

Subject: Business News from PSSI



Your PSSI eUpdate Newsletter

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News You Can Use...

November, 2009

No, you haven't missed any editions of the PSSI eUpdate Newsletter. Well, we HOPE you have missed receiving them, but the fact is, we haven't sent any actual "Newsletters" since May. The summer was filled with seminar promotional e-mails and we don't want to overwhelm you.

PS: Check out the [PSSI Blog](#). Written by Brian Sittley, this blog covers many facets of the business world - not just technology. I believe you will find it interesting and thought provoking.

Efficiency is the Key to Recovery

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"Member of
the Club"**

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Microsoft CEO Steve Ballmer contends that *efficiency achieved through technology will help businesses enter a period of recovery* with the ability to grow and drive innovation.

In a memo to customers and partners posted on Microsoft's Website, Steve Ballmer says that the economic recession has resulted in fundamental change in how the economy and business will operate, the so-called "new normal."

Letter from the President



Brian Sittley

As companies across the Midwest regain a sense of scaled-down equilibrium, realize the world hasn't ended, and begin to firm up plans for post-recession (depression?) recovery, we at PSSI find ourselves working with several clients right now on the underlying core workflow issues that will allow them to come back robustly.

Several clients have recently engaged us for our Business Process Analysis services - a fixed fee engagement led by a CPA that is also a deeply business- and tech-savvy expert in workflow and process analysis. The resulting analyses have identified areas of substantial cost savings available to clients willing to work through their workflow

The new normal reflects changes in behavior that are going to value cost-cutting, less debt and more caution in investments. But, Ballmer argues, while those tenets will comprise the backbone of business priorities in the months and years ahead, they cannot be all that a company focuses on in order to sustain a successful long-term advantage in the market.

"I believe the new normal requires a new kind of efficiency built on technology innovations that enable businesses and organizations to simultaneously drive cost savings, improve productivity and speed innovation," Ballmer said.

In the new normal, one thing is clear: cutting costs is extremely important. But cost cutting by itself is not a long-term winning strategy. To build a sustainable competitive advantage, companies must ultimately do two things - increase productivity and find ways to deliver new value to customers.

[Read the entire article](#)

EZ-WMS Warehouse Management System

issues in order to improve their bottom lines.

Performed by principals of PSSI and led by the aforementioned CPA with three decades of technology expertise, clients are finding opportunities for improving workflow, reducing expenses, improving inventory turns, identifying process flaws and correcting them, and improving operations overall - all at a price that is a small fraction of the true value (and even the actual cost) of a typical analysis.

We've helped others... we can probably help you too. Contact us directly to learn more and see an example, at no cost or obligation. As always, we welcome your feedback - we're here to help!

Regards,



[Brian R. Sittley](#)

"Providing Mission-Critical Information Systems for Business Since 1987."

Thought for
Today and
Everyday



What do you have in inventory - Right Now? If you ever have doubts about the ability to fill orders based on your on-hand inventory, you should be interested in the PSSI E-Z WMS System. It gives you answers!

Running out of required inventory can cost you customers and orders. Having a warehouse full of the wrong inventory is even worse; you have much needed cash laying on your warehouse shelves. Shipping incorrect products, having them returned and then, hopefully, sending the correct product is not only costly in time and freight charges, it makes your customers wonder how reliable your company really is.

If you have shied away from WMS in the past because of complexity or cost, look at EZ-WMS - the "right sized" warehouse management system. Regardless of the ERP system you use - Sage Pro ERP, Sage MAS 90 or Dynamics NAV, EZ-WMS can be adapted for your business, to specifically meet your needs.

Visit the PSSI web site for [additional EZ-WMS information](#).

Why You Need Business to Business E-Commerce



90% of respondents cite the strength of their B2B programs as competitive differentiators.

The usage of B2B e-commerce is growing exponentially, and it is expected to continue to grow during the coming years. Estimates for 2008 suggest that the B2B E-Commerce systems market will be worth between \$3 and \$7 trillion. David Harris, President of EC Internet, a company dedicated to e-commerce implementations reports that, "Of the 200 plus e-commerce systems we have developed over the past ten years, business-to-business (B2B) web sites are the most popular."

It is difficult to say what is impossible, for the dream of yesterday is the hope of today and the reality of tomorrow.

~Robert H. Goddard
Rocket Pioneer

The primary reason for the enormous growth of the B2B EC market is the very real opportunity to enjoy a significant reduction in costs.

[Read the entire article](#)

What's Coming in Sage Pro 2010?

SAGE PRO

Sage Software is preparing to release Sage Pro 2010 - the most recent upgrade to the popular ERP system.

PSSI Quick Links

[Brian's PSSI Blog](#)

[PSSI Web Site](#)


[Newsletter Archive](#)

[More About PSSI](#)

The following is a list of some of the benefits inherent in the newest version.

- Reserve inventory for preferred customers, keeping them satisfied and eliminating the risk of penalties for undershipped orders or if stock gets too low.
- Streamline reporting and stop paying extra for custom reports by creating custom filters and sort options for your reports.
- Stop wasting time cleaning up report data. Export formatted or unformatted data from the report option grid to Microsoft® Excel®, HTML, XML, ASCII delimited, or text.
- Save time by accessing your favorite data drillers quickly and easily using a new tool that lets you create and define Dataview Groups.
- Streamline data import with enhanced features, including a status display, unmonitored import, imported line-level descriptions, and import and export of vendor cost levels.
- Enjoy enhanced flexibility in exporting data by choosing to export your tables and fields in Microsoft Excel, ASCII Delimited, XML, or CSV.
- Save money on payroll by printing check stub overflow to blank paper or a separate printer for checks with more than 12 advice lines.

Visit the PSSI Web Site for a listing of the [Top Seven Sage Pro Enhancements](#) found in each annual upgrade, starting with Version 7.3 which was released in 2004.



Thank you for the time you have invested reading this newsletter, and for your continued use of the software and services of PSSI. Let us know what else we can do to help you and your company be more successful.

Sincerely,

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