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I would like information on:

Macola Software Custom Applications
 GoldMine Systems Integration
 Extra Issues of *The Next Wave* # issues


Focus on
Programming

Many companies face the challenge of "getting on the web" with only that goal in mind. Often times, the strategy of "do now, fix later" winds up costing a lot of time in both the "do" and the "fix" parts of the process. Besides, only Microsoft is allowed to behave that way.

Rather than spend your resources so inefficiently, consider doing it right the first time with careful web planning and execution by experienced consultants. BSC provides a full design specification prior to writing the first line of code. Remember, once a customer sees a web page, you can never change that impression!


Beachwood
Systems
Consulting



Letter
from the
Principal

Have you heard the latest buzzword? It's **e-commerce**. Everyone is talking about it and what it can do for their companies in the 21st century. We view it as a melding of business and the Internet. For instance, the Macola accounting system can publish portions of its inventory file as an on-line catalog from which Internet users shop. The GoldMine contact management system can seamlessly obtain and process lead information from anyone leaving a request on a web site. Citrix can be used by Application Service Providers (ASP) to host large scale accounting / manufacturing software remotely so that the customer does not have to be concerned with the local installation, rather only with its use via the Internet.

Lots of e-commerce is geared for product-based companies, particularly ones that want to sell directly to end-users. This doesn't seem like a bad strategy ... ask Michael Dell what he thinks.



Happy Holidays, and most of all, best wishes on an *uneventful* New Year!

Sincerely,
Steve Luc

The Next Wave

WWW.BEACHSYS.COM

A Newsletter for Managers That Depend on Computer Applications to Accomplish Their Goals

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Office 2000

For the novice and the experienced user, Microsoft Office 2000 is a great leap forward in information management, thanks to improved document creation and sharing technology and seamless web integration.

Document sharing has never been easier or more powerful in the Office suite. Any Office document, be it a Word document, an Excel spreadsheet, a PowerPoint presentation, or whatever you need to share, can be effortlessly e-mailed directly from the development platform. An e-mail button on the Standard toolbar opens up an Outlook e-mail dialog. If more than a select few users need the document, you can simply publish the document as a web page by selecting "Save As Web Page" from the File menu. If concurrency of use is needed, Office 2000 comes equipped with group-ware capability over a LAN or Internet connection.

The improved user interface of Office 2000 makes document creation and editing more efficient. For one, when using the clipboard in Office 2000, users can now store up to twelve items in the clipboard, as opposed to the customary one item limit. Also, the menu items are dynamic, meaning that most frequently used menu items rise to the top of the pull-downs. In addition, the pull-down menus hide most of their selections behind an arrow symbol. Once the mouse pointer passes over that arrow, the full menu is revealed, but until then, only the most frequently used items are visible. Another innovation is the improved Open File Dialog, which allows users to toggle between personal document

folders, a "favorites" folder, and recently edited documents for quick document launch.

Office 2000 also features a robust desktop publishing application called Publisher, which along with Office's powerful Front Page web site management application, magnifies users' ability to create professional-looking web pages. Improvements to Publisher, including new clip art and templates, allow businesses to effortlessly create professional looking flyers, brochures, newsletters, letterheads, greeting cards, and all sorts of other documents as well.

Office 2000 comes in several editions ranging in price from about \$200 for a bare-bones upgrade to about \$800 for a full bells and whistles installation. The Premium package includes Word, Excel, PowerPoint, Access, Outlook, Publisher, Small Business Tools, Front Page, and Draw. The Professional edition excludes Front Page and Draw.


Look
Inside...

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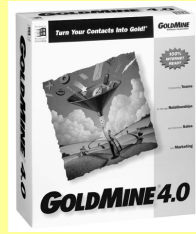
- **Macola and e-Commerce: Growth Partnership**



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Tips and Tricks for



- Find out more information about a contact with GoldMine's Internet Search pop-up window. Located under Query | Internet Search, GoldMine provides numerous popular Internet resources to aid the search. Retrieve corporate information from AltaVista, Yahoo, c|net Infoseek, WhoIs, Nasdaq-Amex, and Deja News. Retrieve personal information (phone number, e-mail address, etc.) about a contact from Four11, Switchboard, c|net Infoseek, and Deja News. Need a phone number? Try the Internet Yellow Pages. Going out of town to meet a contact? Get weather information from WeatherNet or maps from Maps On Us and Yahoo Maps. Users can also toggle a "data view" on and off allowing them to customize search strings.
- If you need to view your to-do list by type, open your Activity List (View | Activity List) and click on the appropriate tab. Here all of the items you need to address are organized by type code.
- Are your user names disappearing from your calendar drop down list? Have the GoldMine administrator run 'Verify User Lookups' in the user's file master list. Go to File | Configure GoldMine | Users File... and right click in the users master file list. Select Verify User Lookups.

GoldMine 5.0: The Best Just Got Better

GoldMine 5.0 is the latest release of the award-winning contact management software. 5.0 takes all of the robust functionality of the previous versions and builds upon it with added user-friendliness and power.

