



POWER OF SIMPLICITY

Tally.ERP 9 - A User Perspective

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Introduction

Tally has always, through the course of its history, delivered tremendous and increasing value to the customer and the entire ecosystem. With the release of Tally.ERP 9, this value has increased at least by an order of magnitude. In this write-up, we will be concentrating mainly on the factors that contribute to this increased value. Here and there, however, we will be making a reference to what already had existed and also to what will be available in the short term (counted in weeks and months).

Also, despite the fact that there is an additional value proposition for our multi location users, we will be concentrating on the huge benefit to single user, single-site customers as they form the bulk of our existing user base.

In this write-up, we will primarily try to discover the benefits, whether to the organization or an owner – particularly since, in a small business situation, the owner is identified strongly with the organization - through different use-case scenarios.

Also, there will be no conscious attempt to describe or explain the features themselves in this write-up.

This document describes what is currently available (as on the date of first availability of Tally.ERP 9). In a few places, immediately forthcoming scenarios have been described. These places are marked with an asterisk (*)

New paradigms in Tally.ERP 9

The availability of remote access, other remote capabilities and other facilities which come with Tally.Net have brought about this possibility of a paradigm shift in the way customers use Tally. Let us see some of the ways in which customers may use and benefit from Tally.ERP 9.

Remote Access

Scenarios of use

By Owner

I have a factory (factory-cum-office) which is some distance away from where I stay. I now have the ability to look at what happened yesterday (sales, purchases, collections, expenses, production etc.) before I even have my breakfast and based on this I can now give instructions for the day. This means that the office now starts functioning effectively and does not have to wait for me to arrive at the factory. This is a huge improvement in efficiency.

I frequently travel and I love the fact that now I can keep track of what is happening in the office.

In the days before cell phones, we used to go to a supplier or a customer's office and in case of a need, could use his office phone to complete urgent business. I can now use anyone's Tally like that-- to access my data residing at my office.

Soon, I can simply go to my vendor's office, negotiate a purchase and using his computer and Tally, log on to my data, with my license (username and password),* enter a purchase order and print it out on his printer! .

My son runs an independent company and I have remote access on it. This is perfect for keeping an eye on things without any embarrassment between me and my son.

I keep some of my sensitive and personal accounts at a computer at home and I operate on the data remotely, even from office.

I take a long time to travel to work and I am able to work from my car using my lap top, which has an internet data card. I discovered that I don't even need a separate license for operating remotely from my lap top

Very useful when I go out on my collections -- I can even take a print-out of my entire customer ledger from the customer's own machine.

*When I am on vacation, I don't like to be troubled. I will be now able to SMS queries to my copy of Tally.ERP 9 and get the answers. I would prefer to do this, rather than to have a two-way conversation with my accountant!

By Others in the company

*I have sales people traveling to various towns and booking orders. They can now update their orders from the customer's place itself or go to a cyber café and do it.

My sales people do one better than that. I have bought each one of them a USB memory device costing a few hundred rupees. An educational version of Tally runs from that. Even if our customers don't have Tally, my sales person simply borrows the use of the customer's machine and he is connected to our Tally .He can now look at the customer's outstandings, order positions etc.

Access by the Chartered Accountant

I am an engineer and I don't want to be bothered about all these statutory conditions and formalities. I also would like my peace mind. I don't want to be worried and wondering about the possibility of some criminal case slapped on me – simply because I did not know. Ideally, I would like some CA to ensure that my accounts, various aspects of taxation and the way I have recorded my transactions etc. are OK. Today, thanks to the special access my auditor can have to my information, it becomes practicable and affordable for him, and therefore for me to ensure that my company is doing everything right.

My auditor comes every week and since I have a small office, it is a bit of a disturbance to me. I would prefer that he does most of the work at his office. The remote capabilities of Tally.ERP 9 should help greatly in this.

Access by others/ other stake holders

Access by Partner

I am a 'sleeping partner' in a company. I need to know what is going on without even my having to ask for various reports, etc. This is a great way to do it. (In fact, this may be a powerful reason for influence of purchase decisions in countries where a 'local partner' is mandatory).

While I am running my own company, I mentor several other companies. The kind of access that Tally.ERP 9 provides is just ideal for my purposes.

Access by Tally Service Provider

I now have continuous visibility to the status of the problems and issues I have raised (through the support center) and I can even grant special one-time access to my Tally service provider to my data so that he will be able to solve the problem sitting in his office, thus saving me time and money. I am also thinking of discussing with my chartered accountant and make sure that he also gets visibility on my problems. This is possible with Tally.ERP 9.

Access by Customers/ Vendors etc.

I am now planning to give access to my major customers and suppliers for their accounts. Till now, I could not do it securely. Now, since I can control what TDLs must run at a customer/vendor's login, and since the TDLs would physically reside on my machine, I can really do this.

Maybe there will come a time, when my banker will know my financial position automatically and give me increased working capital limits (just kidding!)

Data Security

Tally has always been one of the most secure business applications as far as data is concerned. In most systems, a person who knows the database password (typically an IT administrator, not a business owner) can play havoc with the system. Tally's data can be seen only through the application and therefore the application security also controls data security. If you decide to TallyVault your data, because of the sophisticated encryption algorithms, the data can be absolutely guaranteed to be non-recoverable without a valid username and password.

All this is possible while keeping the data portable (one of the unique strengths of Tally which contributes to its phenomenal supportability).

