

# Solution Time

Vol. 1 issue 4



2003

## EMPLOYEE PROFILE



*Judy Sinele at work*

### Meet the Staff at Software Solutions....

*In this and future editions of Solution Time, we will be profiling the members of the SoftwareSolutions team.*

Judy Sinele (pronounced sin-lee)

Judy works in the Software Solutions office every day from 8-12, answering the phone, dispatching the support calls, and assisting with Accounts Payable and Accounts Receivable. "Kathleen and Allan have created a comfortable, relaxed work environment and I appreciate the flexibility that allows me to be able to work and still take care of my children." Judy's been married to her husband Ford for 16 years and they have two children; Hunter, 13 years old and

Faith, 7 years old. Judy has two stepdaughters, Amanda 23, graduating this May from The University of North Texas, and Jennifer 26, married to Scott Dillard with a 1 year old daughter Kristen.

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### CUSTOMER

**Propak Logisics, LLC**

### CORPORATE PROFILE

**Type of Business**

Supply Chain Solutions  
Transportation and Freight forwarding  
Pallet Sales, Warehousing

**Total Number of Employees**

1700 (and growing!)

**MAS 200 Users**

15

**Size**

80 locations in 31 states

### MODULES IN OPERATION

- General Ledger w/ FRx
- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Inventory Management
- Sales Order
- Purchase Order
- Custom Office
- Visual Integrator

### MAS 200 Success Story

"Your single source for supply chain solutions." That's how Propak Logisics positions itself, providing full integration of logistics services and pallet management programs.

**THE CHALLENGE**

Propak began operations in February 2000 in Ft. Smith and has grown rapidly since its inception, moving last year into larger quarters in Barling. Along with the growth came the pain of dealing with business software that was not able to keep up with the demands of the business and



the volume of transactions. "In addition," says Lori Hooten, Propak's controller, "we needed the ability to customize our software without calling a software programmer and being placed on a waiting list for changes to be made. We are very impressed with MAS 200; with how much the system can be customized and how easy it is to learn and use."

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## e-Business = E-fficiency

by Kathleen Peden

When I am talking with current or prospective MAS 90/MAS 200 users, one recurrent business concern that many are struggling with is integrating multiple systems and eliminating redundancy. The most common examples of this are companies with personnel performing duplicate data entry in one or more applications, keying orders into their accounting system manually that are generated through EDI or an internet shopping cart, or taking data out of their accounting system and manually entering the same into spreadsheets for analysis. (Is your company guilty of these costly "sins"?!)

**What if your organization spent less time and money on data entry and more on analysis, management, sales and marketing would that be beneficial?**

In this edition of our newsletter, as in our prior issues, we have published a MAS 90 or MAS 200 Success Story. The purpose of these is to acquaint our customers with one another and, also, to demonstrate how critical business issues that you may be facing have been successfully resolved. One facet of each of these stories to date has been creating efficiencies using Visual Integrator. And, we have so many more examples of this because, once again, redundancy is such a common problem.

Well, now I want to talk about e-business and its role in slaying this same monster. The Internet is the leading choice for transacting business worldwide. Everyday, more and more of us are communicating with our customers and vendors via email and the Web.

And, if you are a wholesale or retail business, your customers are probably shopping with you on the Internet. How are those orders getting into your MAS 90 or MAS 200 system?

NOOOO... don't tell me someone is taking Internet order information and manually entering orders. Haven't you heard that with MAS 90/MAS200 e-Business you can:

- receive those orders directly from the web into Sales Order for processing,
- send automatic email notifications,
- allow business-to-business customers to view their account information, invoices, and open orders
- and so much more. Think of the savings!

Our primary goal at Software Solutions is having customers who think MAS 90 is as great as we think it is. If we can help you to make it a valuable business management system – you will. So, if you need more information on e-Business, give me a call. I also have a list of websites for MAS 90 users who have put this to work for them. It may help you to see it in action.

