

**Windows Vista...** continued from page 1

RAM, a DVD ROM drive, and a video display board that supports DirectX 9 graphics with a WDDM driver, 128 MB of graphics memory (minimum), Pixel Shader 2.0, and is capable of 32 bits per pixel. Most nVidia and ATI graphics cards meet these specifications.

Should your company upgrade its current pc's with Windows XP to Vista? First, check with each of your major software vendors to ensure that their software has been certified to run on Vista. Next, determine whether the pc's to be upgraded meet the specifications. How many years will you be keeping this pc? If it is only a year or two, the time and expense is probably not worth it. Many companies are delaying any upgrades to Vista until the first major service pack comes out which will probably not be until mid 2007. However, we suspect that most corporate IT Departments will start buying their new pc's with Vista pre-installed to save themselves the work of upgrading the pc's later.

Life's an adventure. Go for it.

**Web Sites to Check Out Over the Holidays**

There are no shortage of great web sites today. Here are a few to visit together with your family over the holidays to show them some useful resources and have some fun.

[www.microsoft.com](http://www.microsoft.com)—First of all, be sure to keep your computer up-to-date and protected with Microsoft Update or Windows Update. (Check your anti-virus and anti-spyware while you're at it.)

[www.wikipedia.org](http://www.wikipedia.org)—Free on-line encyclopedia maintained by users... accurate most of the time.

[Answers.com](http://Answers.com)—Claims to have over 3,000,000 answers organized by category. Be sure to give this one a try.

[Dictionary.com](http://Dictionary.com)—Ditch your Webster. It's all here including a thesaurus.

[www.howstuffworks.com](http://www.howstuffworks.com)—As the name implies you can learn about relative humidity or whatever else

you want.

[www.ipl.org](http://www.ipl.org)—The Internet Public Library has a collection of 20,000+ books, plus the 'Ask a Question' service.

[www.napster.com](http://www.napster.com)—You can play each song in their 2,000,000 song library up to 3 times for free!

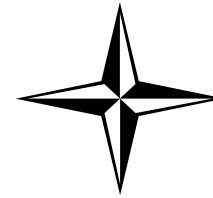
[www.nationalgeographic.com/index.html](http://www.nationalgeographic.com/index.html)—visit the planet's people and places from your pc. Very popular destination.

[www.straightdope.com](http://www.straightdope.com)—Answers to all kinds of questions you probably just took for granted before seeing them here.

[www.youtube.com](http://www.youtube.com)—Amateur videos ranging from the well, not so good, to the very funny.

[www.webMD.com](http://www.webMD.com)—site designed for lay people to diagnose and understand illnesses.

[About.com](http://About.com)—A consumer advice and information site.



**Beachwood Systems Consulting**

*- Now celebrating its 20th Anniversary -*



**Management Letter**

**Happy Holidays**

The best part of the holiday season is getting time off from work to kick back and enjoy being with your immediate & extended family and friends. If you want to have some fun, get a few people together and visit the web sites listed on the back page of this newsletter. You will find no shortage of topics to stump the know-it-all in your family.

We at Beachwood Systems wish you, your co-workers, and your family a happy and safe holiday season. We also wish for peace in Iraq and everywhere. When we look around the world and see all of the wars and fighting, we cannot help but feel blessed to live here in Ohio in the United States. Merry Christmas everyone.



*Steve Rogers*

Beachwood Systems Consulting, now celebrating its 20th anniversary, is a professional Information Technology firm providing consulting, PC & network support, ERP & CRM business applications, and Web and Windows based software development using the .Net platform, XML, Visual C++, VB, SQL, and Crystal Reports.

**The Next Wave**  
[WWW.BEACHSYS.COM](http://WWW.BEACHSYS.COM)

A Newsletter about PC Network issues, Business Applications, and Software Development

Issue #29 Dec/Jan 2007 (216) 823-1800

**Vista is Here**

Time flies. It's been almost six years since Windows XP was introduced to the world. Vista, Microsoft's new pc operating system, was officially released to businesses on November 30th. You will see it on individual pc's available for sale starting on January 30, 2007. In addition, Microsoft is introducing new versions of Office, Exchange Server, and SharePoint in 2007... quite an ambitious undertaking.

There are five versions of Windows Vista: Home, Home Premium, Business, Enterprise (requires software assurance), and Ultimate. Our advice to you is to get the Business Edition for the pc's in your company. Without it, the pc cannot join a domain, set itself up for remote desktop access, be governed by group policies, or use the encrypted file system (EFS). The Ultimate edition combines the Home Premium features such as HD Movie Maker and DVD Authoring with the Business Edition feature set.

