

## New Software vs Upgrade

New directions in software can often be more costly than upgrades. You should consider the cost of implementation, training and reduced productivity while you and your employees get accustomed to a new look and feel and sometimes changes in your business processes that may be required to fit your business into the new solution. Of course when considering the benefits of a new system you must be sure that real progress is made. Change for the sake of change can be very disruptive and expensive. When contemplating a replacement system one consideration is the value of your historical data; can it be migrated to the new system.

We have available two different products which can upgrade your Pro Series or VisionPoint. **Sage Pro ERP 100 or 200 and ALERE Accounting from TIW Corp.** Both of these core programs share many of the same third party solutions such as Riata CRM, PDF Blaster and Dynamite Service Management.

Sage Pro ERP 100 and 200 builds upon the code base which has served many of our customers for many years. Sage Pro ERP is feature rich and tried and true and ALERE Accounting is a new approach to accounting from a company who has been developing robust manufacturing software for many years. ALERE is a fully real-time solution and has been developed to provide for easy data import from existing systems. It can and should be considered an upgrade as well as a new solution. Designed using new programming standards and methods, it streamlines many of the functional steps users have to make in normal operations.



## Real Time Processing And What It Can Do For You!

Within the ALERE Accounting environment, activities such as GL journal entries and inventory transactions take place in real time. On huge benefit of this is that all ALERE period closings are automatic. This feature negates the requirement of having to release batch postings to the general ledger before being able to operate in the next period. The automatic period closing feature in ALERE offers such benefits as:

- There is no disruption to company activity because, without a mandatory closing process, ALERE is always available for use. This is especially important if you are managing multiple companies that must be closed in turn before they can be used.
- Critical reports, like Balance Sheets and Income statements, are always available to show the current status of your company because all the journal entries are posted in real time to the general ledger.
- You choose when to make closing entries and print the financial reports thereby allowing you to manage your time more efficiently. You no longer need to come in on weekends or stay late at night to close a period.
- Processing errors are reduced because you are always operating in the current period
- Batch closing processes associated with period closings are frequently failure points on a network due to the large amount of records that are being handled at one time and the complexity of the activity. Therefore, your data integrity is improved by avoiding these types of processes.
- Processing errors are reduced because you are always operating in the current period

All of this translates into saving quite a bit of time, which can save you quite a bit of money.



## Sage pro ERP 7.5!

The long awaited release of the next version of Pro is here.

## Sage Pro ERP 7.5 Enhancements

- WIP Release to GL
- Landed Cost Inventory
- Job Cost / Work Order integration
- Manufacturing Modules:
- Interactive Scheduling in Shop Control
- Separate Plan Order Number in Shop Control
- Import/Export Functionality
- Enhanced Dashboard functionality
- Credit Card Processing using Sage Payments Solutions Gateway
- Archive flags to streamline report search performance
- And more.....



## How Sales Increase With Riata™ CRM

**Alan D. Slivinski**  
General Manager  
Data Developers Plus

Like any other function in a business enterprise the work of finding buyers and closing sales follows some system of internal practices and habits. Marketing and selling is a process. Some companies have a formalized process to sell their goods and services. Others find themselves relying on informal systems that evolved over time. When economic headwinds prevail these informal companies work harder and harder just to maintain sales volume, let alone increase their sales. What separates the formal from the informal scenarios? The first company most likely uses a data based CRM solution to manage its process of marketing and selling as a means to maintain its revenue momentum. The second company, unfortunately, plays the odds that some combination of increased demand for its products along with aggressive pricing will produce the sales revenue needed to pay the bills and maintain business operations.

Companies that implement the Riata CRM software solution, available from Data Developers Plus, can and do manage their marketing and sales results with more accuracy and efficiency. They have a better knowledge base of "who is qualified to buy what" on any given day. Riata CRM companies don't have to gamble on results because they have a three dimensional management tool that enables their sales staff to meet the sales budget:

- 1) a calendar automated "tickler file" alerts the sales person on the day that a customer should be solicited for a sale;
- 2) real time sales histories and order entry procedures, viewed and activated in the Riata CRM customer record, make the work flow with Sage and ALERE Accounting systems very user friendly for the sales person;
- 3) user defined customer buying profiles make customer segmentation fast, accurate and cost efficient to launch targeted marketing initiatives through email blasts, merged mail announcements and telephone follow up contacts.

Call Mickey at 317.679.1387 or Tom at 317.496.4966 or visit us at [www.qrvconsulting.com](http://www.qrvconsulting.com)

Quality, Reliability, Value

By using the Riata CRM selling system a sales staff develops a shared expertise in leveraging customer knowledge into sales. By working the system on a daily basis sales people learn how to match the buying patterns of a customer with future offers to buy. A sales and marketing manager can audit the quantity and type of selling initiatives made by the sales staff and plot them against sales results. With these statistics in hand a series of best selling practices can be formalized and shared with new and tenured sales employees. With better selling skills in place the corporate closing ratio and average transaction price can all be managed up, leading to higher sales volume and profits.

