



Volume 3 - Issue 10 - August 2005

## PROFITsystems E-COMMUNICATOR

### Upcoming Class Schedule

- August 22-26
- September 12-16
- October 10-14
- November 7-11
- December 5-9

Call 800.888.5564 or email [karim@profitsystems.net](mailto:karim@profitsystems.net) to sign up.

### Did you know...

*Krissy Lanza, Conversion Specialist*

...that we can schedule your conversion outside of our regular business hours? Several clients have requested an option for after-hours conversions to minimize customer inconvenience and schedule conflicts. For \$100 per hour (with a two hour minimum), we can do your conversion to PROFITprofessional 11.0 in the evening or even on a weekend. Please call 800.888.5564 or email [conversions@profitsystems.net](mailto:conversions@profitsystems.net) if you are interested in an after-hours conversion or if you have any conversion questions. There is no charge for a conversion during regular business hours.



### The Road to PROFITprofessional Version 11.0

*Joanne Gulnac, Director of Software Support*

It was a warm sunny day back on April 17, 2000 when our first client converted to PROFITsystems software version 9.0. Now, just 5 years and 8 versions later, PROFITprofessional 11.0 is released. We thought that this was a great opportunity to reflect on the road that led to this point.

Immediately out of the starting gate, version 9.0 offered our converting DOS clients more enhancements than we could ever list, but the Top 10 still come to mind:

1. CheckMark Payroll Integration (*File/Utilities/Miscellaneous/Interface Ledger Entries/CheckMark Payroll*)
2. Removal of Month End/Year End Closings
3. Enhanced Multi-Tasking Abilities
4. Multi-Media Training Materials
5. 12-Month Sales Snapshot (*View/Sales/12-Month Snapshot*)
6. Transaction Tracking System
7. [Online 24/7 Help System](#)
8. Sales Analysis Reports (*Print/Reports/Sales/Analysis*)
9. Improved Bank Reconciliation (*Activities/Ledger/Reconcile Bank Statement*)
10. Enhanced Foreign Exchange Capability

PROFITsystems didn't stop there. Each version since our initial 9.0 release has been jam-packed with your requests for software changes. In fact, we have completed **2042** customer requests to date. Not to mention, adding features that keep you competitive in the marketplace.

### Let's reflect back on some of the Best of the Best new features from versions 9.0-11.0...

#### Manager's Dashboard

*View/Managers Dashboard*

View an overall snapshot of the latest up-to-the-minute management information including sales, cash, inventory levels, and much more.

#### Sales Changes

*View/Sales/Changes*

See changes made to your daily written sales. You can track additions, deletions, cost and price changes, and more.

#### Improvement to Printing Labels in Microsoft Word

*Print/Labels and Tags/Price Tags*

Printing inventory and mailing labels is easier using customizable templates in Microsoft Word.

#### Improvement to the Sales Exchange Process

*Enter/Sales*

One of our most requested features has been the ability to combine a returned item with the purchase of a new item on the same sale.

#### Improvements to the Delivery Process

You now have more management control over your delivery process. You set the limits for each Deliver-Via (*File/Maintenance/Codes/Deliver/Ship/Via*) and the system will not allow the truck to be overbooked. If you designate that all sales must have a delivery charge (*Preferences/Profit Center/Selective or All/Sales Options/Default Delivery Charge*), the system will enforce that requirement. What's more, we revamped the Delivery Manifest (*Print/Reports/Sales/Delivery Receipts*) to be easier to read and distribute to your drivers.

## Additional Security Controls in General Ledger

With the addition of several new features, you now have increased security for your general ledger:

- Restrict posting entries that are not in the current fiscal year. (*File/Maintenance/Ledger/Accounting Periods*)
- Restrict posting entries for periods indicated as closed in your current fiscal year. (*File/Maintenance/Ledger/Accounting Periods*)
- Restrict posting out-of-balance ledger entries. (*Preferences/Administrator*)
- Restrict changing of the ledger accounts in sales entry. (*Preferences/Profit Center/Selective/Security Levels*)

## Improvements to the Printing Process

Are you buried in an ever-increasing mountain of paper? The "Print Preview" button can help. View your reports either before printing to ensure accuracy or instead of printing, if a paper trail is not needed.

