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Volume 4 - Issue 9 - July 2006

## PROFITsystems E-COMMUNICATOR

### Calendar

#### July 4th

Closed for Independence Day

#### July 10th-14th

Class Week

#### July 15th

Closed for PROFITsystems Annual Picnic

#### July 24th-28th

Las Vegas Market

#### August 7th - 11th

Class Week

#### September 11th-15th

Class Week

### Classroom Training

For more information about our classroom training and to make your reservation, please call 800.888.5564 or email [karim@profitsystems.net](mailto:karim@profitsystems.net).

### PROFITgroups

We are looking forward to seeing our PROFITgroups members at the next meeting. If you are considering becoming a PROFITgroups member and would like more information or references, please call 800.325.2018 or email [phyllisz@profitsystems.net](mailto:phyllisz@profitsystems.net).

### License Special

Save \$300 on additional PROFITprofessional licenses! Call 800.888.5565 today for details. Sale ends July 31, 2006.

### PROFITprofessional Version 11.2 – Best of the Best

*Krissy Lanza, Conversion Specialist*

PROFITprofessional Version 11.2 is set to debut soon; are you ready for it? Now is the time to start the conversion process and reap the benefits of our latest and greatest features. Take a look at some the newest additions to PROFITprofessional Version 11.2:



#### Bar Coding

Three new bar coding capabilities were made to this version including the sales cart, addition of the UPC code, and printing bar code labels on price tags:

##### Shopping Cart

"Okay Mr. Jones, you need two of these reclining chairs (beep), that sofa (beep), this coffee table (beep), and two of those end tables (beep). We're all ready to check out." Point of Sale scanning and the ability to create customer shopping carts has been added to our bar coding systems for both RF and PDA batch. While walking the floor with your customers, simply scan the item to add it to the customer's personal shopping cart. When the customer is ready to checkout, finalize the cart, and import the customer's items into the sale. One last thing, "Will that be cash or charge?"

##### UPC Code

You will be able to use an item's standard UPC bar code for RF scanning, PDA batch scanning, and point-of-sale scanning. A new UPC field in the item file will be used as an alternative method to find an item ID when using the bar code scanners. This new field is required and the conversion to 11.2 will update this field with the item ID.

##### Price Tags

Also new to bar coding is the ability to include an items bar code on the price tag.

#### Container Management

Purchase orders can now be grouped together by container when acknowledging the purchase order, at the time of receiving, or both. Grouping these purchases orders together will provide for easier and more efficient data processing of the merchandise received and allocating of freight when processing the accounts payable invoice. A container range selection has been added to the receiving tally, receiving labels, open purchase order report, and the purchase order history report.

#### Expanded Item Search Capabilities

Several new features have been added to the item search screen. Included in the new features is the ability to search the entire description and remarks fields (not just the "starts with"), the ability to process multiple searches, and the ability to include only those items with quantities on hand or available. This added functionality will allow the user to find a match to what the customer is looking for in a timelier manner. The new item screen also displays the quantity on hand in the data grid.

#### Order History Report

A new Purchase Order History Report has been added. This new report provides a way to recreate a purchase order after it has been received. The Purchase Order History Report can be used to reconcile receivings for single purchase order or for a specific date. The report can also be used if your vendor needs a list of what was ordered on a specific order number.

#### Price Tags with Pictures

When printing price tags, the system now allows the price tags' Microsoft Word template to be loaded and printed automatically through PROFITprofessional. Along with the new auto-merge functionality is the ability to include an item's picture on the price tag.

#### Lineup

Lineup is a tool to assist retailers in identifying gaps in their inventory based on category, style, and price point. Lineup is combination inventory management and purchasing tool. In order to identify shortages and overages at a specific price point, lineup compares a Microsoft Excel spreadsheet containing the store specific ideal quantities by category and price point against the location file.

## Revolving Updates

Handling your revolving term customer's accounts just got easier. Remember last month when you had to merge the revolving accounts before you ran statements? That function just went out of date. Effective with this release, revolving accounts will automatically merge when posting sales. That's right - when a sale is entered, a new revolving contract total and payment are calculated. When a sale is finalized (delivered) and posted, the amount and payment are calculated to catch any changes. Don't worry about the customer's statement. We now pull figures from both open receivables and receivables history. Your customer will see what happened over the past month in a nice, new format. Additionally, if a customer has always made the same payment - lock that payment in. Enter the standard revolving payment in the customer file and the system will always use the lesser of the calculated payment or the customer's "Standard Revolving Payment".

## Service Type Sales

A new sale type has been added to sales entry. The new type, titled "Service Order", is for service order sales and will be used when a technician needs to be sent to a customer's home for repairs. The Service Order type can be tracked through several of the sales applications, including Sales History, Print Delivery Receipts, Print Sales, View Sales, and when searching for a sale.

If you have questions about the conversion process, please call our Conversion Specialist at 800.888.5564 or email at [conversions@profitsystems.net](mailto:conversions@profitsystems.net).

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## ATTENTION!!!

*Les Kush, Director of Systems Support*

If you are currently on PROFITsystems software Version 10.2 or 10.3 and you upgrade your hardware to the Microsoft Standard or Enterprise versions of Windows 2003 with **Feature Release 2**, you may lose the ability to print your reports and pre-printed forms.

PROFITprofessional Version 11.1 does not have this problem with the above operating systems. If you have any questions please contact Systems Support at 800.888.5564 or [support@profitsystems.net](mailto:support@profitsystems.net).

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## Pervasive Information

*Les Kush, Director of Systems Support*

Pervasive Corporation recently announced that they will discontinue selling the Pervasive SQL version 8.x database engine product on August 31, 2006. This will include all new server licenses, workgroup licenses, and add-ons to existing licenses. Pervasive discontinues support for this product on December 31, 2006. PROFITsystems will continue to support all versions of the Pervasive SQL database engine which supports our distributed products.

For clients on Pervasive SQL version 8.x, please contact our sales department at 800.888.5565 if you desire to increase the number of your Pervasive or PROFITprofessional licenses before August 31, 2006.

After August 31, 2006, increasing existing licenses will require an upgrade to the newly released Pervasive SQL version 9.5. Contact our sales department at 800.888.5565 if you have questions.

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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