



PSSI eUpdate Newsletter

News you can use...

May, 2007

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Review the PSSI eUpdate Newsletter for the latest PSSI Events, news and software tips to help you get the most value from your information systems.

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- **Customer Appreciation Day / Open House**

While PSSI is a "new" company, our relationships with many of you go back 15-20 years. We truly appreciate your business in the past, and we are definitely looking forward to supporting you and your company's information systems in the future.



On June 26th, we will host a Customer Appreciation Day and Open House to show our gratitude for our relationship. From noon until 5:00 pm, join us for lunch, educational seminars, individual software demos and private discussions with Sage Software Inc. executives and the PSSI staff.

[Click Here for a Complete Schedule & Description of Customer Appreciation Day](#)

- **Top 5 Reasons to Attend PSSI Customer Appreciation Day**

1. Customer Appreciation Day

Who is PSSI



Productivity Strategies & Solutions Inc.

As you are probably already aware, Productivity Strategies & Solutions, Inc. (PSSI) is a company formed after the demise of The Performance Enhancing Group which had assumed the PMI logo. Since the first of April, PSSI, made up of several of the PMI "old timers" and owned by Brian Sittley, former PMI owner, has continued offering the same products and improved customer service. With employees having an average of 15+ years of experience, we have the knowledge and background to help you grow your business.

PSSI offers business consulting in the areas of Lean Enterprise, Just-in-time, Supply Chain Management and Systems and Procedures Analysis. Based on the needs identified in those evaluations, we may recommend implementing accounting and ERP software, CRM systems, or custom programming. The PSSI staff, dedicated to our customers' complete satisfaction, maintains an extraordinary sense of Can Do confidence.

For more information about PSSI, please click to visit our [web site](#).

Quick Links...

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replaces the Roundup event we have held in past years. With the Open House format, we believe we can provide a more personal experience for each of you.

2. See a live demo of The PSSI Warehouse Manager - an economical solution to managing your warehouse, and integrating the warehouse with the front of the house!
3. Compare "End to End" Solutions from Sage MAS 200 and Sage Pro ERP
4. Hear how our experts in Lean, Just-in-Time, Supply Chain Management and Strategic Planning can improve your bottom line!
5. Understand how CRM can become the glue that connects you to your customers for life
6. View one-on-one demos of key software products including Sage Pro ERP, Sage Manufacturing, Sage MAS 90 and 200, Sage CRM, PSSI Warehouse Manager, and other systems.

In addition, you will have the opportunity to meet face- to-face with any PSSI staff member or you may want to meet with key executives from Sage Software. As a final bonus, this is a great time to visit with friends and peers who are using the same system as you.

- **What is CRM and How Do I Profit From It?**

SageCRM is an easy-to-use, fast-to-deploy on-site Customer Relationship

SAGE CRM

Management solution with out- of-the-box but configurable business processes. It provides enterprise-wide access to vital customer information-anytime, anywhere-so you can manage your business with an integrated approach to inside and field sales automation, customer care, and marketing.

Using SageCRM, you will improve sales performance with automation tools that help sales professionals find and retrieve vital information quickly and easily. SageCRM provides a snapshot of the sales cycle from first contact to final sale, allowing sales teams to effectively analyze and manage the sales pipeline from beginning to end.

Managing and tracking every element of your campaigns is easily accomplished with SageCRM. You can view activities, objectives, leads generated, and lead follow-up, and drill down to specific activities within a campaign. This user-friendly CRM solution provides you an in-depth view of your campaigns and

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enables you to eliminate the guesswork and put your company's marketing resources to their best use.

Through the information provided in SageCRM, you can resolve customer issues efficiently by providing customer service professionals, or your sales staff, with user-friendly tools to access relevant customer data including purchases, call and escalation histories, interactions, e-mail, and documents sent and received.

Microsoft Outlook runs within the framework of your SageCRM solution providing complete, two-way synchronization with Outlook contacts, calendar (appointments), and tasks, in addition to full-featured e-mail integration. This feature help ensure that appointments and "to-dos" are completed on time and that all of the information pertaining to your customers is readily available

The benefits and advantages of CRM will be reviewed by Neil Beam, Regional Sales Manager for Sage Software, during the PSSI Customer Appreciation Day event. Neil will also be available after the session to answer questions and provide a hands-on overview of the system.

- [Upgrade to Sage Pro ERP Version 7.4](#)

Are you still running an old version of Accpac Pro Series or, even older, the SBT ProSeries accounting software. Are you still creeping along with VisionPoint? If so, now is the time to act! Sage Software is offering special pricing to people upgrading before June 26th. Call us to learn more about these opportunities.

SAGE PRO

Sage Pro Version 7.4 incorporates some of the most advanced business technology available today. From the "dashboard" which gives you an up to the minute look at the status of your business to the powerful "drill-down" capabilities, you will have instant access to the information you need to manage your business. Incorporating Accounting, Manufacturing and Distribution processing, Sage Pro ERP provides a complete end-to-end information solution.

To learn more about the new capabilities of Sage Pro ERP, visit the Sage End-To-End presentation at Customer Appreciation Day, or schedule a private showing of Sage Pro ERP with Dave Lahey from Sage Software or a with PSSI staff member.

• Extending the Capabilities of Sage MAS 90 and Sage MAS 200

If you are just using the basic accounting

SAGE MAS 90	SAGE MAS 200
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functions of Sage MAS 90 or 200, you may be missing the boat. Do you know that, in addition to having one of the most powerful inventory control and distribution systems in the industry, MAS 90 incorporates a complete manufacturing control system? Or that Job Costing - manufacturing or service related - can be integrated into the system? MAS 90 and 200 provide complete

You will maximize your productivity with the five core modules- Accounts Receivable, Accounts Payable, Bank Reconciliation, Fixed Assets, and General Ledger. They provide a solid foundation for all business activities.

Then, you will cut costs, build profits, and effectively manage your inventory with the MAS 90 distribution solution. Use Sales Order, Purchase Order, Inventory Management, Return Merchandise Authorization, Bar Code, Credit Card Processing, and StarShip for a comprehensive distribution system.

Finally, you can increase efficiency through all stages of the production cycle. With Bill of Materials, Work Order Processing, and Material Requirements Planning you'll take complete control of the manufacturing process. And when goods are finished, Inventory Management and Sales Order provide seamless distribution integration.

MAS 90 and MAS 200 will be reviewed at the end-to- end breakout session on Customer Appreciation Day. You may also schedule a private demo or hands-on experience with Anders Linden from Sage Software or Beth Bowers, Certified Sage Consultant and Trainer.

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