What makes Vista different? Well for starters, Microsoft states that Windows Vista is more reliable than Windows XP, reducing both the frequency and impact of user disruptions. It includes fixes for known crashes and hangs, and new technology that will prevent many common causes of hangs and crashes. It has better self monitoring, reporting features, and supposedly, self-correction of problems detected such as slow performance, etc.

Next, security has been beefed up. With Group Policies you can now prevent the copying of data to a removable device such as a USB flash drive. Microsoft has done a better job of giving necessary permissions to standard users so that a user does not have to have administrator rights to a pc to do their work. Windows BitLocker Drive En-

ryption encrypts entire volumes helping to secure corporate data if a notebook or pc is lost or stolen (Enterprise Edition only).

There are several features that can improve worker productivity. The new "Aero" user interface features transparent glass-like windows that allow users to do more things at once. You can more easily see the open programs and documents on your pc with "live" icons. Included is a very nice desktop search engine to find information on your computer. It has Internet Explorer 7 built in. There is a new Sync Center for syncing a pc to the network, to another pc, or to a mobile device. Windows Meeting Space has been added to permit small (two to ten users) Vista to Vista web meetings similar to Live Meeting.

Until the operating system is released in mass, you will find that some pc's being sold are coming with an upgrade coupon. Be careful if you are purchasing a new pc that states that it is "Windows Vista Capable". That designation simply means that you can load the most basic Home version on it which does not utilize the Aero interface. If the pc literature says that it is "Windows Vista Premium Ready" then the hardware is probably ok. A new business pc needs to have a minimum of 1 GB of

Continued....Page 4



**Look Inside...**

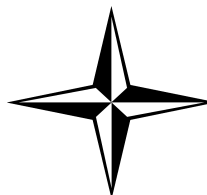
**Pages Two and Three:**  
Free GoldMine Webinars  
Microsoft CRM Mobile  
New Release of ES  
Interconnect for eSynergy

**Page Four:**  
Check out these Web Sites



*Now celebrating its 20th Anniversary*

Beachwood Systems Consulting, Inc.  
13315 Broadway Avenue  
Cleveland, OH 44125  
[www.beachsys.com](http://www.beachsys.com)



PRRST STD.  
US POSTAGE PAID  
CLEVELAND OH  
PERMIT NO. 728



## GoldMine Training

### SPECIAL DISCOUNTS

10% off 2<sup>nd</sup> attendee, 20% off 3<sup>rd</sup> attendee, 30% off 4<sup>th</sup>+ attendee\*

#### Introduction to GoldMine 12/13/06, 1/10/07

Topics include: working with contacts, managing activities and letter writing.

#### Intermediate GoldMine Functionality 12/20/06, 1/17/07

Topics include: Working with data subsets including filter and group creating and performing tasks.

#### Advanced GoldMine Features 12/27/06, 1/24/07

Topics include: the opportunity/Project Manager, GoldMine Report Writer and Automated processes basics

#### Power User Package

Special pricing on a bundle of Introduction, Intermediate, and Advanced classes.

The following classes are available on demand:

#### Administrative Capabilities

Topics covered are designed to help your IT staff administer GoldMine.

#### Automated Processes

This one day class is for users interested in automating their business processes.

#### Intro to Crystal Reports and GoldMine

Covers writing reports using Crystal Reports. Explains the GoldMine file structure.

#### GoldMine Administrator Package

Special pricing on a bundle of Administrative Capabilities, Automated Processes, and GoldMine Report Writing classes.

\*Training is worth its weight in Gold! Take time to obtain knowledge that has a year after year Return-On-Investment. For costs, student discount information, and class schedules for upcoming **GoldMine training classes** please call or visit our website: [www.beachsys.com](http://www.beachsys.com).

## Free GoldMine Webinars in January

### Things you should know that GoldMine can do.

During the month of January, Beachwood Systems will be offering a series of educational Webinars which will demonstrate some very useful, but often under utilized, features of GoldMine.

#### Friday - January 5 at 12:00pm EST GISMO – GoldMine Integration Services for Microsoft Outlook

GISMO will allow the GoldMine user to link email sent or received to their contact records in GoldMine, placing the email and any attachments into history. The link is made from the email address.

#### Friday - January 12 at 12:00pm EST GM LINK – GoldMine Link to Microsoft Word and Excel

GM Link allows mail merge functions to Word and Excel. Templates

can be set up to streamline these tasks. Also will describe usage of the Output To function.

#### Friday - January 19 at 12:00pm EST Sales Analysis Tools

Using the Sales Analysis tools allows an organization to quickly and easily analyze their sales performance and pipeline.

#### Friday - January 26 at 12:00pm EST Automated Processes

Automated Processes can assist an organization in automatically completing a variety of functions to streamline portions of the Sales and Customer Service functions.

