

Setting up a Wireless Network at Home or Work

Most people today use a cordless phone or cell phone to communicate and it will not be too long before they also use a wireless computer to connect to their computer network. Wireless networking has become increasingly popular as prices have come down, new products have been developed, and the technology has improved.

Today there are two standards in the wireless world, 802.11a and 802.11b. The 802.11a standard was developed shortly before the 802.11b standard but has few products developed for it. The 802.11a standard offers 5 times the speed of the 802.11b standard. Compatibility though is its major problem as products from different manufacturers

often are incompatible with each other as well as with products on the 802.11b standard.

The 802.11b standard offers acceptable throughput for most home and office applications, good compatibility between different manufactures, and a wider range of products available.

A large concern for implementing a wireless network is security. A wireless network works by transmitting data over radio signals instead of wires. This is great as you can move from one room to the next without losing you network connection. On the other hand though, it also allows nearby unscrupulous people to hack into your data from outside your building or home. Several

measures exist to improve the security such as changing the network name, disabling the broadcast of the network name, sending data in an encrypted format, and purchasing a third party product designed to improve security.

For the 802.11b standard, reviews have listed the Linksys WAP11 as an excellent value for the small business or home user offering ease of setup and configuration. At less than \$200 for the access point and \$100 for each wireless card the solution is affordable for many home users. Cisco's Aironet 350 series is a top choice for larger businesses. At \$800 for the access point and \$200 for each wireless card the solution is within the reach of many businesses.



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.NET

(pronounced "dot net")

Most companies use general-purpose packaged software for accounting, manufacturing, sales & marketing, and other traditional functions where there are multitudes of sophisticated software packages to choose from. But many organizations have operational procedures that are very unique and quite often represent the essence of their success. The most profitable organizations we have seen over the years have identified their critical success factors and have systems built around monitoring the effectiveness in achieving them. Often times these systems are custom written.

Microsoft has created a dramatic new way in which to write custom software. Quite simply Bill Gates has redesigned how custom software will be developed in the future with the introduction of the .NET Software Development Platform. This article provides the lay person with an overview of the new approach and why it is important to any organization that uses or plans to use custom written software, whether it is for the desktop or internet.

One benefit of the new platform is that Web Applications (accessed via a

browser such as Microsoft Internet Explorer) are created in manner analogous to creating traditional desktop applications that run under Windows. Having easy to use graphical editors, common libraries, and a single integrated development environment as found in Visual Studio.Net will reduce development and on-going maintenance costs. .NET supports many programming languages including Visual Basic.Net and Visual C++.Net so that programmers do not need to learn an entirely new programming language.

Another huge benefit of the platform is that all applications

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**Management
Letter**

The lead article in this issue of *The Next Wave* is about custom software. Every company has unique processes that if automated can provide benefits for years to come. The goal, of course, is to get the custom software seamlessly integrated with any off-the-shelf software you may be using. If you see a situation at your firm with a pretty clear ROI, please do not hesitate to give us a call.

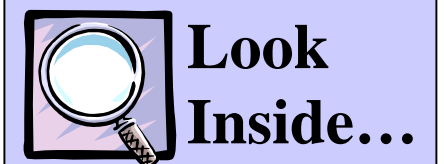
The article on the back page is about wireless networking. With notebooks now weighing as little as 3 pounds, and hand-held pc's at 1 pound, and pocket pc's often having a full type 2 pc card slot in which you can insert a wireless networking card, you will be wanting to get on the NET in a lot more places than just in your office. It won't be too far in the future that public networks will be in every airport, hotel, and major city so that you can connect with your own pc ... wirelessly. The devices mentioned are also great for creating a network at home without having to pull cables through the walls.

Happy Computing,
Steve Rogers

Beachwood Systems Consulting is a full service computer firm providing consulting, PC & network support, ERP & CRM business applications, and Web and Windows based software development using Visual C++, Visual Basic.NET, Microsoft Access & SQL, and Seagate Crystal Reports.



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Tips and Tricks for **GoldMine**

Trick #1 - Making Completed Activities Appear on the Calendar:

In the weekly calendar view, right click on a blank area of the calendar. From the local menu, click "Activities. . ." then check the boxes for the types of activities you wish to appear on the calendar. Note that the right hand column allows you to select completed activities. Click OK and when your calendar refreshes the activities you have selected will be displayed. Not all calendar views support the display of completed activities.

Trick #2 - Using More Fields in Email Templates:

Did you know that you can use most of the contact1 and contact2 table fields in your email templates? Simply enter a valid dBASE expression within the "<<>>" field markers. For example, you want to insert the terms for each client into the email message. Assuming we have a contact2 field called "UTERMS", we could insert the field into the template by entering the following expression - "<<<CONTACT2->UTERMS>>". This allows greater flexibility in creating email templates.

Training is worth its weight in Gold! Why struggle when you can spend one day to become more productive all year? There are Intro, Intermediate, Advanced, Administrator, and many more classes available. For information on upcoming **GoldMine training classes**, please call or visit our web site: www.beachsys.com.

Linking GoldMine into Your Phone System

Have you ever wished that GoldMine knew who was calling before picking up the phone so that it can open to that contact record ahead of time? If so, TAPI Link for GoldMine has the functionality that you are looking for to link your phone system with GoldMine. TAPI Link is a companion add-on product that has been developed to allow GoldMine to integrate with many phone systems. Before TAPI Link, a custom application would have been needed for this integration, but now it is standard add-on and within the reach of many companies.

