

Special Promotion

Macola is offering a special price for the upgrade to Crystal Reports version 7.0. Macola is ending support for version 6.0 at the end of September, so this is a good time to upgrade. A single user upgrade is \$250, and a five-user upgrade is \$995. Also, as a special incentive, you will receive a free upgrade to Crystal version 8.0 if you order before September 30, 2000.

Crystal 7.0 is the reporting application that Macola is using for their new module, Reports 2000. Macola supplies more than 125 standard reports developed in Crystal. These reports can be used for standard reporting, or customized versions tailored to your needs can be made from the original report. Call us soon for more details.

Suggestion Box

Beachwood Systems is dedicated to helping its clients achieve their business objectives through better use of technology. Any suggestions you have for how we can improve our service are always greatly appreciated. Please call or e-mail Steve Rogers at extension 101 or rogers@beachsys.com with any ideas, complaints, or compliments. Thank You.



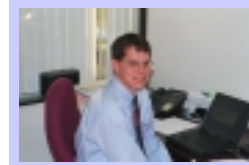
Pearls of Windows Wisdom

The Windows registry is the backbone of the operating system. The registry stores all sorts of information that tells Windows how to look, feel, and behave. Unless you are absolutely sure what you are doing, you should never alter any of the values in the registry. The consequences of a registry mistake can render your machine inoperable and such mistakes may be impossible to fix, save a reinstallation of Windows or worse. Registry editing is best done by pros, so you shouldn't try this at home. However, should the need arise, there are tools, such as Regedit.exe, that help you do the job quickly, easily, and properly.

A typical example of when registry editing is necessary is when you uninstall software but some of the registry entries are left behind. By using the Find feature of Regedit, you can locate those entries and, if it is safe, delete them. You should contact the software manufacturer or your systems consultant to determine if deletion of the entries will harm your system.



**Beachwood
Systems
Consulting**



Letter from the Principal

Here at Beachwood Systems Consulting, we are acutely aware of the difficulties of investing in IT. We know that you have to consider both the costs of the software and/or hardware and the costs to implement and maintain the purchase.

This is why Beachwood Systems has introduced our fixed-fee Total Support plans for Macola, GoldMine, and Systems Integration. Total Support is the comprehensive, convenient, affordable, pre-paid solution for all of your IT needs. No matter if your firm spares no expense to stay on the cutting edge of IT or is operating on a tight budget, Beachwood Systems has the right plan for you.

Macola will introduce several new features and modules with Service Pack C for version 7.5.103 in October. Most of these updates will initially be available in a controlled release status, followed by a general release in November. The new Return Material Authorization functionality is included at no extra charge as part of Advanced Distribution. Entirely new modules are available for Quoting and Estimating; and Requisition and Request for Quote. Order Entry Integration to Purchase Order is another enhancement coming out. Please call me to discuss the exciting benefits of these new features.

Sincerely,
Adam Ryan

The Next Wave

WWW.BEACHSYS.COM

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

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(216) 765-0220

BSC Total Support

Beachwood Systems Consulting, Inc. is proud to announce a brand new fixed-fee service, education, and consulting program called Total Support. Now you and your organization can budget for comprehensive IT support throughout the software and hardware life cycle. Total Support is available for Macola, GoldMine, and Systems Integration.

Total Support is designed to include a complete spectrum of services, such as on-site service calls, business and after-hours phone support incidents, education and training discounts at our authorized training centers, upgrades to your software and systems, analysis and review, expert services, and more. The philosophy of total support is to be proactive in maintaining your hardware and software in order to improve overall productivity. Our trained consultants will look for strategic opportunities to improve your operations through better use of your existing systems.

Total Support is a prepaid service, which allows you and your organization to effectively budget your support costs. Regardless of your level of IT commitment, Beachwood Systems has a plan that fits your needs. For the company that wants to stay on the cutting edge of IT, Total Support Gold has maximum on-site service, maximum phone support, maximum training discounts (including one-on-one sessions),

plus the full array of services. For the small to mid-size firm, Total Support Silver has more than two weeks of on-site service a year, a generous amount of phone support, training discounts, and a wide array of services. For the small firm, Total Support Bronze provides the necessary support services to help you grow your business. Ultimately, we can design a custom program if necessary.

