

## PCM EDGE July 2010

A Quarterly Newsletter for  
Precision Computer Clients &  
Affiliates

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We are excited to announce our new product offering, xTuple ERP - widely considered the most highly capable, fully cross-platform open source ERP system available in the marketplace.

It is a particularly compelling choice for small-to-mid-sized businesses around the world. We believe this is a great product for those of you who have seen your budgets tighten but are still looking for ways to improve your business processes with a comprehensive, flexible, and affordable solution.

If you have any questions regarding this new product - please give us a call. We'd be happy to go over your needs and see if it's a fit!

### If Your Company Accepts Credit Cards for Payments, PCI Compliance Applies to You

Regardless of size or industry, all companies that accept credit cards must adhere to the safeguards mandated by the Payment Card Industry Data Security Standard referred to as the PCI DSS. While most companies are aware of PCI, many are unsure what it means for their businesses. As well, companies that use a third party for clearing and remittance often incorrectly assume that PCI compliance does not apply to them.

So, what are the risks of noncompliance? Beyond exposing your customers to fraud or identity theft, your business can be held responsible for the credit card company's losses. In the event of a security breach or lack of PCI compliance, credit card institutions can assess your company higher credit card processing fees and levy fines of up to \$500,000 - or even bar your company from processing any credit card transactions at all. Keep in mind that this applies to all companies that accept payment by plastic even if they don't store any related data.

The PCI DSS is a multifaceted security standard that includes requirements for security management, policies, procedures, network architecture, software design and other critical protective measures. This comprehensive standard is intended to help organizations proactively protect customer account data. It is a group of principles and accompanying requirements, around which the specific elements of the DSS are organized.

#### **Build and Maintain a Secure Network**

*Requirement 1:* Install and maintain a firewall configuration to protect cardholder data  
*Requirement 2:* Do not use vendor-supplied defaults for system passwords and other security parameters.

#### **Protect Cardholder Data**

*Requirement 3:*

Protect stored

cardholder data

*Requirement 4:*

Encrypt

transmission of

cardholder data across open, public networks

You can read the rest of this article on our blog at <http://www.pcmethods.biz/PCBlog.html>.

#### **Sage Pro 2010**

The latest version of Sage Pro software is here and was built with existing customers in mind, giving you ways to improve your daily processes and more options for analyzing and using your data both within and outside your Sage Pro system. Some of the new features include:

- The new data driller organization tool that lets you define Dataview Groups and associate default data drillers to each, significantly cutting down on time.
- A new check box in Sales Order that lets you reserve inventory for a particular customer order allowing preferred customers to have priority on available inventory.
- Save money on payroll printing. A new feature in Sage Pro 2010 allows you to save on costly preprinted check forms while keeping your check numbers consistent for reconciliation.
- Customize the report option grid so you can create custom filters and sort options for your reports

For more information on the new Sage PFW 2010 please visit [www.pcmethods.biz/PCBlog.html](http://www.pcmethods.biz/PCBlog.html) and download your copy of the 2010 release guide.



### Training Options Galore!

FREE pre-recorded webinars are now available through the Sage webcast website. July's webinar line up is packed with some great new topics such as:

**First Look at Sage Pro ERP 2010** - See new features and improvements within Sage Pro ERP 2010.

**PCI Compliance 101**  
Learn about the Payment Card Industry Data Security Standards (PCI DSS) and ways to protect your business and customer data.

**Excel® Tips & Tricks: Data Validation, Named Ranges, & VLOOKUP**  
Use Excel more efficiently for reports you create for your business.

**Excel® Tips & Tricks: Doing More With Macros**

Get tips on how you can use macros in reports in order to improve your productivity.

**Excel® Tips & Tricks: Financial Functions**  
Learn how to create your own formulas, format data in multiple cells, and perform complex calculations of your data.

To register for any of the classes listed above, visit: [www.sagewebcast.com](http://www.sagewebcast.com)



### Strategies for Recovery - Inventory Efficiency

Business owners and managers often wonder how they can make their company more efficient, but lack the time necessary to research ways in which they can actually make a change. In the current economic climate implementing a solution or process that moves the company to greater efficiency is a great stepping stone towards recovery.

Actions such as: streamlining processes; maintaining inventory accuracy; reducing data entry; and consistently boosting customer service are all great ways to encourage the growth and efficiency of your organization. The great news is that automated barcoding is a cost-effective way in which all of these (and more) can be achieved.

A bar code scanning solution can help improve inventory accuracy by streamlining operations and producing a greater overall efficiency across the warehouse, accounting and sales departments. With a scanning bar code for each transaction, your inventory management and accounting systems are updated automatically in real-time giving staff consistent and immediate access to the information they need.

By scanning, verifying and updating information within one system countless improvements are made in regards to accuracy throughout the business. And the best part is many bar code scanning solutions are designed to integrate directly with your accounting system.

Due to its affordability and ease-of-use, more and more small-to-medium sized businesses are turning to bar-coding automation to improve their overall process and reduce costs.

### Getting to Know Peter Heinicke

Peter Heinicke, President of Precision Computer Methods does everything from setting the vision and goals for the company to installing software. He got his start in the industry in 1978; growing the team, developing the business; and identifying new products to sell. At the encouragement of his family, he incorporated in 1979 and has been helping companies with their software solutions ever since.

**Do you have a positive story about your company that you'd like to share?**

*A newer customer asked for a quote on a mod - (this was the first one we did for them ever). We quoted 1/7th price of the former VAR as a fixed price, and delivered it early in a working form with only one minor bug.*



**When you were young, what did you want to be when you grew up?**

*College professor with research as the main focus and consulting on the side.*

**How does doing what you do now, compare to what you wanted to be?**

*Less glamorous, but no question that I am helping people through consulting.*

**How have you grown professionally over the past year?**

*I am more willing to learn new things, for instance, I learned ACCESS.*

**What lessons did you learn in 2009?**

*Just because the economy is about as bad as it ever has been, doesn't mean the year will be bad for my company. Also, Life is too short. You have to say no to those activities which people try to impose on you because "you're a nice guy", but which you do not really want to do.*

**What are you most looking forward to in 2010?**

*I am looking forward to a trip to Hawaii with my wife to celebrate her successful weight loss efforts.*

**Do you have a fun fact, or story about your family history you'd like to share?**

*My grandfather who only had an eighth grade education was able to add up pages full of multi digit numbers in his head quickly and accurately.*

**What is your favorite thing in life and why?**

*Working on construction projects with a church group. I love helping people who need it, and its different from my regular work, and usually with a great bunch of people. It's an example to me of how life is not always a zero sum game.*