

In This Month's Newsletter...

A WORD FROM LES	LAMMA 2019	STAY IN THE KNOW
SERVICE DEALER CONFERENCE	MOTORCYCLE EXPO 2019	SOCIAL MEDIA
MAKING TAX DIGITAL	TRAINING COURSES	

SERVICE DEALER CONFERENCE

Our sales team were in attendance to a very busy and highly successful Service Dealer Conference & Awards ceremony, held at the Oxford Belfry Hotel on 15th November.

The Conference theme was based around the most commonly expressed concerns and issues identified by dealers and continues to grow in popularity. It gives an opportunity to network, share stories, discuss business challenges and most of all share experience and knowledge.

Our team were busy from the outset. Dealers, manufacturers/distributors, industry experts and trade bodies were all keen to meet with us and discuss how Platinum is rapidly becoming the solution of choice for the Agricultural, Groundscare & Forestry sectors.

The evening awards ceremony recognised and celebrated the achievements of dealers. As a 'Gold sponsor' of the event Mike Cameron, Catalyst Systems Sales Manager, took to the stage discussing the "Aftersales Powerhouse" before presenting the "Star of the dealership" award to Jess Parks of A F Wiltshire, who has made tremendous efforts in learning about and helping to grow the Aftersales business at Wiltshire's. Well done Jess!



MAKING TAX DIGITAL

For your V.A.T returns for periods starting on or after 1st April 2019, the Making Tax Digital system is being introduced. Catalyst are pleased to announce that we have demonstrated our compliance with the new system to HMRC and we are now on the list of software suppliers who conform to the requirements of the new system.



You will need a programme update (free to those of you with live software maintenance) that will be available shortly to download. There is an authorisation process which is documented on the Platinum Knowledge Base "How do I authorise Platinum for Making Tax Digital" that needs to be done as part of your first submission under the new system, but this is quick and simple to carry out. For those who are not submitting electronically now, it will depend on individual circumstances as to what is involved in complying with the new system, but for the majority, it should be quite straightforward.

Jeff Kingsbury-Smith, Managing Director says "Whilst this change has involved a considerable amount of work behind the scenes, we have been able to keep the V.A.T submission process nearly identical to that which customers have been using up to this point if they were submitting electronically under the old system. As ever, we have made every effort to minimise the impact of the change on our customers"

A word from Les

Since my last update in the newsletter we have been working hard to bring our clients new features and enhancements to Platinum. A selection being Order Dispatch, Follow up contacts and Invoicing Sales Orders and Workshop Jobs via the Stock Control, allowing for a simplified single invoice covering multiple areas of the business resulting in fewer transactions. Latest news from Catalyst is easily found on your Platinum Logon Screen.



We have added a comprehensive pricing system to our new "Booking and Hire" module which is currently in the checking stage – We are looking at a December release for that. A report generator for the "Booking and Hire" is also being worked on with a release scheduled for early 2019.

Of recent focus has been getting Platinum ready for the 'Making Tax Digital for VAT' next April, you have been able to file your VAT digitally with Platinum for many years, but next year HMRC are making some serious changes to the way software communicates with their servers. Recently HMRC have opened up their system to a 'public beta', having now made all the necessary changes to Platinum required we are now on the list of Software suppliers who conform to the requirements. Platinum Software will be ready for "Making Tax Digital" well before the deadline.

In the last newsletter I mentioned we were overhauling our "Platinum Online" website in order to use new technologies created since we released Platinum Online several years ago. Work on that progresses well and I envisage a Q1 2019 release of that. The old Platinum Online and Platinum Mobile app will then be phased out over the course of 2019 allowing for a smooth migration of clients from the old platform to the new.

I'll finish off by mentioning our fantastic Knowledge Base ("Help" -> "Software Support" -> "Knowledge Base") written by our support team, an ever expanding resource (Almost 1500 articles and over 5000 reference pages now) for anyone using Platinum Software. We have many 'FAQ', 'Hints and Tips', 'How to', 'Getting Started', 'Trouble shooting' and 'Best Practice Guides' along with some video tutorials to help you get the most out of your Platinum Software DMS.

"Your Success is our Priority"



LAMMA 2019

We will be exhibiting at LAMMA for the first time in 2019. This will be the first time that LAMMA will be taking place indoors having moved from its previous home in Peterborough to the NEC in Birmingham.

Come and see us in Hall 19 on Stand 19.118.

The show will take place on Tuesday 8th (8:30am - 5:30pm) & Wednesday 9th January (8:30am - 4:30pm)

To visit LAMMA you will need to register before you can enter the show - visit LAMMA's website to register for free entry into the show.

Visit www.lammashow.com

LAMMA'19

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Visit: www.catalyst-uk.com

SOCIAL MEDIA

Facebook or Twitter?

Whichever you prefer, we are on there!



Please like our Facebook page and follow us on Twitter to see our latest enhancements and news. Also, take a look at our Youtube channel for tutorial videos on various areas of the system which have recently been updated!



www.twitter.com/CatalystDMS
www.youtube.com/CatalystDMS
www.facebook.com/DealerManagement



MOTORCYCLE EXPO 2019

2019 is nearly upon us which means Motorcycle Expo is edging closer. We will be attending the show as usual in what will be our 24th year at the show. You can find us on Stand B28.

Motorcycle Expo is once again being held at Stoneleigh Park Exhibition Centre, Kenilworth, Warwickshire from the 20th - 22nd January running from 9:30am - 5:00pm on both Sunday & Monday and 9:30am - 4:00pm on Tuesday.

Motorcycle Expo is one of the highlights of the year for us at Catalyst & we are very much looking forward to seeing you all there.



www.motorcycle-expo.com

TRAINING COURSES

Here at Catalyst we recognise that with such a comprehensive system it can be challenging to absorb all of the system's potential. The solution? Catalyst Training Courses! With excellent staff and onsite facilities it's the easy way to digest all that you need to know with a particular module.

The courses have been tailor-made to ensure that every individual leaves as an expert. Got a new staff member joining? Get them booked in today!

JANUARY

- Tuesday 15th - The Joy of Accounts
- Tuesday 22nd - Stock Control in a Day

FEBRUARY

- Tuesday 19th - Vehicle Sales in a Day
- Tuesday 26th - A Guide to Workshop Control

MARCH

- Tuesday 12th - Report Generator - So Simple
- Tuesday 19th - The Joy of Accounts
- Tuesday 26th - Stock Control in a Day

Our masterclass courses typically run from 10am-4pm on Tuesdays....

....Full day courses are £140 per person
Book a Private Training room for £300 for up to 6 people!



COURSES GO FAST SO MAKE SURE YOU BOOK YOURS TODAY!

Merry Christmas from all at Catalyst!

"Your Success is our Priority"

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