

4th Quarter[®] Accounting Engine – *A Next-Generation Tool*

A New Concept in Accounting Software:

4th Quarter[®] Accounting Solution, from Braided Matrix, Inc. is a multi-user accounting application running on Mac or Windows[®]. It is designed to be modifiable at many levels: it can be configured or customized. Large portions of the application can be entirely replaced with programs of your own design.

4Q[™] is modifiable at four different levels

Configurable: 4Q's open accounting system gives you unprecedented control of and access to your data.

Custom reports: Customize existing reports and create new reports using ASG's SuperReport[™] report generator.

Independent Job Costing: 4Q's loosely integrated Job Costing database can be reprogrammed without modifying accounting operations (requires 4Q source code license).

Customizable accounting: 4Q is a truly customizable application. Its unique, independent accounting engine enables 4Q to be modified to support any business operation (requires 4Q source code license).

4Q is available in two versions

Core Accounting: This version provides complete accounting services not including inventory, purchase or sales. Core accounting includes GL, AR, AP, Journals, Cash, Costing, Financial Reports, Payroll Links, and DB Administration.

Full Accounting: This inventory-based business system, built on top of 4Q's Core Accounting, provides all the features of the Core system with additional support for Customers, Vendors, Sales and Invoicing, Purchases and PO's, and Assembled Inventory.

4Q uses a patented accounting engine

Originally designed as a toolbox for the 4th Dimension[™] (4D) database programming, 4Q is the only system available with a patented structure that separates business from accounting operations. Braided Matrix, or your own 4D programmers, can restructure 4Q's business database to meet your client's needs without having to modify its core accounting engine.

4th Quarter can run "out of the box" without modification as a complete accounting system. It can also be customized to particular business needs. Its "back-office" accounting engine can be combined with an existing "front-office" 4D-based business application.

4th Quarter reflects our insight that creating a computerized business system is first and foremost a database design problem. In this field we are a recognized leader. 4th Quarter gives you the power to rise to a new, more effective business solution.

If you are looking for a system that will support your customer's unique products, services, and organization, then 4th Quarter is your best solution!

Unique Features:

- Accessible** The user interface provides various levels of data access that depend on the area and the user's authorization level. The open accounting system provides access to all information from a central area.
- Customizable** The object-oriented data structure allows files to be added or modified without extensive recoding. The modular source code structure provides a programmer's toolbox of database, reporting, interface *and* accounting tools.
- Fault Tolerant** Extensive data entry and data import screening, as well as internal error checking and debugging tools to support systems in development.
- Fully Supported** Braided Matrix offers source code training for developers, project management and analysis training for clients, as well as tools, information, 4Q customization and project consulting to ensure successful installation and customization.
- Graphical** 4th Quarter has more interactive functions than other accounting programs. Over 30 areas can be opened simultaneously. Each area empowers the user by giving them wider and easier access to data, related functions, and on-line help. Lists, menus, and button bars clarify all options.
- Multi-user** 4th Dimension's unique Client/Server system provides exceptional performance, enabling hundreds of users to share information over a Mac, PC, or cross-platform network.
- Powerful** 4th Quarter is the most comprehensive program of its kind. Its generic accounting engine can handle retail, wholesale, service, or manufacturing business accounting, and can be extended in any direction.
- Profitable** 4th Quarter finally brings computerization to small and middle sized businesses that need specialized software. It provides this at a fraction of the cost and effort required by alternative software applications.
- Secure** 4th Quarter features exclusive administration and data entry areas. It supports a flexible password access system that can be assigned to users according to area, function, and menu item. Data access can be limited to specific reports, accounts and transactions.
- Staged Installation** To facilitate the transition from an off-the-shelf to a customized system you can install 4th Quarter in three stages: beginning with the stand-alone 4th Quarter Core application, moving up to the 4th Quarter Full application, and finally transitioning to a version with customized features. A single data file can be carried across all stages.

Beneath the Buzz-Words

Accounting — Relational and Object-Oriented

4th Quarter results from the marriage of our 4Q Shell™ application builder, available separately, and our patented accounting toolbox. These support 4Q's modular structure of self-contained forms, and modifiable tables and functions. This foundation provides 4Q with the necessary support for the integration of new data and new ways of handling data.