Take advantage of these programs to plan your information systems support efforts and expenses. Schedule on-site support in order to provide maximum value from each visit. Designate one or two individuals as contacts to Beachwood systems to co-ordinate support calls. Finally, know what your expense for IT support will be for each period. Each of these steps can resolve small issues before they become large problems.



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GOLDMINE
Simply Powerful

Microsoft Certified
Solution Provider

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RightFAX

MACOLA
SOFTWARE



Look Inside...

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- **ISP Q & A Session**

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- **Macola's Brand-New Quoting and Estimating Module**

Tips and Tricks for



Are you looking for a better way to keep track of pending tasks for support issues that get reported to your company? GoldMine offers a service and support module as part of the GoldMine Front Office family of products. GoldMine Service & Support helps you track, prioritize, search, and assign resources to service and support calls. For more details, call us at anytime or visit the GoldMine site at www.GoldMine.com/products/.

For other specific business needs, there are a variety of 3rd party solutions that extend your use of GoldMine.

Accounting links allow you to merge and view information from your financial applications. Faxing solutions allow single and broadcast faxing from within GoldMine.

Data correction utilities help verify and correct phone numbers and ZIP codes.

Contact us to set up an appointment to discuss your needs or to learn about other unique applications to support your specific needs.

Attend bi-monthly meetings of the Northeast Ohio GoldMine Users Group (NEOGUG) to network with other GoldMine users in your area. E-mail GMForum@midwestind.com for more information.

GoldMine Everywhere

The low-cost solution to widespread deployment of your GoldMine FrontOffice system is the new GoldMine Everywhere Server. Now your managers, sales force, and customer reps can use GoldMine through a web interface and even on their Palm Pilots!

By putting your core GoldMine functions on the web, in a familiar easy-to-use interface, the need for training new users (and those users who only need a small subset of the GoldMine functionality) is virtually eliminated. GoldMine Everywhere requires no plug-ins or special software to run in Internet Explorer 5, thus making it accessible to any employee, anywhere, anytime.

Another benefit of GoldMine Everywhere is its direct connection to your central GoldMine server. This means that any updates and changes made to the GoldMine database are instantly visible to

Everywhere users. Rather than have to re-synchronize to view the latest customer data, a simple refresh of the browser accomplishes the same thing.

Of course, when dealing with remote access, security is a major issue. GoldMine Everywhere has robust security features built-in, but GoldMine Everywhere is inherently more secure than synchronization. Everywhere never stores your critical, sensitive customer data locally or separately from your central database. Once the browser window is closed, the information is gone from the remote computer.

Most exciting is GoldMine Everywhere's Palm VII Handheld capability. With the Palm Antenna and Palm.Net service, your employees can access and use GoldMine from places not dreamed possible. Call Beachwood Systems for more information.

ISP Questions and Answers

Questions about Internet Service Providers (ISP) abound; national vs. local, ISP vs. web host, DSL vs. ISDN, SDSL vs. ADSL, mail server vs. mailboxes, etc. The Next Wave sat down with Beachwood Systems Consulting's certified Microsoft engineer Alex Kovtun to get to the bottom of the ISP conundrum.

TNW: All over town, I see little shops in strip malls offering Internet service for just a few bucks a month. Should I use them or a larger local company or should I just go national?

AK: It depends on your needs. I would bet that for the typical home user, the small local ISP's or even the free ISP's would do the job, but you have to be careful with whom you trust your business processes. I suggest you use a larger company like APKnet to provide your business with Internet services. If

you think you might need Internet access from anywhere in the country or the world, you have to use a big company like AT&T Worldnet or Earthlink.

TNW: What if I need high-speed access, like DSL?