Building sales and mitigating competitive risks are two strategic imperatives every company strives to achieve. A challenging business environment raises the bar of achievement for every company. Real world experience, however, proves that companies with an organized marketing and selling system, such as the Riata CRM solution, achieve both of these objectives more efficiently and more often.

It's hard to come up with another business investment that potentially holds a higher rate of return for a company than that of a CRM system. For more information contact Mickey or Tom, to learn how the Riata CRM solution can boost the sales productivity of your company.

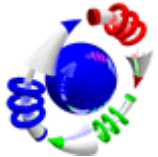


### EC Internet's Web Pro Pack

David Harris,  
President, EC Internet

Web Pro Pack is #1 in Sage Pro eCommerce. There are three simple reasons: it has the best feature set, it includes ASP.NET source code, and it can be hosted by almost any data center.

My good friend Rod Hatcher from TIW Corp is fond of pointing out that a feature list can be deceptive. A check on a list is one thing. A deeply implemented feature is another thing all together! We are now shipping our newest feature that demonstrates depth of implementation. Thus the Promotion Module.



### New Feature that Builds Sales!

*Promotion Module Added to Web Pro Pack Advanced.*

There is a famous saying: "marketing is measurement." And it makes sense. You need to know what is producing sales results and bringing in new customers in order to manage your marketing.

That is why our Promotions module includes the ability to track, control, and measure results. This feature was built with the input of some of our savvy marketing customers

The promotion module is easy to configure. Here are some popular applications:

**Shipping promotions:** Offer free shipping if an order is above a certain amount or if a particular item is purchased.

**Giveaway promotions:** Include a free item. The promotion system can offer a free product reward based on "triggers" such as: entering a coupon code, buying a product, or reaching a minimum order amount.

**Order discounts:** A percent discount or dollar discount can be offered on a particular item or on the entire order.

**Campaign tracking:** New buyers that are referred to the site from a URL or from an email blast can receive a promotion or simply be tracked. All promotions are tracked and a reward is optional. Like any promotion, a "Tracking Only" reward can save that source information in new customer records automatically.

The Promotion Module is now part of the Web Pro Pack Advanced

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version, and it is shipping now.



## Current Sage Promotions

### Upgrade to Sage Pro ERP 7.5 Now and Save!

Take advantage of this aggressive upgrade promotion for customers using older versions of Sage Pro ERP and VisionPoint to move to the latest version of Sage Pro ERP. In addition – you can save big bucks when adding additional users and LanPaks to your system from Jul 9<sup>th</sup> 2008 through Sept 26<sup>th</sup> 2008!

- Between **Jul 9<sup>th</sup> and Aug 26<sup>th</sup>** take **40% off** upgrade pricing on all upgraded modules and LanPaks when customers move up to the current version of Sage Pro 100 or 200 and take **30% off all additional LanPaks and modules** when purchased at the same time.
- Between **Aug 27<sup>th</sup> and Sep 26<sup>th</sup>** take **30%** off upgrade pricing on all modules and LanPaks when customers move up to the current version of Sage Pro 100 or 200 and take **30% off all additional LanPaks and modules** when purchased at the same time.

**Software Assurance is required for all additional LanPaks and/or modules but is NOT required on the upgraded software. Software Assurance fees are calculated on full product SRP.**

### Reinstate Maintenance, get Sage Pro ERP version 7.5 and Save!

If your Software Assurance has lapsed you can reinstate your maintenance, get version 7.5 and save significantly on reinstatement fees. In addition – you can save big bucks when adding additional users and LanPaks to your system Jul 9<sup>th</sup> 2008 through Sep 26<sup>th</sup> 2008!

- Between **Jul 9<sup>th</sup> and Sept 26<sup>th</sup>** take **60% off reinstatement fees** (back fees and penalties only) when customers reinstate their Software Assurance contract and pay for 1 year of Software Assurance at the standard price.
- In addition – these customers may take **30% off all additional LanPaks and modules** when purchased at the same time.

**Software Assurance is required for all additional LanPaks and/or modules. Software Assurance fees are calculated on full product SRP.**

**Additional restrictions may apply. Contact us for the to see if these promotions apply to you!**

### Competitive Upgrade Pricing Program

Competitive upgrade pricing programs are available for comparable software. Call for details. **Mickey Frost at 317.679.1387 or Thomas Cory at 317.496.4966.**

**If you are on an aging system; now is the time to look at improving efficiency with a modern new information system!**