

News from the Macola Annual Business Partner Conference

Wow! Things are happening in the Macola world. Here are some of the highlights announced at the "Directions" annual conference for Macola business partners held May 18-21.

- Technology from Exact Software's e-Synergy e-business applications will be aggressively incorporated into Progression.
- Upgrade price to the MS-SQL version of Macola from Btrieve/P.SQL versions (7.5, 6.3, or 6.2) has been reduced to \$350 per user. A special credit is available until 8/31/01 for customers who purchased P.SQL 2000 during the Jan-March promotion.
- Several enhancements have been made to version 7.5: Integrated the executive dashboard in the Workflow Explorer into Web Views; New e-commerce module: Web Configurator. Provides same

feature / option functionality that is in base Macola OE; Added "product classifications" to Web Orders so that can group products available.

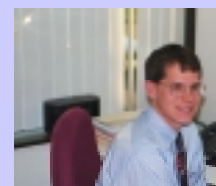
- Version 7.6 will be released in the fall of this year. This version will support both the Pervasive and the MS-SQL databases similar to v7.5 and will continue to be supported after the release of version 8.
- Version 8 will be released in spring 2002. This version will only support the MS-SQL database.
- Version 6.3 will stop being supported on March 31, 2002.
- The capacity requirements planning (CRP) module is being enhanced to incorporate the finite capacity scheduling system licensed from Preactor Software and will be included in both v7.6 and v8.

- Version 8 will contain over 300 enhancements including: much improved screen layouts, a 30 character item number, user defined fields in transaction screens, enhanced integration with Microsoft Excel, the ability to easily link documents and images to records in major reference files, true memo fields, search lookups after typing the first few characters in the field, ability to email reports, enhanced engineering change control functionality, capable to promise function.

Macola business partners enjoyed presentations by Macola end users Mr. Ted Gentsch of Lauren International and Mr. Neil Montgomery of Davis Controls. These are excellent examples of companies that are using the software as it was designed to be used and taking full advantage of it.



**Beachwood
Systems
Consulting**



Letter from the Principal

In today's global business environment there often is no time when your business is closed. Technology permits events to happen faster and faster. This issue contains ideas that can help you balance your personal life with your work life. One way is to work from home sometimes, thus saving commute time. With a DSL line at your home providing high-speed internet connectivity and Citrix MetaFrame at work, you can access all of the Windows based applications you are using at work. Many email systems permit users to check their work e-mail remotely.

Both GoldMine Software and Macola Inc. have gone through mergers recently to strengthen their respective companies. GoldMine was acquired by FrontRange Solutions and Macola by Exact Software. These mergers have been great for users of both products. GoldMine FrontOffice now includes a modified version of the Heat support software and Macola will be incorporating advanced functionality from the Exact e-Synergy product line. These were both win-win deals.

We at Beachwood Systems are excited about the benefits we see our clients obtaining from these new products. Please call if there is anything you would like to discuss.

Sincerely,
Adam Ryan

The Next Wave

WWW.BEACHSYS.COM

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

Issue #8

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(216) 765-0220

DSL at Home ... Are You Ready?

Can you afford DSL service at home? Is it available? Is it reliable? Will it interfere with your telephone service? Can hackers attack your home computer?

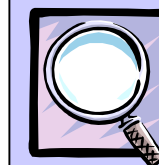
Asynchronous DSL (ADSL) is available from between \$39.95/month to \$49.95/month plus up-front equipment and installation fees. If you are paying \$20 / mo for an internet account now and you have a second phone line costing \$25 / mo that is primarily used for your computer, the decision to switch is a no-brainer. Your connection speed will go from 56k (really about 35k) to a maximum download speed of 768k.

You can get DSL if your home is within 17,500 feet of an Ameritech central office, the wiring between passes a test, and a backbone service provider (Covad, Rhythms, or Ameritech) offers the service in your area. NorthPoint, another major backbone provider, is no longer an option as they went bust a couple of months ago leaving 200,000 businesses and countless households stranded. Our preference is to use a provider that uses Covad as the backbone, such as Prodigy or Aplus.net. If you prefer to use a local provider, try APK.net or GWIS.com. To see if your home qualifies, visit Covad's, Rhythms, or Ameritech's web site.