AK: There are many ISP's that offer DSL, but you have to decide which kind of DSL you need. There is Asynchronous DSL (ADSL) and Synchronous DSL (SDSL) and there is a big difference between them. ADSL devotes most of your bandwidth to fast download speeds at the expense of your upload speed, whereas SDSL has the same download as upload rate. If you intend to use your DSL connection for two-way communication, such as to host your own web site, you must get SDSL. However, SDSL is more expensive than ADSL.

TNW: So, maybe I should host my

Macola's New Q&E Module

Macola's brand-new Quoting and Estimating application lets you make decisions while you *still have the customer on the phone*. Whether for an existing customer or a prospective customer, for inventory items and non-inventory items, Macola's Q&E module provides you the flexibility you need.

Quotes and estimates can possess any combination of material, labor, overhead, outside processing, and service costs. Q&E is fully integrated with the Macola Suite interfacing with Order Entry, Production Order Processing, and Shop Floor Control. Furthermore, material costs can be calculated by copying an item's Bill of Material or by manually adding material costs. Material, labor, overhead, and outside processing costs can all be marked-up as well.

Q&E makes manufacturing and purchasing history available to the estimator during the quoting process. What-If Multi-Quantity Cost Analysis in a spreadsheet interface is also at the estimator's fingertips.

Once the customer has accepted an estimate, the quote/estimate can be converted into both a sales order and manufacturing order. Optionally, new items can be created as well as new BOM's and routings.

Macola's Q&E module is a flexible, user-friendly, dynamic application that further assures Macola is the Software You'll Never Outgrow. Q&E will be available in a demo release with the Progression 7.5.103 update due out in October 2000. Call Beachwood Systems for an initial consultation.

with BSC's Alex Kovtun

web site with my ISP?

AK: Maybe you should, if you don't have or can't afford a dedicated connection that is fast enough or an extra computer to be your web server. Before selecting a web host, you have to determine what sorts of services your web site will need. If you intend to use Microsoft FrontPage to build your web site, then your web host has to have the FrontPage extensions. Furthermore, you had better confirm with your web host that it can handle things like Active Server Pages (ASP), Java, streaming media, or whatever web technology you plan to use.

TNW: Well, what if I just want e-mail for my business?

AK: Again, you have to decide what your needs are and you should understand the complications of e-mail service. The two major choices available to you are to use your ISP's

mailboxes or to set up your own mail server. My opinion is that if you can afford it, get your own mail server. The reason for that is if you should ever change ISP's (for whatever reason) then your mail server can go with you, or at least you won't have to change all of your e-mail addresses. If you use the ISP's mail servers, and you change ISP's, then you have to inform all of your contacts, clients, and customers of the change. So, if at all possible, use your own mail server.

TNW: That sounds like good advice.

AK: There are lots of options available and many are confusing and some are not very good. If you aren't sure what to do or what your needs are, I suggest you give me a call at (216) 765-0220 and I can analyze your business, make recommendations, and perform an implementation.

MACOLA[®]

SOFTWARE

MATC Training Schedule

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

Manufacturing Planning and Control (MPC)

9/11 – 9/13

Day 1: Inventory & BOM &

Productions Order Processing

Day 2: Master Scheduling / MRP

Day 3: Processing Transactions

Crystal Reports for Macola

9/26 – 9/27

Day 1: Creating Reports & Selecting and Sorting Records

Day 2: Creating Formulas &

Formatting Sections & Presentation

Quality Reports

System Administration

10/10 – 10/11

Day 1: System Manager

Day 2: P.SQL Tips & Client Setup

& File Purging & Basic

Troubleshooting

ERP Manufacturing

11/13 – 11/16

Day 1: Inventory & BOM

Day 2: Standard Product Routing

Day 3: Shop Floor Control

Day 4: Manufacturing Cost

Accounting

Accounting

12/11-12/13

Day 1: General Ledger & Month

End/Year End

Day 2: Accounts Payable

Day 3: AR/Bank Book

Distribution

1/15-1/18/01

Day 1: Inventory Management

Day 2: Order Entry

Day 3: Purchase Order & Receiving

Day 4: Order to Cash Cycle &

Purchase to Pay Cycle

* - Discounts are for same organization if attending same classes on same dates.