4th Quarter is designed for maintainability. It comes with source code documentation, built-in error detection, method tracing, version control and bug reporting.

Unlike programs that “can be modified”, 4th Quarter has been meticulously engineered from the ground up to provide multiple levels of modifiability.

Secure and Flexible Multi-user Operation

4th Quarter features extensive transaction processing to ensure data integrity and to maximize information access. This form of data management is used in place of the simpler schemes used in most applications, which can only accommodate limited changes. 4th Quarter uses the most robust technology in order to support its extension to the widest range of possible uses.

Optimized Data Management

Because speed and customizability usually conflict we've gone the extra mile to optimize the system so that tasks are lightning fast. Users report that 4th Quarter handles data faster than any comparable application. Reports print 10 times faster than in other packages. On-screen auditing can be done in seconds.

Maximum Access to Data

4th Quarter is designed to make computerization simpler and critical information more accessible. You will gain a better understanding of your business and you will have new opportunities for more effective business management. In 4Q:

- Customized screens are optimized for every table.
- The interface is “flattened” so that you don't have to tunnel through layers of dialogs.
- An “open” accounting system provides both consolidated and specialized views of your data without any sacrifice in security.
- There are few maintenance requirements, few accounting-related restrictions, and few required “batch” updating processes.
- Context-sensitive help explains every visible button and function.

Ongoing support

Braided Matrix supplies updates, upgrades, bug fixes, training, customization, service, and support. We can help you analyze and describe your client's business, and guide your client's on-going system evolution.

A Complete System

4th Quarter is a complete, high-end accounting platform. Both Core and Full systems are available as either closed or open source code. Here is a list of some of its features. Items marked with a * are only available in the 4Q Full system:

AR & AP	Partially or fully allocated payments, unallocated and prepayments. Allocate manually or automatically. Assign 10 priority levels in addition to date due. Reallocate at any time.
Archive/Restore	Posted transactions can be stored off-line for improved performance. Archived information can be restored when needed.
Chart of Accounts	Unlimited profit centers, departments, GL accounts, and subaccounts. Restrict individual user access to individual accounts.
Checking	Unlimited number of cash accounts with manual and automated check printing.
Customers & Vendors*	Any configuration of payable, receivable, sales and purchase accounts, customizable terms, multiple addresses, and multiple sales tax rates.
Financial Reporting	Unlimited number of customizable, multi-period, hypertext GL reports.
Custom Reports	User-customizable and complex reports can be created without customizing the application.
General Ledger	Four numbering schemes using from 6 to 11 characters. GL periods can always be reopened. On-screen auditing from financial reports down to individual transactions.
Import/Export	Data verification, data preview, and error reporting on import.
Invoice & Purchase Orders*	Create or copy orders from pre-existing quotes. Process in real-time or batch mode. Support for sales and trade discounts, back-orders, and multiple sales tax rates. Handle orders, shipping, back orders, and returns through a single, integrated screen.
Inventory*	Handle stock, service, and assembled items on a LIFO, FIFO or cost-average basis. Track inventory by lot number. Establish multiple quantity costs and prices. Use different account configurations for each item or assembly.
Job Costing	Unlimited number of jobs and job phases. Customize job costing without modifying other areas of the application.
Journals	Unlimited number of journals, each with custom reporting. Journal entries immediately update all balances in all modules. A "Pass-through" journal for non-asset transactions.
On-line Help	The on-line help system explains the function of each on-screen element and uses a key-word system to cross-reference 4Q's different functions.
Payroll Links	4Q interfaces with CheckMark Software's cross-platform Payroll application supporting paychecks, earnings and deductions, local, state and federal taxes, employee forms and reports. Payroll software data is imported easily into 4Q.
Transactions	Financial data are modifiable until posted, subsidiary data are always modifiable. Support for any number of components. Transactions can be created manually by using a dozen possible entry screens, or automatically by using templates.
Templates	Flexible means of recording common items with a scheduling mechanism to alert you to future due dates.