### **Users Group Meetings**

**May 20th in Springdale**  
**May 22nd in Little Rock**

- Meet and mingle with other MAS 90/MAS 200 users
- Free training on advanced features of Custom Office

We'll get back with you soon with details and registration forms.

## **Are you at 3.71 yet?**

If you haven't upgraded to version 3.71 yet and need some help with it, just give us a call.

Version 3.71 has been out for awhile and it is working just fine. Remember that Best only supports their current version and two previous versions, meaning that if you are using anything older than 3.61, it won't be supported by Best Software. 4.0 is just around the corner!

## **Insights 2003**

The annual Best Software resellers conference is coming up June 1-4. In the past this conference was known as Visions. 2003 will be the first year of Insights. This year the conference will be in sunny Orlando, Florida, home of Disneyworld.


As always Kathleen and Allan will be attending to get all the latest news and information on MAS 90/ MAS 200 and BusinessWorks. This year Brenda Ballew will also be there.


The annual Insights convention is an opportunity for MAS 90/ MAS 200 resellers to get together with Best Corporate to discuss the future of the software, any concerns our clients may have, and find more innovative ways to continue serving the more than 1.7 million Best Software customers. If there are any changes you'd like to see make sure and let us know and we'll be happy to pass it along.


Don't worry about all of our technical support staff being gone all at once, we'll make sure we can take care of any emergencies that might arise.


We'll be sure and get out all of the details from Insights 2003 in the next edition of Solution Time.


## BusinessWorks Gold Tips and Tricks

 You can publish any report to your Word Processing program. Just click Preview on the Report Setup Screen. When the report displays, click the Publish button on the toolbar at the top of the screen.

 If you run a current month Trial Balance or Account Detail Report in the General Ledger, entries marked with an asterisk (\*) are dated in a prior or future month. These transactions are not reflected in the report total.

 The Balance Sheet will not show subtotals if you elect to run the report consolidated by account.

 If your check forms have pre-printed check numbers, be sure to check Track Wasted Checks in the A/P options menu.

 To view a sale less any invoice discounts, print or preview the A/R Sales Analysis Report.

## BusinessWorks Gold rates 5 Stars

In a recent evaluation of "Mid Range" accounting software, Best's BusinessWorks Gold version 3.0 received a rating of 5 out of 5 stars. The 5 star rating was better than rivals such as Microsoft Small Business Manager, QuickBooks Enterprise Edition, Visual Account Mate, and Business Vision. Ease of navigation, powerful cash management and the ability to get data out of BW Gold were just some of the great features cited.

When integrated with Microsoft Office, the BusinessWorks Custom Office module can significantly increase your company's productivity. The module offers mail merge, attachment management and custom worksheet capabilities that put your BusinessWorks Gold information to work for you.

### Mail Merge Features:

- ✓ Allows you to create customized mailings targeted to groups of customers, vendors and employees using Microsoft Word.
- ✓ Allows you to create and edit documents and merge them with BusinessWorks information using Word's advanced word processing features.
- ✓ Enables you to set up professional templates once and modify them as needed.

### Attachment Manager Features:

- ✓ Creates a paperless office by attaching objects such as bitmaps, Word or Excel documents and multimedia files, directly to any BusinessWorks general ledger chart of accounts, customer, vendor, part, job or employee.
- ✓ Supports both linking and embedding.
- ✓ Maintains customer correspondence by attaching delinquent account and welcome letters to each customer record.

### Custom Worksheet Features:

- ✓ Creates customized worksheets in Excel using BusinessWorks data.
- ✓ Compiles data from multiple modules into a single workbook.
- ✓ Allows you to perform additional calculations, insert graphs or charts that can help you with your future reporting.

Give us a call if you have any questions or would like some more information on the Custom Office module.

## BUSINESSWORKS

Free web seminars for  
BusinessWorksGold.