## Improvements to EDI Processing

In a never-ending effort to improve our EDI process, we have added to our EDI system. We offer better integration with our main item configurator, PreVue. You can now access PreVue's EasyOrder from *within* sales entry. This speeds up the adding of special-order items. In addition to upgrading the PreVue integration, we have also added Intellitek to our list of item configurators. Lastly, we added increased capability to cross-reference PROFIT*professional* category codes with the NHFA category descriptions.

## Improvements to Accounts Processing

*Enter/Additional Charges*

PROFITsystems software version 8.1b allowed debit-memo transactions as *receivable adjustments*, a way to make corrections to the open receivables account. We brought this back and it's better than before. You have the ability to add adjustments to the open receivables account through additional charges. These adjustments allow for additional fees or credits needed after posting a sale, corrections to open receivable transactions, and much more.

## Improvements to Accounts Payable

- Consolidating multiple payments to the same factor vendor onto a single check.
- Reprinting check registers. (*Print/Reports/Payables/Check History*)
- Printing a check history report. (*Print/Reports/Payables/Check History*)
- Posting payable transactions by profit center. (*Activities/Payables/Post*)
- Sorting by either Invoice number or Voucher number on several reports.
- Using date ranges when selecting payable items for payment. (*Activities/Payables/Select for Payment*)

## Enhancements to Sales

*View/Sales/History* or *Print/Pre-Printed Forms/Sales*

At the request of many of our users, we have added the ability to reprint an invoice after posting a sale -- whether you need to reprint a day later or a year later.

## Ability to View Product Photos

*File/Maintenance/Inventory/Items*

*View/Merchandise Availability*

*Enter/Sales*

When looking up an item on the computer, have you ever wondered what the item looks like without having to walk across the showroom floor? Or you'd like to know what something in the warehouse looks like, but it's all the way across town? You could look it up in a manufacturer's catalog, but that's cumbersome. Now you can see pictures of items in view merchandise availability, item file maintenance, and enter sales.

## Automatic Interface and Posting Options Added to the General Ledger Process

- The daily ledger process was updated to be more automated. The manual interface of sub-ledgers is now an automatic process. The system automatically sends all of your distributions to the ledger transaction file. Just edit and post them to the ledger master file.
- To allow more control when choosing to print or post the distributions manually, a date range has been added to printing and posting the ledger transactions. This new date range will be beneficial in balancing your daily activities. (*Print/Transactions/Ledger Entries and Activities/Ledger/Post Ledger Entries*)
- We've added a new system administrator preference so you can automatically post distributions to the ledger master file, requiring no editing or posting of ledger transactions on your part. Let PROFIT*professional* do all the work and post to the ledger automatically. (*Preferences/Administrator*)

## Improved Functionality for the Automatic Nail Down Report

*Activities/Inventory/Nail Down Merchandise*

The nail down merchandise report changed to nail down items that are created within the last 90 days and

have not had the historical data to be ranked as a best seller. Nailing down items that are newly created within the last 90 days will provide the opportunity for the item to become a best seller. You can't sell what the customer can't see. Additionally, the nailed down merchandise report will no longer nail down store discontinued or manufacturer discontinued items.

### Ability to Run Commissions Due by Profit Center

*Print/Reports/Sales/Commissions Due*

Commissions Due now has the ability to specify a profit center range and to sort the report by profit center. Therefore, if you have salespeople at more than one store location, you can print the report for each location.

## Now let's look at what we've added to version 11.0:

### Quicker and Easier Search Ability

Looking for a Customer, Item, or Vendor got easier. In many of our applications, you no longer need to go to the binocular search screen. You can search right from the application. Just type a few characters in the Name or Description field, press <enter>, and you get what you were looking for. A list of possible matches will display in a drop-down list. Just double-click on the correct one and "presto", your selection is made. You can find the Quick Search tool throughout PROFITprofessional 11.0, just look for the yellow background in the Name or Description field.

### Sort, Sort, Sort – Whichever Column You Want

We've had many requests over the years to have a displayed list sort by a particular column. Now you are in the driver's seat. That's right, sort it your way! For example, if you are in View Sales History, pull up a customer's history and sort it by Item ID. If that doesn't work, sort by the sale date or the invoice number. It's as easy as a single click on a column header. Click again and it will sort in reverse. Now that's flexibility and ease of use!

