

# iPro Intelligence

Published by  
**iPro, Inc.**  
www.ipro-inc.com  
800.736.2738

An Information Resource for iPro's Exact North America Clients

Number 30

## Progression to ES Conversion

Exact is expected to announce the release schedule and availability of the long awaited Progression to Macola ES conversion utility at the upcoming EPIC business partner conference later this month. We will profile the announcement and details in our next newsletter.

## e-Mobile Add-On for e-Synergy



Exact Software has developed an on line add-on to e-Synergy: e-Mobile. It is specifically designed to work with PDA's with Pocket PC 2002 and runs on Pocket Internet Explorer (PIE).

### Customer information:

Search, Basic data, Addresses, Contact persons, Contracts, Requests, Documents. **Workflow** (view, edit and create tasks) **HRM Data:** Search, Basic data information, Telephone information. **Calendar functionality.** (In the future more functionality will become available.)

## Virus Warning...Again

We wanted to notify everyone that since mid-February that we have been getting notifications from our clients, vendors and friends that they have been receiving emails from iPro employees with virus attachments.

We want you to be sure that we are not sending you these emails.

We have been able to determine the source and origin of these emails and they are related to a worm virus called **W32/NetSky.B**. According to the virus description, this virus spoofs the FROM address, making the email appear to be coming from a known friend, contact or associate.

The infected machine, will randomly copy addresses stored in

the users mail program and generate the series of nuisance emails. This is a low risk, non-destructive email which serves as a nuisance, rather than a destructive threat.



We have determined that the email source is a user that connects to the web via Mindspring/Earthlink. We are working with Earthlink to determine the ultimate source.

In the mean time, all users should make sure that they are up to date weekly on anti-virus software and virus definitions. Be sure to scan both incoming and outgoing emails and perform periodic system scans.

If you receive a suspicious email from any of our staff, please don't hesitate to contact us to verify the legitimacy of the email.

## Progression Series...

Exact has started mass shipping 7.6.200 directly to its maintenance sites. For those of you that have not installed this update you should plan on doing this soon. 7.6.200 was originally released in January of 2003.

Two weeks ago, Exact announced

that they are preparing to release 7.6.300 with several new enhancements that they have not shared publicly. We are being told that the enhancements will be debuted at the upcoming EPIC business partner conference. We will report all of the details in our next newsletter.

## **The Lean Enterprise: Eliminating Non-value Added Activities**

Excerpts from a recent Exact Publication appearing in *START* Magazine. "Lean manufacturing initiatives are designed to lower production costs by eliminating overhead and activities that don't enable businesses to deliver product better or faster. Every business has some fat that they can cut, and lean manufacturing can work for almost all manufacturers. Many of the big manufacturers have incorporated lean manufacturing initiatives and have honed it to where their fat has been reduced to close to zero, but most mid-market manufacturers, have plenty of inefficiencies they can eliminate."

The article later highlights, "Among the most recent new products Exact has developed to support lean manufacturing initiatives is Event Manager. Though not a manufacturing specific application or technology, it does provide tremendous results in a manufacturing scenario to support those ventures by providing very powerful automated and "triggered" task capabilities."

For the entire article, you can access it from the Exact Customer Portal or contact your iPro representative for a .pdf copy.

## **ENGAGE 2004: National User Conference**

Exact Software North America will be holding its first national user conference, entitled "Exact Engage", October 3 – 6, 2004, at the Hilton Chicago, in the heart of downtown Chicago, Illinois. This event will be a forum for all customers of Exact Software bringing together for the first time in one meeting users of e-Synergy, Macola, JobBOSS, MAX, and Alliance solutions, to take part in informational sessions and provide your feedback to Exact Software executives regarding our products.

This event is open to all customers. So, mark your calendar and plan to attend

Exact's first national user conference being held in Chicago, IL in October. Keep watching your iPro Intelligence for more details to follow as we get closer to the event.

## **iPro Payment Terms & Conditions Reminder**

A reminder to all existing customers. For most add on sales, we require a PO or purchase authorization and 50% deposit on hardware and/or software purchases, with the remainder being billed after delivery and is due net 7 days. For any site whose account is past due for 30 days or more, we will require prepayment for any order and/or associated consulting service work.

## **Microsoft Flips on Windows 98 But Exact Doesn't**

According to the AP, just days before Windows 98 was to become "officially" obsolete, Microsoft relented to customer pressure and announced that it would continue to support the aging workstation operating system through June 30, 2006.

Please note, Exact Software has decided that Windows 98 is NOT a supported platform for either Macola ES or Progression sites. Macola ES and Progression supported workstation operating systems are Windows XP Professional and Windows 2000.

If you have any questions regarding supported platforms, let us know and we can forward you the documents published and maintained by Exact.

## **Exact Announces Year-end Financial Results**

Exact Software announced year end financial results for 2003. For the year, Exact Software's revenue was €206.4 million (2002: €214.0 million) or approximately \$230 million; with constant exchange rates revenues would have been € 219.6 million. Exact Software North America's revenue for the year was € 60.7 million (2002: € 55.6 million) or approximately \$57 million, for an increase of 9.0% over 2002. The revenues represented by North America as a percentage of total revenues for Exact Software equate to 25%.