DSL uses your existing telephone line coming into your home. To be more precise, DSL uses the outside of the cable while your telephone calls use the inside. DSL does not interfere with your

telephone service if you plug small filters (provided) between the wall jacks and telephones. DSL reliability is all over the board. We've seen many sites experience no problems and others experience many. Make sure that the ISP providing your DSL service also will provide you with a dial-up account as backup or when you are traveling.

To be safe from hackers it is best to either install a personal firewall as supplied or recommended by your provider or to install a router behind your DSL modem. For about \$125 you can purchase a NetGear RT314 router at CompUSA that utilizes "NAT" which hides your internal IP addresses from the outside world. Another big benefit of this device is that you can share the DSL line with multiple family members simultaneously if your home has more than one computer!



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GOLDMINE
Simply Powerful

Microsoft Certified
Solution Provider

COMPAQ

CISCO SYSTEMS

Novell
Gold

CITRIX

RightFAX

MACOLA
SOFTWARE

Tips and Tricks for



With GoldMine®, there are a number of shortcuts to help increase your productivity. In your daily activities, you can make the best use of your time by using your keyboard instead of the mouse. The following keystrokes will help you navigate through your contact records in GoldMine.

In the active contact record try using the following:
Summary = **Ctrl + S**
Fields = **Ctrl + F**
Notes = **Ctrl + N**
Contacts = **Ctrl + C**
Profiles = **Ctrl + O**
Referrals = **Ctrl + R**
Pending = **Ctrl + P**
History = **Ctrl + H**
Links = **Ctrl + L**
Members = **Ctrl + M**
Tracks = **Ctrl + T**
Oppty's = **Ctrl + Y**
Projects = **Ctrl + J**

* * * * *

Scheduling an activity for all members of a filter or group at the same time can save time. For instance, you may want to schedule an activity for all contacts you have met at a particular trade show. Select the Schedule menu, select Call, complete the Details tab, select the Group Schedule tab, check the Schedule To A Group Of Contacts box and select the proper filter or group from the drop down list. If you would like to schedule five calls a day select the Span Across Multiple Days box, choose an appropriate start date and time, and enter five in the Activities Per Day field. Click on the Schedule button to schedule the activities.

Management Intelligence

GoldMine's Management Intelligence consists of two powerful reporting and analysis tools that help managers do a better job of understanding how their business is really doing. Often managers are left on their own to determine how their teams, operations or other areas in their business are performing. With GoldMine's unique Management Intelligence, not only can managers analyze and report on how their business is doing in real-time, but they can also make decisions proactively - instead of re-actively. Management Intelligence includes Manager's Console and Answer Wizard, both of which provide you with an integrated solution that offers the flexibility necessary to monitor and analyze information from teams as diverse as sales and support.

The ability to make timely, sound business decisions is only possible when the information you need is relevant, accessible and accurate.

GoldMine's Management Intelligence tools not only help you get to information quickly, they also present information that is both meaningful and accurate. As a result, GoldMine does more than just give you the data on which you can base decisions - it also helps you determine the best course of action.

Whether you work in support, sales or marketing, GoldMine's Management Intelligence takes all the information collected from front line contacts and delivers it to the rest of the organization, including call histories, open support tickets, forecasts or credit issues. Not only does Management Intelligence track and disseminate information, it transforms the information in your company into an asset.

GoldMine makes it simple for you with easy to use metrics and reports that help you make better and more informed business decisions.

Improved Remote Access to Your

In working with today's geographically diverse companies, one problem that Beachwood Systems constantly encounters is a requirement that all workers, even those not in the same location, have access to the company's main software applications and databases. Fortunately, Citrix's MetaFrame XP software is designed to solve that very problem. MetaFrame XP is Citrix's latest version of their remote access software that gives remote users Internet-based access to all Windows applications from anywhere.