Customizing 4th Quarter Accounting

Braided Matrix, Inc. is ready to help you customize 4th Quarter Accounting Solution to suit your client's unique business needs. Our personalized service extends beyond tech support. While most software companies simply sell their product, our goal is to see 4th Quarter up and running as efficiently as possible according to your needs. We will make 4th Quarter work for you!

Braided Matrix has a 4-step approach to customizing 4Q. We are available to perform or oversee the customization process through all four steps, and to assist you at every point along the way. We also offer 4D programmers source code training and materials to licensors of 4th Quarter source code.

- **Step 1: Analysis** We create initial design specifications based on interviews with you in order to determine your needs and to understand your current system. This step yields a broad design outline, and rough time and cost estimates for the customization.
- **Step 2: Specifications** We write a detailed plan of how the custom system will function and how it is to be implemented. This is based on more detailed information about your business. It entails a thorough mapping of what tables are needed, how you want them linked together, and what additional code your business will need. This step yields a detailed blueprint for your system's structure, function and implementation, as well as a more accurate time and cost estimate.
- **Step 3: Implementation** Implementing the blueprint involves customizing 4Q's code, creating custom forms, modifying existing tables and linking existing 4D software to new subsystems. Our approach during this stage includes incremental testing, and accommodate ongoing changes to the design. At the end of this step the finished system is ready for installation.
- **Step 4: Installation** The first step in installation is importing existing data into the new system. This requires extracting, reformatting and cleaning old data. It is then imported in stages, tested and debugged. The new system must be configured, users familiarized with the new equipment, and data administration tasks defined. We can provide on-site user training and support as needed.

Braided Matrix, Inc. offers some of its services on an hourly basis, and others according to a fixed-cost schedule. Please contact us if you would like to know more about how we can help you customize 4th Quarter Accounting Solution to suit your unique business needs.

4Q Developer Program

Braided Matrix develops reseller relationships with independent agents able to supply installation, consulting, technical support and programming to 4th Quarter clients.

Developers familiar with 4D can become certified 4Q Developers by taking a training. 4Q Developers receive lead referrals and discounts on products purchased for resale. Developers must provide end-user support to their customers.

Discounts

Price discounts are available to certified 4Q Developers on the purchase of goods for resale. Braided Matrix consulting and programming services are not discounted. Discounts apply to current retail prices.

Sale to Braided Matrix referred lead	10%
Sale to 4Q Developer's client or prospect	20%

Qualifications

Resellers can become Certified 4Q Developers by taking our high-level 4Q training course and passing an exam.

Level 300 - for 4D programmers

The Level 300 course is designed for software developers and 4D programmers who would like to offer their services for the customization of 4th Quarter.

These courses are 3-day training's, offered periodically throughout the year on an as-needed basis. The cost varies according to location.

Client Support

Certified 4Q Developers must provide after-sale technical support to their clients. They are free to charge according to their own rate structure.

Braided Matrix provides technical support to 4Q Developers on an hourly basis to help them support their clients. We do not directly support the Developers clients.

Braided Matrix supplies clients and with leads to 4Q Certified Programmers or, if necessary, with direct programming services for the customization of 4th Quarter.

4th Quarter Surpasses Other Programs on the Market

4Q solves the customizable accounting problem using a patented relational data structure.

— Other programs are derivative, forms-based, inflexible, and business-specific.

4Q plays the role of an intelligent agent allowing you maximum access to information in its most useful form.

— Others are limited to standard reports offering pigeonholed perspectives.

4Q is easy to modify because it is built on an application shell and an accounting toolbox.

— There is no other like it.

4Q uses state-of-the-art transaction processing to create a reliable, multi-user application.

— A feature found only in much larger, more costly systems.

4Q supports customization at various levels.

— Other products support only reconfiguration and limited customization.

4Q uses optimized screens, allowing for the easiest formulation of business questions.