5.0's user interface is a vast improvement over previous versions. The screen display now has a merge field for the primary contact as well as e-mail and web site fields, tab navigators, and tab order. Data entry is better thanks to Auto-Fill technology, scheduling from pending, and undo capability (even after a record has been altered). Data extraction is easier than ever with extended "find in folder" and filter capabilities, as well as "copy to clipboard", shift-click record selection, and e-mail linked documents.

Some of the older features that

have made GoldMine famous have received a face-lift. The powerful Info Center has a new toolbar, attachment preview, and automatic table of contents generator. The E-mail center now has rules, searches, merge code support, multiple inboxes, and better integration for Outlook 2000.

GoldMine 5.0 has some brand new features as well. Users can convert opportunities to projects. Sync Wizards streamline the synchronization process. Record Alerts make sure that important information gets the attention it deserves. The Document Management Center allows output to Word or Excel.

GoldMine Software's tag line is "Simply Powerful" and it has never been truer. Call BSC for a free demonstration of award-winning GoldMine software.

e-Commerce: Everyone's Doing It

E-Commerce is revolutionizing business processes. Application of e-Commerce allows businesses to limitlessly expand across borders and keep the doors open 24 hours a day, 7 days a week. Macola Software, already a leader in integrated accounting, distribution, and manufacturing ERP solutions for small to mid-size companies, has developed a comprehensive e-Commerce companion package thanks to their partnership with **fourthchannel**, a Columbus, OH based company specializing in electronic commerce.

Macola and **fourthchannel's** e-Commerce technology allows businesses to publish a subset of their Macola Inventory Master File as an online catalog. From there, customers can use a

"shopping cart" to buy products and services.

Once orders are placed, Macola's tightly integrated set of services retrieve the order information, process it electronically, and can update order status (credit hold, shipping date, etc.) to the web automatically.

E-Commerce web hosting can be done a number of ways, the most popular of which are "leasing" the software and web space or purchasing the software and hosting on an in-house web server. Regardless of which option, Macola can support robust, automated electronic commerce, from supply side to manufacturing to order entry to accounting.

Call BSC today and get your business on the web.

Remote Access to Your Network via Citrix MetaFrame for NT

Citrix MetaFrame is the ultimate "thin client" solution, perfect for remote access to your network applications by off-site users. The processing of an application, such as an accounting system, is done on the server while only screen updates, keystrokes, and mouse clicks are transmitted to the client, which can be almost anything including a 386 PC, Macintosh, or even an X-Terminal. This means the bandwidth can be extremely low, permitting applications to run speedily using a regular modem. In certain cases, the solution can reduce software-licensing fees by not having a heavily used application loaded at multiple locations.

Citrix MetaFrame extends Windows NT Server 4.0 through

additional client and server functionality including support for heterogeneous computing environments, enterprise-scale management, and seamless desktop integration.

Heterogeneous computing allows Windows-based access to virtually all types of client hardware, operating systems, network connections, and LAN protocols. As a result, organizations can maintain their existing infrastructure yet still deploy the most advanced, 32-bit Windows-based applications across the enterprise.

Enterprise-scale management allows transparent system scalability. With MetaFrame, additional servers can be added to a network without having to adjust a single user desktop. Appli-

cations can be administered across multiple servers from a single location.

Seamless desktop integration offers access to all local system resources, including sound, local drives, COM ports, local printers, and applications. This level of integration is called "Program Neighborhood", which is not unlike Windows' Network Neighborhood. Icons for server-based applications can be pushed onto the Program Neighborhood client, integrated into the Windows desktop, or put right into the user's Start Menu. Not only does Program Neighborhood allow for total administrative control of applications, but also no client configuration is needed.

Citrix also provides Installation Management Services de-

signed to automate application installations across a MetaFrame environment. This allows quick and easy application installation replication across an enterprise.

MetaFrame is fully Y2K compliant, but even more importantly it is capable of an enterprise-wide deployment of Y2K-compliant solutions and applications.

Beyond Y2K, Citrix offers an "insurance" policy against potential incompatibilities. Citrix's Subscription Advantage program provides automatic delivery of upgrades, patches, enhancements, and maintenance releases as soon as they become available. With Office 2000 here and Windows 2000 on the horizon, Subscription Advantage is a flu shot for your entire network.

This Month's Module from

MACOLA

SOFTWARE

Order Entry (O/E)

Macola's Order Entry Module is a critical component of the electronic commerce process. Macola's O/E is a robust module capable of supporting three primary phases of order processing: order entry, picking and shipping, and billing.

O/E's order entry process accepts orders and quotes, validates credit, and calculates pricing. O/E's picking and shipping process recommends lines, picks serial/lot/bins, and generates shipping documents such as labels, packing slips, and bills of lading. O/E's billing process completes the circuit between customer service, the warehouse(s), and accounting.

O/E supports intuitive manual order processing, but more importantly, O/E supports automated order processing through EDI as well as through **fourthchannel's** e-commerce website interface.

When viewing orders, BSC consultant and certified Macola expert Adam Ryan suggests users use the *consolidated order view*. The consolidated view permits users to simultaneously view both posted and unposted orders. This is a real time-saver because otherwise order checking involves navigating three different screens.