Servers will allow Tally.ERP 9 to be an 'integrated' client or server to any other application - either through direct seamless interaction or through EAI buses.

Collaborative Commerce Engine using Tally.NET

Series C includes the ability to 'find' new suppliers and buyers who meet your criteria - virtually 'extending' your business reach. You can yourself be 'discovered' by others, and you can 'discover' others and start commerce with them. Of course, your existing suppliers and buyer interaction will be simplified and made more paperless and more transparent (no more 'we will fax you the dispatch details'… if it is dispatched, you will know - if it is not, you will know!).

Powered with the remote user capabilities you will be able to take full advantage of this extended enterprise and reach from within Tally.ERP 9 even while on the move.

Rule Based Access/Process/Workflow Configurations

Does work actually 'flow' in a controlled manner in an organization? Can you really capture in advance who does what, when, how…? How exceptions will be handled – even what exceptions can occur? Will you know in advance that an emergency purchase will be required to get your business get back to its feet without going through the flow of Quote-Order-Receipt?

Tally, as an organization, with many hundred employees, local and international offices, and multiple functional departments was itself studied to see how work 'flows' and how we could configure a work flow system – keeping in mind that people travel, have roles changed, authority changed, away on leave and with business 'exceptions' sometimes the norm, rather than an exception.

Seen from a people viewpoint (instead of 'document-centric' view):

- People have general authority (as part of one or more roles)
- People have specific authority (say sign checks over a limit)
- People are denied specific rights (cannot authorise a PO)
- Multiple people can perform tasks
- People can 'authorise' some one else to act on his behalf – top management might not even work on IT systems, giving verbal instructions
- People are often not directly reachable, traveling or unable to access IT systems

Also:

- There are simple rules on what must be done – say a PO is needed for a Goods Receipt, yet business exigencies can and do happen.

- Even these 'rules' are discovered over a period of time, and it is really difficult to get any department to clearly document what is done, under what conditions, by what authority and when

- The Workflow capabilities in Series C will enable real, usable & practical use of helping your organization to work – with dashboards, document links that can be mailed, 'on behalf of' activities, exception reporting and a security system that is as broad or granular as needed – and configurable on-the-fly, as you use the product.

- This implies that this process will also follow our legendary 'incrementally implement' philosophy – keeping the entire process so light-weight that you will not require an army of business process re-engineering consultants to force-fit the way you work into a rigid workflow system.

Functional Enhancements

Publish-to-sell combining Payment Engine and Tally.NET

Collaborative commerce gets a further boost with publish-to-sell capabilities – making your products available to the entire Tally customer ecosystem.

'Mark' specific inventory as 'publish for online sales'. Integrated with our payment engine, interested people could make a purchase, without the need for you to integrate a shopping cart and e-commerce engines – we'll even handle the finance flow as well as the PO into your system!

Complex BoM Management

While the Bill of Material capabilities available from many years will continue to be extended, broad based and powered, this Release will provide support for BoM's with tens of thousands of components, alternates and sub-assemblies.

Coupled with the connected world of suppliers, their stock numbers, lead times and prices, we expect that BoM management and associated cost computation will be completely taken care of.

Quotation Management

Full support for quotations, both inward and outward, to deliver a complete quote to order process. Quotes can be compared, split, optimised and managed.

In Conclusion

This document must still be considered as an overview, with only some of the major technical and functional capabilities highlighted. As an organization we remain committed to bring you the best user experience that can be delivered – from a product, ecosystem, commercial & organizational support perspectives.

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