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DECISION

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Julio da Ponte II,
Vice President of
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SAGE MAS 90 SAGE MAS 200 SAGE SALESLOGIX

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COMPUDATA® in the NEWS

**CompuData Ranked as a Top 25
Management Consultant in the
Philadelphia Area *Philadelphia
Business Journal*, May 2005.**

**CompuData currently ranked 6th in
the nation for Sage MAS 90 and
MAS 200 ERP software sales.**

**CompuData wins Sage Software's
Authorized Training Center Top Quality
Award for 4th quarter in a row.**

In other news...

Best Software is adopting the name Sage Software for consistency with its parent firm, the Sage Group plc (SGE: L). The name transition began in May and is targeted to be complete by March 1, 2006.

As part of the branding transition, the company will also add the Sage name to its product naming structure. Among the key announcements at Insights are new elements of the company's growing online program: Sage Payroll Services, providing small and mid-sized businesses with online payroll that can be run standalone or tightly integrated with MAS accounting and Abra HRMS products; and SageCRM.com providing online configurable CRM including sales force automation, marketing automation, and customer care.

For more news, visit:

www.compudata.com/in_the_news.asp



www.compudata.com info@compudata.com

Corporate Headquarters:

2701 Commerce Way, Philadelphia, PA 19154
215.969.1000 MAIN
800.223.3282 TOLL FREE
215.969.3000 FAX

Southeast Regional Office:

2401 Whitehall Park Drive, Suite 300
Charlotte, NC 28273
704.504.0600 MAIN
888.889.3282 TOLL FREE
704.504.5270 FAX



Data, Data, Everywhere...

The growth of business data continues to explode, along with the need to store it. Workers generate more and more email messages and file attachments, users demand instant access to data like never before, IT managers install more storage-hungry applications, and aging paper-based data continues to be converted to digital form. Information growth is so intense, in fact, that spending on data storage is expected to outstrip server spending this year.

For years, adding storage meant purchasing additional servers, tape libraries, and other **Direct-Attached Storage (DAS)** enclosures to attach to the server – a costly and inefficient approach that left large amounts of storage capacity and computing power unused. Next came the strategy of adding dedicated **Network Attached Storage (NAS)** file servers. However, NAS has many limitations. As the first NAS box reaches its capacity, the NAS becomes a bottleneck and a single point of failure. Also, NAS is suited only for file storage, not for today's more complex applications such as Microsoft Exchange or databases such as Microsoft SQL. Previously, the only other option for IT departments was **Fibre Channel Storage Area Networks (SAN)**. A SAN will write from the block-level, making this a good choice for databases and email. However, fibre is not a mainstream network infrastructure and thus prohibitively expensive for in most businesses.

In a world where Internet Protocol (IP) dominates local and wide area networks, and data storage requirements grow unabated, it was inevitable that these two converged. The iSCSI protocol unites storage and IP networking. An **iSCSI SAN** works off your existing network and provides all the benefits of a higher-cost fibre channel SAN at a fraction of the cost: infinite scalability of storage for a server or group of servers; capacity consolidation across storage devices; aggregation of storage allowing higher utilization; offloading of storage traffic from the main LAN; local or remote disaster recovery; disk-to-disk backup, snapshots, and failover. ■

If you are interested in a iSCSI SAN solution for your business, call CompuData at 800.223.3282.

Why Users Deploy SANs

- **Reduce storage complexity.** The need to do more with less is the most frequent driver of SAN investments. Users indicated that reducing storage complexity includes bringing storage to one location; standardizing on suppliers; reducing the number of physical units to manage; and gaining simplified storage management.
- **Save money.** Users save operational costs and reduce capital invested by eliminating stranded capacity. According to Gartner Group, disk utilization averages only 40 percent with direct-attached storage. With a SAN, utilization rates can often be doubled.
- **Improve backup.** Networks allow a single backup strategy and uniform and consistent data protection. SAN-connected arrays often offer a snapshot data copy facility that allows backup to occur concurrently with no impact on the network or users.
- **Improve performance.** SANs offer high-speed paths between servers and storage for fast response and rapid data transfer.
- **Better data management.** Data sharing and data consolidation management for a group of servers as a single pool is significantly better than managing the storage for each server individually. Also with pooled storage, adding capacity can be done "on the fly" with no downtime.
- **Better availability.** SANs provide redundant data paths between servers and storage and support redundant server clusters and RAID arrays with failover capability. The result is near continuous data availability.
- **Investment protection.** Ethernet is designed to be backward compatible as newer, faster pipes become available. This is why 10/100 interfaces work with GigE networks. And, today's IPSAN will work with 10GigE as it becomes available over the coming years.