What's new in BusinessWorks Gold?

4/23/03 1:00

5/7/03 1:00

5/28/03 1:00

This is a quarterly newsletter, if you do not wish to continue to receive it, simply reply with: "Unsubscribe" in the subject line.

Visit us on the web at  
[www.best-software-solutions.com](http://www.best-software-solutions.com)

If you haven't been to our website in awhile, take another look. It's been redesigned and is now updated on a regular basis with upcoming events and information.

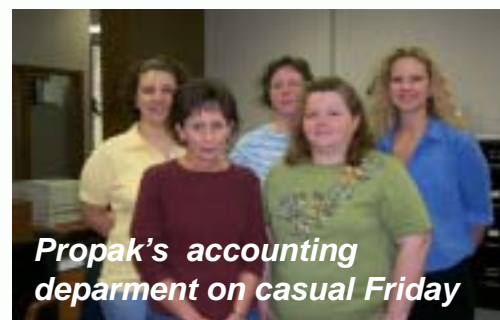
Propak Logistics operations are divided into two groups - pallet management and the logistics services that include freight brokerage. Both areas involve a high volume of transaction data entry, however, their needs are different. After Propak completed the initial stages of implementing MAS 200 we began looking at solutions for reducing data entry and especially duplication of data entry!

In the pallet management area, the corporate office in Barling receives a weekly email from each of its locations with an Excel spreadsheet report attached detailing the pallet activity for the prior week. Each transaction



represents both the purchase of pallets from a vendor and the sale of those pallets to a customer. With Kathleen Peden, from Software Solutions, and Lori Hooten working together, the processes have been developed and implemented that allow Propak to use MAS 200 Visual Integrator and import all these transactions from Excel files to both the Purchase Order and Sales Order modules. We have also used Custom Office extensively to add several User-Defined Fields (UDFs) that were required. In addition, we have designed several custom reports with Crystal Reports that aid Propak in reconciling their pallet activity for purchases and sales.

For freight brokerage activity, Propak's sales consultants also had to enter their transactions both in Purchase Order and Sales Order data entry. In a recently completed project, we modified the Purchase Order entry screens for this specific group of users, including UDFs that allow them to enter all the data they need in the purchase order module. Data from the Purchase Order is then exported and imported into Sales Order invoice data entry – once again eliminating a huge volume of duplicate data entry. Lori Hooten and John Cooley, Propak's CFO were also very excited to simplify their budget process in



*Propak's accounting department on casual Friday*

MAS 200 General Ledger, using the Xchange menu to import budget numbers for each location and department from the spreadsheets they had used for budget development. And lastly, Lori spent about a half day in training for FRx – loves the program – and is off and running with creating custom financial reports. Much more efficient than keying those numbers, manually, into Excel!

"We have already benefited greatly from our investment in MAS 200," comments Lori, "and I know that there are still many features that we have not yet tapped. We plan on continuing to expand our utilization of the full functionality of MAS 200 and will be looking to Software Solutions for more training and assistance with implementation of batch faxing, further integration with Excel, and using Crystal Reports for developing our own custom reports." ■

### **employee profile (cont. from pg. 1)**

Every afternoon she does volunteer work at her children's school. They attend John T Goad Christian school, started by their church a few years ago. She normally grades papers or baby-sits an independent study group. Like most families, they stay busy with the everyday activities of their children. Hunter plays baseball, and both children take music lessons. During the summer they spend most of their days at the neighborhood pool.

The Sinele's are all devoted to the activities at their church. Ford teaches a 1st & 2nd grade Sunday school class and Judy sings with a ladies ensemble. In addition to the Sunday morning services, the children participate in the puppet ministry and the organized youth activities during the week.

Judy enjoys golfing with Ford and is an avid reader. "The last book I read was Scott Turow's *Reversible Error*. I have enjoyed all of John Grisham's novels and the *Left Behind* series." ■



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