TAPI Link for GoldMine enables users to dial-out by simply clicking on the desired phone number in GoldMine. On the inbound side, the product will display information on incoming callers as the phone rings. This will allow representatives to quickly review the information on a caller before picking up the phone.

The software works in the following manner for incoming calls. When a call comes in, it searches a special table containing the three main contact phone numbers and any

phone numbers entered in the additional contacts screen. When it finds a match, it presents an incoming call pop-up screen providing the user with up to five fields of information from the contact's record. On the pop-up screen there are options to GoTo the Record, Ignore, or Open Contact Record in a New Window. If there is no phone match in the special table, the user gets the options to either Create New Record, Ignore, or Create New Record in New Window. This decision can be made after the phone has been answered.

The TAPI Link product can be configured to work with many different TAPI compliant phone systems. Generally, additional hardware and software will need to be purchased from your phone system company in order to make it TAPI compliant. For more information on this product and the feasibility for adding this efficiency to your operation, please contact a specialist on our GoldMine team.

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written under it will be more stable, reliable, and secure.

Applications require a special software engine to be present which loads the app, verify it can run without error, checks security, executes the app, and cleans up after it is finished.

.NET permits the creation of a new class of programs called Web Services. These are applications that exchange XML-formatted data with other

applications over the Web. Think about this. In the future your company will publish a number of Web Services that will be interacting with other companies' Web Services. The applications will be talking to each other with no human interaction. The goal is to enhance the ability of businesses to work together with their partners, vendors, and customers.

Macola Tech Tip

When running Progression updates, a Progression window is displayed with the message "Error Creating Output File". If the OK button is selected, the update process appears to continue. Even though the update process continues, the error message is an indication that not all *.lbr files were updated.

This problem can be caused by users logged into Macola while the update is processing, running a third party application such as Crystal or Microsoft Access that is accessing the Macola data, or phantom USER*.tmp files in the \MACOLA70\USERS directory.

Use the following troubleshooting steps to address the problem:

1. Log out of Progression.
2. Browse to the MACOLA70\PROGRAMS folder and rename the INQ*.lbr and SY*.lbr files.
3. Verify no users are logged into Progression.

4. Verify no USER*.tmp files exist in the \MACOLA70\USERS directory.
5. Verify no files are held open at the server.
6. Log into the network as the administrator, and into Progression as the Supervisor.
7. Run the update process again

This information can also be found on the Macola's website in document no. 01.233.190.

EXACT SOFTWARE PROMOTIONS

Exact Software has extended the deadline until August 31, 2002, for upgrading to the SQL version of Macola for only \$350 per user. As an additional incentive you will receive five free additional users for your Macola system!

Exact Software North America Customer Seminars

Exact Software North America has just finished its first wave of regional customer seminars highlighting the next version of Macola, Macola ES, and e-Synergy, a web-based front office tool. The seminars provided a good overview of the next version of the Macola software.

During the presentation an upgrade timeline was shown stating that Exact Software North America has been running Macola ES in-house for about a year, 10 sites have been approved for the upgrade in a controlled release state, and that the general release is scheduled for this fall. Exact estimates that several hundred end-user sites will upgrade this year with the majority of the end-user sites upgrading in 2003 and 2004.

Some of Macola ES's new

features that were highlighted were the integration between Microsoft Excel and Macola ES, customer order totals on the order entry screen based on quantity to order and quantity to ship, pop up screens for the immediate printing of order acknowledgements and picking tickets, vastly improved engineering change functionality, and document storage from within Macola

If you didn't get a chance to attend one of the seminars don't worry because Exact is planning on hosting a second series of seminars in the fall during September and October. For now you can also go to Macola's website to download the PowerPoint presentation that was used during the seminar as well as answers to questions that were asked by attendees during the seminar.



Macola Authorized Training

SPECIAL DISCOUNTS
10% off 2nd attendee, 20% off 3rd attendee, 30% off 4th+ attendee*

Accounting 9/17 - 9/19

Day 1: General Ledger & Month End/Year End

Day 2: Accounts Payable

Day 3: AR/Bank Book

Distribution 8/20 - 8/23

Day 1: Inventory Management

Day 2: Order Entry

Day 3: Purchase Order & Receiving

Day 4: Order to Cash Cycle & Purchase to Pay Cycle

Manufacturing Planning and Control (MPC)

8/6 - 8/8

Day 1: Inventory & BOM & Production Order Processing

Day 2: Master Scheduling / MRP

Day 3: Processing Transactions

ERP Manufacturing

9/10 - 9/13

Day 1: Inventory & BOM

Day 2: Standard Product Routing

Day 3: Shop Floor Control

Day 4: Manufacturing Cost Acctg

System Administration

8/15 - 8/16

Day 1: System Manager

Day 2: Database Tips, Client Setup, File Purging, & Troubleshooting

Crystal Reports for Macola 8/13 - 8/14

Day 1: Creating Reports & Selecting and Sorting Records

Day 2: Creating Formulas & Formatting Sections & Presentation Quality Reports

*Please see our web site, www.beachsys.com for details and current schedule information.