INDUSTRIAL VALVES & FITTINGS

Fastens On to MAS 90

Since it was founded almost 25 years ago, Industrial Valves & Fittings (IVF) has evolved from a distributor of pipe, valves and fittings to a just-in-time supplier and on-site inventory manager of industrial supplies to the construction, chemical, petroleum, electronic, power and semiconductor industries.

Its products have grown to include Oil Dri absorbents, fasteners, tools, electric hardware, hose, belts, chemicals, instrumentation fittings, and a wide range of metric products from leading manufacturers such as Ham-Let, Stanley, Duracell, 3M, Master Lock and Dewalt, among others.

In addition to its large in-stock inventory, this \$4.5 million distributor located in New Castle, Delaware also provides custom re-packaging, kitting, sub-assembly fabrication and custom

hose manufacturing services. It houses a class 10,000 clean room for jobs that require a contaminant free environment.

With CompuData's help, IVF now offers its customers a new, state-of-the-art software-driven vendor managed inventory (VMI) system.

With thousands of different products in its inventory and customer-specific value

added services tailored to corporate business partners located in the United States, Europe, Asia and South America, you might wonder how a staff of 12 employees successfully manages this growing business.

Bursting Pipes

As the business has evolved, so too have the tools used to manage its operations. IVF had been running Peachtree by Sage Software as far back as when it was a DOS-based product. With eight users on the Peachtree system, it had helped IVF better manage its accounting operations and fulfilled its needs for a long period of time. However, as the company grew, it found the solution was no longer robust enough to handle its large volume of transactions. And, due to Peachtree's file size limitations, IVF was struggling with data corruption issues, which opened the door to potentially even more significant problems. The distributor found itself having to restore lost data at least once or twice a year and wasting valuable time re-entering the lost data.

Managing thousands of different parts in its inventory and processing more than 300 purchase orders each month, it was critical that IVF find a solution that could handle high volumes of transactions. With the Peachtree system, IVF was tracking its inventory and entering the necessary data into the system manually. The distributor also had to put its own codes on purchase orders to ensure that they could be tracked at a later date.

"As part of our growth strategy, we evaluated our processes and our tools and determined that we needed a more robust accounting software solution and an automated inventory management system," said Julio da Ponte II, vice president of Product and Business Development for IVF. "We needed a solution that we could easily upgrade when necessary and would be compatible with a variety of different interfaces."

Assembling the Right Solution

"MAS 90 had numerous features that we liked and it fit our requirements," said da Ponte. "Because it was also a Sage Software product, we knew the migration of our vast amounts of data would be much easier than going with another product. We were also looking for a local, reputable MAS 90 reseller to implement and service our solution. Because CompuData provides MAS 90 training to other resellers and has a solid reputation, we felt that they definitely fit the bill."

MAS 90 organizes and streamlines IVF's processes and helps it keep accurate records of each of its transactions. Accounting and inventory are fully integrated. MAS 90 even provides IVF with the proper control system to manage its purchase orders electronically. And, with the built-in reporting tools in MAS 90, IVF is able to output information in many different report formats and is easily able to export data into spreadsheets.





Inventory Management

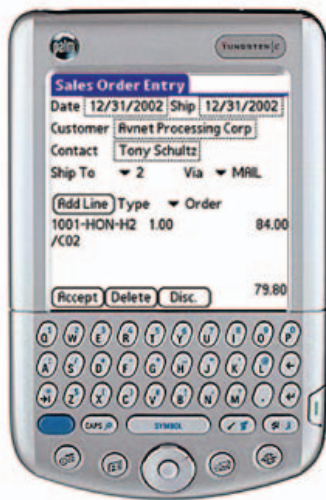
One important area of IVF's business is its kitting and assembling operation where it takes several finished parts and packages and ships them as a kit. This operation has a significant logistical component to it and IVF needed an automated system to ensure that it always has the necessary parts in stock. MAS 90 provides real-time information pertaining to each part providing IVF with precise control of its inventory – eliminating a potential logistical nightmare.