Citrix provides remote access by allowing users to connect to a Citrix server that is located in the main office via the Internet. The remote user then runs the application on the Citrix server in a personal session. As the remote user is working, the Citrix server is accessing the program and data through the main

office's LAN and is only passing back to the remote user screen updates, keystrokes, and mouse clicks to update the remote user's screen. With only this limited data being passed back, the remote user experiences good performance even when connecting to the Citrix server over a standard dial-up Internet account.

Citrix Metaframe XP is ideal for companies with at least one remote employee needing access to the main office's application or database. For example, a company may have a remote warehouse that ships product for the main warehouse. Instead of faxing over shipping tickets everyday, the remote warehouse could print their own shipping tickets by accessing the application through a Citrix connection. Other examples include traveling sales reps that can use their Internet connection to access the customer database, check

Macola Merges With Exact Software

Exact Software, a public company, has acquired Macola to form a \$200 million global software company with over 2,000 employees. Exact is a Dutch-based leader in supplying international e-Business solutions. The combined entity does business in over 100 countries. Exact is scouting for additional acquisitions to bring even more value and benefit to its customer base.

Macola decided to partner with Exact because of the synergies between the two companies such as a similar commitment to customer satisfaction as well as a similar business model, corporate values, and cultures. Macola realized that in the competitive software marketplace it needed to join forces with a software company focused on the global economy in order to remain competitive.

Your first thoughts of a merger concerning your company's main

software application may bring to mind fears that the Macola Progression series product is going to be replaced. Do not be alarmed. Your company's investment in Macola software is safe. Exact CEO, Eduard Hagens, made it clear at the Business Partner Conference that the plan is to take the best parts of Exact's e-Synergy product line and merge the technology with the Progression package. Progression's upcoming version 8.0 will include the e-Synergy General Ledger but not the workflow, web access, and human resource focus for which e-Synergy is famous. In the future you can look for full integration between Progression and e-Synergy e-Business suite providing many, many additional products for you.

Please visit Exact's website at www.exact-software.com to learn more about this exciting development.

Network via Citrix MetaFrame XP™

company email, and run reports while on the road, just as if they were in the office.

In addition to fast remote access, Citrix enables organizations to reduce maintenance expenses since applications are installed, published, and maintained on servers instead of individual computers. Therefore when updates need to be applied, only the server is updated, instead of having to update each client. This alone can be a tremendous time savings as up to 100 users can access a single Citrix server using MetaFrame XPe. Software management is made easier by utilizing the Citrix Management Console (CMC). The CMC allows for control of the entire server farm including servers, licenses, applications, printers and users from any location. MetaFrame XP also has a Web-based client install that automatically identifies the operating

system platform a user is running and offers to instantly download the appropriate client.

Citrix has released three versions of their new MetaFrame XP software: XPs, XPa, and XPe. MetaFrame XPs is designed for companies that only need to publish a single application using one to five servers with 20 to 30 users per server. MetaFrame XPa is designed for companies that need to publish multiple applications on two to 100 servers with 35 to 60 users per server. MetaFrame XPe is designed for companies that need to publish multiple applications on more than 20 servers with 50 to 100 users per server.

Citrix is currently run by 99 of the *Fortune* 100 companies. Isn't it time to give your company the same affordable advantages that the big companies have?



SOFTWARE

MATC Training Schedule

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

ERP Manufacturing

6/11-6/14

Day 1: Inventory & BOM
Day 2: Standard Product Routing
Day 3: Shop Floor Control
Day 4: Manufacturing Cost Accounting

System Administration

7/9 - 7/10

Day 1: System Manager
Day 2: P.SQL Tips & Client Setup & File Purging & Basic Troubleshooting

Accounting

7/16 - 7/18

Day 1: General Ledger & Month End/Year End
Day 2: Accounts Payable
Day 3: AR/Bank Book

Crystal Reports for Macola

7/26 - 7/27

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

Distribution

8/6 - 8/9

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)

8/13 - 8/15

Day 1: Inventory & BOM & Productions Order Processing
Day 2: Master Scheduling / MRP
Day 3: Processing Transactions

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