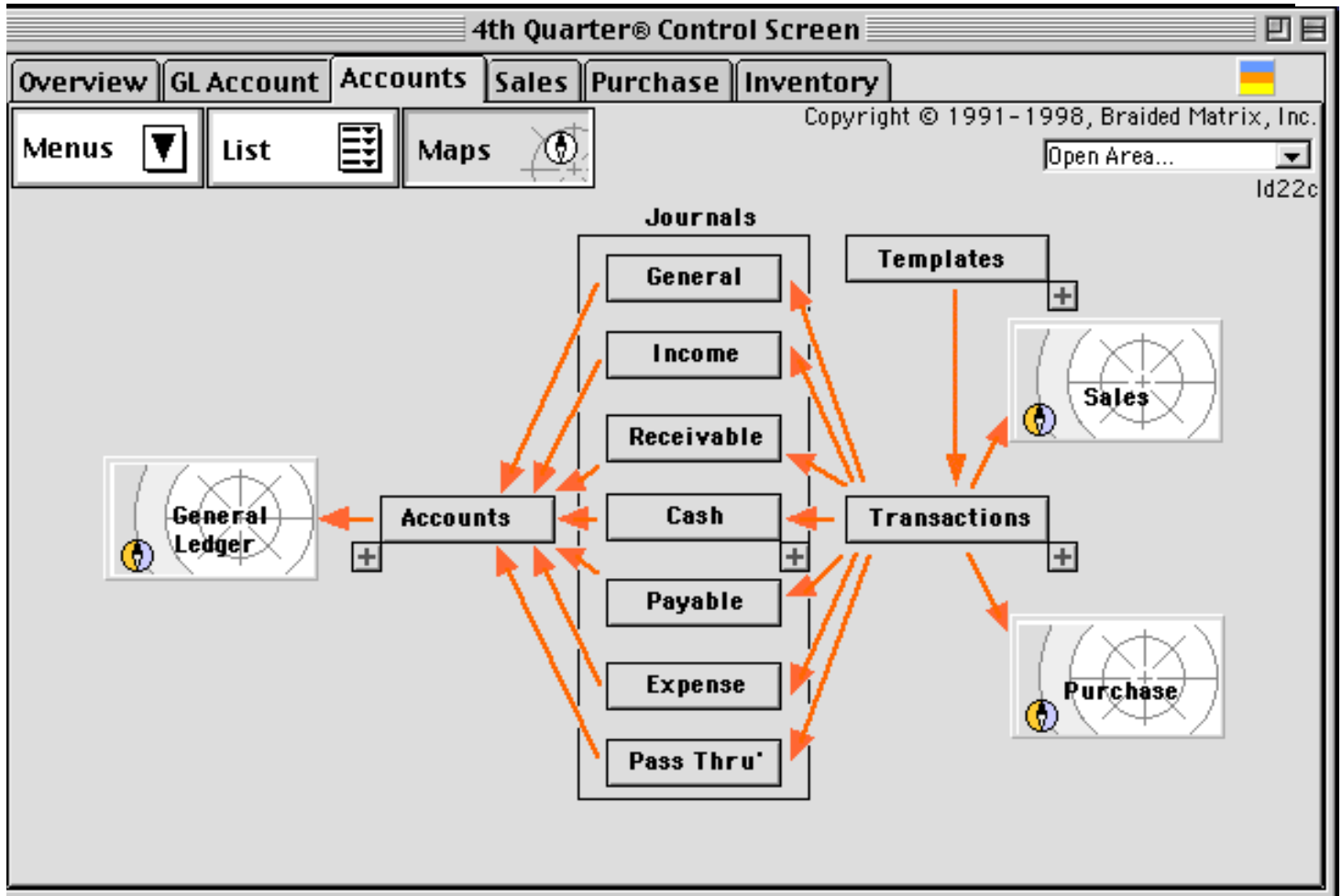
— Other programs use generic screens that are more difficult and less efficient to use.

4Q is designed from the start as a configurable, multi-level customizable application.

— Other products target specific industries offering customization as an afterthought.

4Q is backed by user, administrator, and programmer documentation, training and support programs.

— No other package provides support on as many levels.



The Accounts page of 4th Quarter's Map View control screen.

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