Bill of Materials

The MAS 90 Bill of Materials module allows IVF to easily track the parts that make up its finished kits and also provides IVF with a wide range of accurate and informative reports on the parts and their production histories.

Remote Salesperson

IVF sees its new vendor managed inventory service as a major facilitator for future growth. Known internally as its "bread truck" service, IVF sends out its employees to its customers' locations to check their inventory and determine what parts need to be ordered. The parts all have bar-



Remote Salesperson PDA is perfect for any business that employs remote Sales Representatives, Delivery Route Drivers, Consultants, or Field Managers.



Julio da Ponte Sr., CEO and
Julio da Ponte II, VP

code labels on them. Using MAS 90's Remote Salesperson module, the IVF employee simply goes to the customer site with a Palm Pilot and attached barcode scanner and scans each part. As the part is scanned, the item is brought up on the Palm Pilot and they can easily enter in the additional number of parts needed. The employee can then hot sync their Palm Pilot with MAS 90 and automatically generate a packing slip and invoice.

Return Merchandise Authorization

"Although returned merchandise is not an area we would like to focus on," explains da Ponte, "we need an efficient way to manage returns when necessary. Customers these days request easy return policies and processes and to stay competitive we need to be able to handle these returns or replacements with ease. The MAS 90 Return Merchandise Authorization module helps us be more responsive to our customers."

The Complete Package

"Like any business, we are often being challenged by our clients to lower costs and therefore must look at our own cost structure to find new ways to provide more competitive pricing," explained da Ponte. "The original goal of implementing a new solution was to get rid of the frustration associated with our data cor-

ruption problems. But with the additional capabilities in MAS 90, we have also managed to streamline our processes enabling us to further cut costs and pass the savings onto our customers."

"CompuData has been a valuable partner throughout the implementation of MAS 90," commented da Ponte. "With our large inventory, there was a significant amount of data that needed to be transferred to MAS 90 during the implementation process. CompuData was able to provide us with realistic estimates of how long each step would take and has provided us with quick responses when issues arise. We've been pleased with CompuData's level of service and the team's thorough understanding of the MAS 90 system."

Like many small companies conducting business with large international companies, IVF needed to take the next step to streamline its processes. MAS 90 enables small companies with limited personnel resources like IVF to easily integrate their accounting and inventory functions and gain control of their critical business processes. ■



CLIENT: Industrial Valve & Fittings

THE CHALLENGE: Automate and integrate accounting and inventory functions to streamline operations.

THE SOLUTION: Sage MAS 90

- Remote Salesperson PDA
- Inventory Management
- Bill of Materials
- Return Merchandise Authorization

Quote: "...with the additional capabilities in MAS 90, we have managed to streamline our processes enabling us to further cut costs and pass the savings onto our customers."

Visit CompuData online at www.compudata.com to learn how we can help your business.



Do you know when IT'S TIME to change your business software?

Many organizations stay with their current accounting or business software system far too long. It's comfortable to use something that's known and understood. There's usually fear involved (or at least a strong apprehension) with switching to something new and unknown. Plus, there are significant time and resource issues, including the cost to change and the time needed to learn the new system. But comfortable doesn't always cut it – especially when it comes to the financial health and long-term success of your business.

Your business software should fulfill your business needs. It should mesh with your existing business practices and easily adapt to technological innovations. Ideally, you want software that's simple, intuitive and closely matched to how you already do business.

So how do you know if it time for your business to consider its software options? Impetus for change usually falls into one of these categories:

Change in Business

- Your business has grown: added customers, added complementary products or services, added locations, added employees, or even layers of management.
- Your business has contracted: fewer customers, services, locations or employees, perhaps with more specialized products and services.
- Your business model has changed: Perhaps the once complementary product or service has become the primary focus of your business.
- Your business has new requirements: International, regulatory, or organizational.