Join Beachwood Systems via the Internet for these informal and informative sessions. Please visit our website or contact [crm@beachsys.com](mailto:crm@beachsys.com) to register. Space is limited.

## Microsoft CRM v3.0 Mobile

Relationships sell. Wouldn't it be great to have all of your company's cumulative relationship knowledge at your finger tips when you are heading to an unfamiliar customer site? Now you can by using Microsoft CRM v3.0 Mobile. And best of all, it is already included as part of the Microsoft Dynamics CRM package.

Mobile 3.0 lets you access a plethora of information from your CRM system directly from your PDA device. You can look up account activity, account history, and contact information either in a real time environment over the internet, or in a disconnected environment where you sync when at the office. If you are concerned about limited storage capacity on your PDA, Mobile 3.0 allows users to select individual accounts to be synchronized.

Mobile 3.0 is extremely customizable. It will mirror modifications to account, contact, and opportunity views, quickly and easily.

Mobile 3.0 will run on most servers that are already running Microsoft Dynamics CRM with only a couple of exceptions. Most PDAs with a Microsoft based operating system will be able to run the client portion of Microsoft CRM 3.0 Mobile.

There are other ways to sync with PDA's running different operating systems such as Palm or Blackberry. Some of these require a bit more manual effort to utilize but certainly will get the job done.

If you have any questions about Microsoft Dynamics CRM 3.0 or Microsoft CRM 3.0 Mobile, please call us at (216) 823-1800 or email using [crm@beachsys.com](mailto:crm@beachsys.com).

## Macola ES 360 Version 323

Exact Software has released version 323 for Macola ES Batch360. This version contains fixes to about 500 errors, support for Crystal v10, stronger integration with Exact Business Analytics, and several improvements. In addition to the internal testing performed at Exact, the version was placed in four controlled sites and run for about a six week period to ensure that it is the most stable offering to-date.

Improvements include:

- Cash receipts can now be applied to invoices and write-off amounts to each invoice, allowing users to write off to multiple G/L accounts;
- Users can populate city and state automatically once the zip code is entered;
- The Accounts Receivable customer card has been updated by removing the Void option from it. Through improved internal controls, users can now have access to the card, as void rights will be managed by the Void Menu option;
- Users will now have the ability to

print Financial Information by a range of Cost Units;  
· To save time, you will now be able to open e-Synergy® within Macola ES; and  
· A new Accounts Payable Registry report will allow you to print by check number and/or by vendor name.

## Engage '07

'Engage' is Exact Software's annual user conference. This year it is being held in Dallas at the Hyatt Regency from March 11 through March 14. . It is a great place to obtain training, learn more about your enterprise software's capabilities, look at companion add-on solutions, and find out what is being worked on for future release. You can meet executives and staff from Exact as well as other users of Exact software products. Plan to attend!

## New e-Synergy Add-on

There is a new add-on product for e-Synergy that will make it an even more useful CRM tool. InterConnect for Macola provides real-time data views directly from Macola information such as open and historical order searches, and item inventories. Since e-Synergy is web based, that means you now have the ability to see much Macola information remotely just using a browser.

With InterConnect you can create true Macola quotes from a customer's account card within e-Synergy. Quotes can access the customer pricing tables set up in Macola. The quote can then be viewed or edited from either appli-

cation. You can print quote documents from e-Synergy.

The product adds a new feature for tracking phone calls outside of workflow requests and is located on the Monitor section.

Pricing is \$1,500 for the product plus \$80 per user. You will also need a runtime license for the e-Synergy software development kit (SDK). The product is written in compliance with the e-Synergy standards and includes multiple divisions to support multiple Macola companies. For more information about Interconnect, please visit [www.inttech.com](http://www.inttech.com).



## Macola Training

### SPECIAL DISCOUNTS

10% off 2<sup>nd</sup> attendee, 20% off 3<sup>rd</sup> attendee, 30% off 4<sup>th</sup>+ attendee\*

#### Crystal Reports for Macola 12/18/06 to 12/19/06

You know the data is there. Now learn how to get it and turn it into effective business decision-making information!

- Day 1: Creating Reports and Selecting and Sorting Records
- Day 2: Creating Formulas, Formatting Sections, and Presentation Quality Reports

#### Special 1 Day Class on EVENT MANAGER Wednesday, December 20, 2006

**Accounting**  
1/16/07 to 1/18/07  
3 Days

**Distribution**  
2/6/07 to 2/9/07  
4 Days

**Manufacturing Planning and Control (MPC)**  
2/20/07 to 2/22/07  
3 Days

**ERP Manufacturing**  
3/13/07 to 3/16/07  
4 Days

**System Administration**  
12/12/06 to 12/13/06  
2 Days

\*Please see our web site, [www.beachsys.com](http://www.beachsys.com) for details and current schedule information.