

PCM EDGE

3rd Quarter 2008

A Quarterly Newsletter for
Precision Computer Clients &
Affiliates

SPOTLIGHT:

PRECISION COMPUTER
METHODS

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Message from Peter

Dear Friends, Colleagues and Clients:

As PC Methods celebrates our 29th year in business, we are excited to announce several new developments as we plan for the future of our company: the first is the institution of our quarterly newsletter, PCM Edge. Here, we will keep you abreast of news within our company and our industry.

In this issue, I am thrilled to introduce you to one of our team members, Peter Schwitz. Peter is an invaluable asset to PC Methods and I could not be more pleased to have him on the team.

We have also included some information regarding the latest changes to Sage Accpac ERP and how you can take advantage of the special introductory "per user" pricing offer available for new customers from now until June 18th.

Finally, I want to say "Thank You" to all of you for your support and business over the years. Without you, we wouldn't be where we are today. I hope you enjoy this issue of "PCM Edge". For more information on anything you read here, please give us a call; and as always, we welcome your feedback and would love to hear from you.

Sincerely,



Peter Heinicke
President



Check Out Sage Accpac Extended Enterprise Suite

The new Sage Accpac Extended Enterprise Suite offers two valuable components that work together to give you a complete picture of your customers, sales, and marketing data.

Dashboards offer up-to-date snapshots of your company's financial and operational status, which allows companies to make better-informed, more timely decisions. Users can also easily track fixed asset purchases and ongoing monthly depreciation entries using the Sage FAS Link. This feature integrates Sage Accpac purchase orders or accounts payable.

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REFERRALS PAY!

To celebrate our 29th year anniversary we are introducing a new Referral Program. Anyone who refers us to a prospect which results in new business will be rewarded with 5% of the software price for Sage software sales!

The process is extremely flexible too! Either....

- Make the introduction between your referral and PC Methods, by e-mailing both of us regarding their possible interest.
- Give us your referrals contact information so we can get in touch with them.
- Tell your fellow colleagues that we are available to help them and have them call us.

We recognize that your recommendation is priceless. Therefore, we will continue to earn your business by striving for the highest level of service possible to ensure your satisfaction.



Meet Our Team

Peter Schwitz, Sales Consultant for PC Methods has worked with the company in various roles for three years and has been an official member of the team for almost 1 year. Peter has expertise in Networking and Servers as well as Sales and Business Development. Prior to joining PC Methods, Peter was trained in accounting and worked in the Technology Industry consulting and writing software programs.



When he isn't busy working, you can find Peter spending time with his family. He and his lovely wife are approaching their 34th anniversary in September and have four beautiful children. "I have all that I need knowing that my children are thankful, honest, hard working adults." states Peter. In addition, Peter has 2 grandchildren and he treasures all the joys that grandparenting brings.

Peter actively participates in his church and is involved in many ministries including speaking and leading worship during the chapel services at a local Mission and serving people in Mexico on mission trips. "I have always lived with the personal philosophy that you give people what they need." states Peter. "This applies to my personal and business life. I like to ask questions and examine the needs of others and then properly advise or help them with the best solution possible."

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Multicurrency Revaluation ensures compliance with currency translation standards required in different countries by allowing users to choose currency revaluation methods based on different international standards. The Multiple Customer Billing presents an invoice for multiple parties to one contract for different aspects of work. This enables you to keep control of your project costs, billing, and accounts receivable, even if you have to bill multiple customers for the same job. The second component of Sage Accpac Extended Enterprise Suite is the newly improved SageCRM. SageCRM Integration allows for (bi-directional data flow between Sage Accpac and SageCRM, which permits you to manage customer interactions more effectively. This program can also be integrated with Microsoft Outlook giving you the power to manage e-mail and schedules more efficiently.

Other compatibilities include Windows Vista, Microsoft Office 2007, and 64-bit Microsoft Windows 2003 servers. These compatibilities offer a wide range of flexibility for whatever system you have.

SageCRM developers and administrators can delete custom fields through the user interface without having to create a code, as well as add new buttons or customize existing ones in the work area. This makes it possible for system administrators to further customize SageCRM to reflect their unique business processes, making the system easier for all users.