Keeping Pace with Customers, Suppliers or Competitors

- Customer demands are increasing: better service, more value, on-line ordering or self service, EDI, faster delivery, more education or expertise, targeted messaging, and, as always, lower prices.
- Suppliers are also increasing their demands: e-commerce or EDI requirements, accurate forecasting, and bulk orders.
- Competitors are also pressuring the market. If they have it, you better have it too.

Erroneous, Duplicate, and Mismatched Data in Existing Applications

- Your information is not always correct in: inventory, pricing, availability, lead times, or delivery times.
- You have too much of some inventory and stock-outs on others.
- You rush order frequently, increasing costs.



- You have no idea of which customers or jobs are profitable.
- You re-key information, introducing potential errors and slowing processes.
- You have several overlapping data sets: one for marketing, one or more for sales, one for order entry, one for purchasing, one for production, one for accounting, one for service.

Better and More Timely Decision-Making Capabilities

- It takes days to get information compiled to give you an accurate snapshot of your business.
- Getting new reports takes even longer.
- Sales forecasts and pipeline reports are often inaccurate.
- Cash management is hampered by poor information and inefficient processes.
- Your decision making is hampered because you can't find out:
 - Who are the target customers your hottest selling product?
 - Which employee services the most profitable customers?
 - How much of the staff's scheduled time is billable?
 - What is the profit on individual jobs or individual customers?

CompuData offers upgrade paths from:

- Entry Level systems such as Peachtree, Quickbooks, DacEasy, BusinessWorks and many others
 - Mid-Range systems such as ABS, Acclaim, Array, CYMA, D2K, DISC, Enspire, Epicor, FACTS, Faspac, Great Plains, iSeries for AS/400, JD Edwards, Libra, Macola, Made2Manage, MAPICS, MAS 90, Navision, NetSuite, Open Systems, Prism, Promark, RealWorld, SBT, Solomon, TakeStock, Turns, Traverse, Vantage, and many others
 - And various proprietary systems
- Some conversions qualify for discounted pricing.

Total Cost of Ownership is Too High

- Maintaining an antiquated proprietary system, hardware or software, is getting more and more expensive.
- It is not scalable: Adding additional users/locations is not possible or feasible.
- Too few features force extensive use of spreadsheets and lost employee productivity to manipulate data.
- Changing a business process is expensive and time consuming, using requiring lengthy custom software re-writes.
- Integration costs of older disparate systems is expensive and often temporary.
- Training costs are high for new employees.

Mitigating Risk

- You lose customers when you lose a sales or service person because the customer information is lost with them.
- Your data is not protected from employees: either accidentally by poorly trained employees or maliciously by disgruntled employees.
- Your data is not protected from outside threats: viruses, worms, or natural disasters.
- Your software vendor is not financially stable and may be purchased or go out of business.
- You rely on support from one or two people.

Raising Capital

- You need auditable financial records for bank financing, lines of credit, loans, or public offerings.

New Regulations

- Your business is facing new government regulations: Sarbanes-Oxley, Gramm-Leach Bliley, HIPAA, etc.
- Your company size now falls under different regulations from OSHA, the Americans with Disabilities Act, EEOC, COBRA, the Affirmative Action Act and/or the Family and Medical Leave Act
- Your business has new state or federal reporting requirements. ■

If you find yourself in any of these categories,
call CompuData today at **800.223.3282**

“CompuData understands
the fabric of our business.”

— Cliff Stokes & Bob Rosania, Ehmke Manufacturing Co.



CompuData[®] knows manufacturing

Whether you are a job shop, make-to-stock, engineer or assemble-to-order manufacturer, CompuData has a solution that can help your company streamline operations, lower costs, and increase profitability.

Call 1-800-223-3282 or visit us online at www.compudata.com to learn more about how we can help *your* business.



2701 Commerce Way, Philadelphia, PA 19154 | 800.223.3282

2401 Whitehall Park Dr., Suite 300, Charlotte, NC 28273 | 888.889.3282

www.compudata.com



2701 Commerce Way
Philadelphia, PA 19154-1087

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