

iPro Intelligence



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An Information Resource for iPro's Exact North America Clients

Number 27

Macola ES and Full Upgrade Utility

Wonderful progress is continuing on the full data conversion utility. Exact has been testing and working with an original group of controlled release sites and will soon be opening up the program once again for additional controlled release sites.



We have several clients that have requested to be in the next group of controlled release upgrade utility sites. We will gain valuable experience during this period and expect to get copies very soon.

In the interim, we have worked with Exact to get several of our Progression SQL clients their ES license so they can at least install a demo copy on their system and start getting oriented to the product.

Based on the meetings we have had, Exact is trying to have the migration utility released by the end of the year. As always, we will keep you posted as to the latest developments. In the interim, if you have any questions, please contact Jeff DeSchon.

Exact Event Manager

If your data could talk, what would it say? Exact Event manager is known as "Smoke detector for your business data". Every iPro client needs this product.

Some basic examples of what Exact Event Manager can do include:

- Send a customer a shipment notification when goods are shipped with a tracking number and even link shipped product information and backorder information...as soon as it is entered.
- Improve collections by automatically notifying a sales

manager or credit manager when a client approaches or exceeds their terms, credit limit or both. Even automatically send a copy of an invoice to a customer when it is overdue.

- Receive a notification by screen pop-up, email, page, or phone text message when a critical raw material nears or finished good falls below your safety stock.
- Automatically distribute key reports when events happen or even nightly, weekly or monthly.
- Receive a notice when someone changes critical data in any database you want to monitor.

Macola Forms



Exact/Macola Forms has developed a new catalog to better serve your pre-printed forms needs. Form improvements

such as enhanced security features on the standard line checks, expanded color graphics in the standard forms line to now include blue, green, maroon or black. Custom forms have added 10 new colors expanding the pallet color offering to 28.

Tax Form Order Promotion, place your order for 2003 government approved tax forms (W-2 and 1099) by October 31, 2003 and receive a 15% discount.

- Update information in unrelated databases and reduce redundant entry.
- Monitor incoming email for critical information and notify appropriate parties.
- Monitor Operating System parameters and events for a proactive "heads up" when an event criteria is met.

The possibilities are endless. Exact Event Manager not only monitors the data and conditions you define

(see Event Manager next page)

(Event Manager continued)

but RESPONDS exactly the way you tell it to...automatically. It can prevent you from you from saying, "If we had only known."

We strongly encourage you to attend one of two scheduled end-user webinars that are scheduled at the following times: Tuesday, October 28 at 4pm EST or Thursday, November 6 at 11am EST. Visit the customer portal or Exact's website for details.

Attention Payroll Users

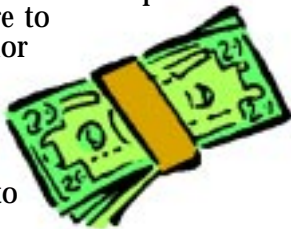
Due to Internal Revenue Service requirements, all businesses currently utilizing the payroll functionality and running Progression versions prior to V7.6.200 will need to update their software to V7.6.200 prior to year-end.

If you are not running that version and you try to run year end payroll

(especially if data involving stock options or W2's for employees who have reached the annual Social Security maximum is planned) you will not be able to complete the run successfully without updating to V7.6.200.

Also, for Macola Accounts Payable users, it appears that 1099's may also be affected but the IRS has not yet sent specific information. So, essentially any businesses running year end payroll needs to move to 7.6.200. If you have customized code that must be modified for use with 7.6.200, you will need to request the modification be certified for 7.6.200 as soon as possible.

Additionally, we recommend that you contact iPro prior to updating to 7.6.200 to insure that you have the latest release of that version. Earlier releases of 7.6.200 have had issues with printing with certain hardware, especially when printing Payroll checks.



Events	
Description	Priority
* Customers: Credit Card Is Expired	
* Customers: Status Has Been Changed	
* Customers: Status is "Blocked"	
* Inventory Items: Last Cost > Item Price	
* Inventory Items: Last Sold More Than 30 Days Ago	
* Inventory Items: Qty On Backorder is Greater Than 50	
* Inventory Items: Qty On Hand is at or Below Safety Stock Level	
* Inventory Items: Stock Overage Situations	
* Order Entry: Open Orders with Actual Ship Date > Requested Ship	
* Orders: Booked Order Customer Confirmation (With Item Details)	
* Orders: Discount is Greater Than or Equal to 20%	
* Orders: Due to Ship Today	
* Orders: Due to Ship Within 7 Days	
* Orders: Freight Amount > \$200 in Today's Orders	
* Orders: Today's Total < \$5,000	
* Orders: Today's Total > \$25,000	
* Purchasing: Count > 50 Overdue Line Items (by Promised Date)	
* Purchasing: Items With Shortages Received Today	
* Purchasing: Overdue Open Line Items (by Promised Date)	

Use an Event Manager sample event or define your own.

Announcing Q4 Promotions...

Exact Event Manager Pricing Promotion

Exact is offering 10% off the retail cost of the Exact Event Manager (Note there will be a **15% price increase** that will go into effect on January 1, 2004)

Maintenance and Support based on normal retail price. Direct support is required for this product.
Offer Expires December 31, 2003

5 for \$5000 offered to Clients Upgrading from Btrieve to SQL

For customers that upgrade from Progression Btrieve to Progression SQL. For those sites that upgrade to Progression SQL by December 31, 2003 are eligible to purchase 5 additional users for \$5000.

Maintenance and support costs will be charged on the SQL upgrade. Maintenance and Support on additional users is included in the \$5000 price. Offer Expires December 31, 2003

New Module Incentive

Are you on the verge of committing to the purchase of a new module and just need that extra nudge to take the plunge? This promotion is just what you need. If you buy a new module, you are eligible to purchase an additional module at 50% off.

Any customers who buy any core Progression (Btrieve or SQL) or Macola ES module at the regular price, can receive a second module at 50% off. The second module must be equal or lesser in value to the price of the first.

Maintenance and support based on normal retail price. Offer Expires December 31, 2003

Offer does not include Crystal, Pervasive, Exact Event Manager, or Flexibility.

Microsoft to Discontinue Support

As previously announced, on June 1, 2003, Microsoft discontinued support for its desktop operating system Windows 98. Support for Windows NT 4.x will end on January 16, 2004. Windows 2000 Pro, Windows XP Pro editions are recommended.