### Personalize PROFITprofessional

*Preferences/User/Selective/Visual Settings*

Company logo, new furniture line, or a picture of the grandkids – you name it and you can put it on the PROFITprofessional desktop. Along with the new background image, we added the ability to personalize your color schemes. Select one of our themes or create your own. Additionally, we added the ability to include a personalized message across the bottom of your screen. Remind your sales staff of an upcoming sales event or remind the warehouse personnel that "Safety Matters." Each user can have it their way and whenever the user logs in, their personalized PROFITprofessional will display.

### Enhancements to the Item Pictures and PreVue Integration

In our never-ending quest to bring you the latest and greatest, we've updated our PreVue integration regarding viewing items. We added the ability to view pictures of current items as well as create pictures of special order items. With PROFITprofessional, those pictures can be updated using PreVue, in addition to being viewed as part of your sales history. We also removed the "View Item" button, because the picture is now automatically displayed as a thumbnail. Yes, you can still view a larger image. Just double-click the thumbnail image and a larger picture will display.

I could continue as I have only covered some of over 2000 requests, but I believe the software and our users speak louder than I ever could. Case in point, most recently by Tom McMinn, President of McMinn Furniture, Inc. on his experience with our latest release, PROFITprofessional version 11.0

"PROFITprofessional version 11.0 has all the functionality you need to run a retail furniture operation, and now it's in a great new package: more usable screens, a cleaner interface, and faster searches and sorts. We especially love the new lookup functions. And, with new tools now in the developers' hands, future improvements will come fast and furious. We've been amazed at how fast suggestions we've made can be included. PROFITprofessional is certainly the best value in furniture store software on the market"

The really great news is that we are not done. Before 11.0 was installed at our first client location, we started working on version 11.1. It's guaranteed to bring even more enhancements to existing programs and new functionality such as recurring payables. So hold on tight and enjoy the exciting changes that PROFITsystems has in store for you.

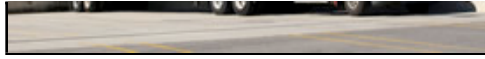
To schedule your conversion to PROFITprofessional 11.0 or to get more information, please call our Conversion Specialist at 800.888.5564 or email [conversions@profitsystems.net](mailto:conversions@profitsystems.net).

## Introduction to PROFITfreight

*Ricki Stark, Director of PROFITfreight*



It is a fact that retailers large enough to afford their own traffic departments, which allows them to negotiate their freight rates, pay much less than smaller retailers who cannot afford their own traffic department. It is also a fact that when you specify "Best Way", you've given the manufacturer carte blanche to select the carrier that is best for them...probably the one that gives *them* the best kick-back! While most of our users are not large enough *individually* to support a traffic department, the PROFITprofessional user base *combined* ships more than the top 2 or 3 furniture chains.



PROFITsystems has created a full time freight department whose sole purpose is to negotiate the lowest possible freight costs for their retailers.

This enables PROFIT*professional* users to lower their freight costs substantially while at the same time getting better and faster service, all accomplished automatically, with almost no additional effort on your part. All you have to do is contact us to sign up! PROFIT*freight* is available FREE for a limited time to all of our PROFIT*professional* clients that are current on their maintenance contract.

### How Does it Work?

That's the easy part. You don't need to change your ordering processes at all; the software does it for you. While posting your purchase orders, the system will access a customized module (supplied to you by PROFITsystems) to determine the best mode of transportation for the ordered merchandise. After the shipping method is determined, the Ship Via is updated on the purchase order. The purchase orders are then sent to the manufacturers, as they are today. The instructions provide a carrier and their direct dispatch phone numbers automatically on your purchase order, it's that easy!

For further information, contact our Freight Specialist at 866.754.4650.

The PROFITsystems E-Communicator is your best source for news and information on PROFITsystems, technology, and the retail furniture industry. If you need to know about our conferences, software, or just what is new around the halls of PSI, this is the place to find it. In conjunction with our website [www.profitsystems.net](http://www.profitsystems.net), we are working to provide you the most information in the most timely manner possible. If you have not registered for access to our online PROFITresource Center, please sign up at our home page today!

Michelle Michaels, Editor

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