*In Tally.ERP 9, you can ensure that a particular company will be open-able only by specified serial numbers. You may want to have the luxury of your CA, consultant or partner look at the data but you want to prevent this being opened by any one else (say some one who can gain a competitive advantage)

You can even specify that a company is not openable in educational mode.

Now for something that will bring joy to developers and customers alike:

*You can specify the sets of TDLs that MUST run on a specified serial number. You can then no longer bypass the external TDL imposed controls etc., merely by disabling TDLs in the Tally.ini file.

Even security (examples: ledger level security for giving visibility to customers and suppliers, or voucher level security, which is currently not available in Tally) can be implemented and enforced through very simple TDLs.

Data Security in remote operations

The request-response system used by Tally.ERP 9 is extremely secure. Since both the receiver and the sender of information act as clients and not server, it is virtually impossible to hack. (Only servers can be hacked)

The data resides on the customer's machine only and not on the viewer's.

Access control is completely in the hands of the customer. The customer can even decide not to connect a company for remote access even though it has remote users.

Help and Support

On-lineHelp*

Apart from the help available from the customer's local machine itself, links are available which will give access to huge information on the Tally website.

Support Center

The customer can now report issues to his favorite Tally Service Provider or to Tally itself, and follow the status of the same. He can mark issues as closed or reopen issues. He can do this from his copy of Tally itself. He has complete visibility into all his past, present issues that are open or closed.

Tally.ERP 9 is probably the only product in the world that features:

- Complete three-way visibility for the user, support provider and the software developer.
- Issues are entered and the visibility got from the product itself.
- Customer has visibility from the product even to issues that he has raised over the phone.
- Customer has complete control over which issues are getting closed

License Management

Single Site

Now, licensing is a simple two-step process. Once the user (or the seller on behalf of the user) enters the serial number and activation key, the user receives a license key in his email. This is used by him to unlock Tally. This gives him a permanent license.

Now the customer can manage his licensing himself, all from within Tally (he can also do this using a browser). He can surrender his license and activate in another location without needing to approach Tally.

*Getting Suitable people to work on Tally**

Posting job requirements and looking at CVs

Tally.ERP 9 will allow potential employers to post their requirements for candidates from within the product and obtain responses. They will also be able to see the resumes of candidates who know Tally and contact them.

Recruitment tests

In the past, we have relied on the TCP certification as proof that a candidate knows Tally. To hold TCP certification exams in a fool-proof way is a huge task and most of the partners are not and will never be equipped for that. Therefore, the use of TCP as proof of the competency of the candidate has lost its luster.

Also the problem is that almost every candidate claims to know Tally. To evaluate the extent of knowledge is a huge problem for the employer.

Now, the employer can run a recruitment test for a potential candidate from his Tally.ERP 9, during a face-to-face interview and immediately know the results.

Other new Features

Central Excise

Tally already has features of excise for traders. Excise for manufacturers has been one of the most eagerly-awaited features in Tally.ERP 9. It is there now in a comprehensive and simple fashion.

Tally.ERP 9 handles, for instance:

- Multiple types of excise duties (Basic, Special, Education cess etc.)
- Multiple ECC numbers for a single company (A company can have multiple registered excise godowns and can also trade in excisable goods)
- Multiple valuation methods (like Ad valorem, Ad valorem/transaction value, value based on MRP, Ad quantum etc.)- all of these, if required, in the same invoice!
- Flexibility to have different unit of measures for excise reporting and recording transactions.
- Availment of CENVAT credit
- Payments to central Excise
- Keeping statutory records and reporting and returns.
- Sequential numbering for excise invoices even across different voucher types – for example across invoices and debit notes – (as per excise rule 11)
- All this and much more...

TDS

The TDS facilities in Tally.ERP 9 cover the entire gamut of TDS related processes from creation of a TDS liability to discharge and creating the e-file for the same.

The TDS feature has been completely re-written in Tally.ERP 9. The new features that have been introduced include:

- Capability to deduct TDS and also record the liability (due to purchase or availment of services) in a single voucher.
- You may also choose to create the TDS liability on a periodic basis.
- Now, separate ledgers need not be created for TDS and non TDS related payments. The same ledger can be used for both.
- Additional features like NRI payments (under Sec 195) are facilitated.

Payroll Statutory Reports

Almost all the PF, ESI and Professional Tax forms and reports that are needed to be submitted to the authorities are now available in Tally.ERP 9. This was another eagerly awaited feature in Tally.ERP 9.

NewLook and Feel

Tally.ERP 9 now has nearly 30% more screen real estate to display information. This is done through a 'hide-on-demand' info panel (bottom panel).

This extremely informative info panel tells the user not only the version but also the latest version that is available from Tally; TDLs that are running, edition particulars (Auditors', Gold or Silver) and some configuration details (which port the server is listening to, etc.).

Clicking on the logo takes you to the Tally website. Clicking on the latest version takes you to the 'downloads page', etc.

Most of the keys that can be used in a given situation are available upfront as buttons also. Example: during display of daybook, Alt-D, Alt-A, Alt-2 etc. are available as buttons.

Now the customer can see up to four instances of Tally (4 companies) for comparison on a single screen by resizing windows.

In most reports, you can select multiple lines (by pressing space bar or clicking on the line) and do some operations – example: multiple line removal (with Alt + R), multiple voucher delete (with Alt+D) from daybook.

Conclusion

For either a new potential customer or an existing customer on an earlier version, it is clear from the above that Tally.ERP 9 is a 'Must have' product.

[Click here – Tally.ERP 9 An Introduction](#)

[Click here – Tally.ERP 9 Product Notes](#)