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PSSI Blog

PSSI's Weblog

Click the links below for current, relevant info on the latest in software and technology from the PSSI Blog.

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Check in from time to time for PSSI founder Brian Sittley's news and observations about business, technology and personal musings at:

News You Can Use...

December, 2009

Dewey, check out the [PSSI Blog](#). Written by Brian Sittley, this blog covers many facets of the business world - not just technology. A list of just some of the recent postings is listed in the column on the left. I believe you will find it interesting and thought provoking.

Win a \$25 Barnes & Noble Gift Certificate

Find and click on the tiny blue computer (like  but not this one!) to be entered into a drawing for a \$25 Barnes & Noble gift certificate. When you click on the icon, an e-mail addressed to PSSI will be generated; just send it and you're entered.

The blue icon may be imbedded in the newsletter itself or you may find it in one of the "Read the Entire Story" linked pages or documents. The contest closes at 5:00 p.m., three days after the sending date of this newsletter.

"RoleTailored" User Interface

Improves Performance

Based on the results of user studies of thousands of people over several years, Microsoft has released Dynamics NAV 2009, featuring the new Role-Tailored User Interface.



Over the past decade, software has evolved to build bridges between disconnected islands of information and give people powerful ways to communicate, collaborate and access the data that's most important to them. The time people spend tracking down information, managing and organizing documents could be much better spent on analysis, collaboration, insight and other work that adds value.

Improving the computer user interface is one of the biggest drivers of return on investment: a familiar, easy to navigate, non-cluttered user interface allows you to focus on your work, and not spend too much time meddling with hundreds of options, never being really sure which one to click.

"RoleTailored" software is built around the way people in the company work. Software that is targeted around the specific jobs people perform can provide tremendous insight and help drive

<http://pssiusa.wordpress.com/>

Letter from the President

Brian Sittley

At this time of year, we stop to reflect on the past and plan for the future. We sincerely thank you for your business in the past and look forward to a mutually profitable and fulfilling 2010.



Our office will be closed for the Christmas Holiday from noon on December 24th through December 27th and on New Year's Day, January 1, 2010. We will resume our normal working schedule on January 4th. Have a safe and happy holiday season.

As always, we welcome your feedback - we're here to help!

Regards,

Brian R. Sittley

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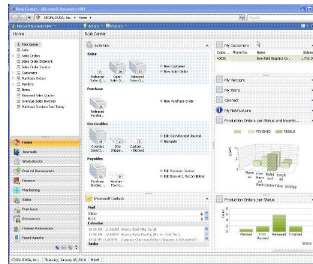
Thought for Today and Everyday

company-wide productivity. These integrated, flexible business management solutions enable people to make business decisions with greater confidence.

Microsoft Dynamics NAV

Role-Based screen shot

(click image for a larger view)



With the RoleTailored User Experience, the home page, or Role Center for every employee in the company, tells them exactly what they need to do, helps them prioritize their tasks and lets them see and respond to action items. No more time lost on searching for correct module, function or button.

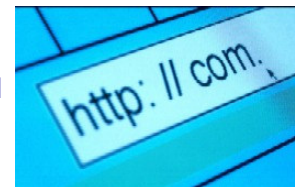
Immediately see where to click, and getting anywhere is always a single click away. The system helps everybody focus on their job, rather than focusing on and handling the software.

A white paper describing the Role-Based interface in detail, and reviewing the study in depth can be downloaded from [Dynamics Role-Tailored Experience](#).

Five Mind-Blowing Web Stats

You Should Know *1

In the 15 (+ or -) years the World Wide Web (Internet) has been around, it has become one of the most widely accepted *2 communication tools ever created.



- **Web Stat #1:** 40,000-fold increase in the number of websites from approximately 5000 websites in 1994 to 200 million plus websites today.
- **Web Stat #2:** Today, the "blogosphere" is doubling between once and twice a year and there are over one million blog posts daily.
- **Web Stat #3:** Since the inception of Twitter in 2006, there have been more than five billion tweets.
- **Web Stat #4:** Sources estimate that the search site Google receives about two billion queries per day.
- **Web Stat #5:** InsideFacebook.com estimates that FaceBook is adding 700,000 new users per day.

What is amazing is that about half of the top ten websites are five- to six-year-old companies (e.g. YouTube, Blogger, and Facebook). The implication is that we'll continue to see a pretty high-rate of churn amongst the top ten. What other industry do you know where so many in the top ten market share positions are companies that are younger than a first grader?

*1: From: Anthony (Tony) Tjan is CEO and Managing Partner of [The](#)

We are made wise not by the
recollection of our past, but
by the responsibility for our
future..

~ George Bernard Shaw

PSSI Quick Links

[Brian's PSSI Blog](#)

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*2: For a growth comparison: Cleveland, Ohio's telephone customer base was at about 300 by 1880. Ten years later the number of subscribers had multiplied only ten times to 2,979 subscribers.

To read the entire article, with supporting links, [visit the Harvard Business Review blog.](#)

Customizing Your Sage Pro ERP Solution

It's Time To Look Into Sage Pro ERP 2010

Sage Pro ERP

If there's one thing we know about small and midsize businesses, it's that each one has its own challenges and its own way of doing things. That's why Sage Pro was designed to be such a flexible, adaptable and customizable accounting software system. A business management system that's tailored to your unique business can help you be more efficient, productive, and profitable for many different business functions including manufacturing, distribution and service automation.

Here's how you can tailor Sage Pro to your unique automation needs:

- Modify the source code.
- Choose the Sage Pro modules you need.
- Customize the look and feel of your system.
- Augment your system with an industry-specific third-party solution.

This week, Sage Software began shipping Sage Pro 2010 to customers with current software maintenance agreements. You can learn more about the enhancements built into Sage Pro by [clicking to download the 2010 Release Guide.](#)

Dewey, 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,

Ted Myers

Marketing Manager

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[Productivity Strategies & Solutions, Inc.](#)

