

# San Francisco Bay Area Users Group - **SFBAUG**

Serving MACOLA users in the Greater San Francisco Bay Area



October 2004

**Contacts:** Dennis Milosky

President  
650-651-3020  
[dmilosky@techinst.com](mailto:dmilosky@techinst.com)

Terry Holmes

Secretary  
510-475-0552  
[tholmes@injexindustries.com](mailto:tholmes@injexindustries.com)

## **October Meeting - What's New in Progression 7.6.300**

Nadine Lai from Exact Software presented us an overview of the enhancements that are contained in Progression 7.6.300. The majority of the enhancements affect Order Entry...in fact there are more than 20 changes in all. Some of the highlights are:

- New and enhanced OE to PO functionality.
- Credit card processing from within the OE module (additional software required)
- New "Power Views" with greatly enhanced drill downs.
- The ability to change the shipping location by line item on the order.

PO Module - the ability to create master orders that act as a template and can be copied and reused.

AP - added the ability to reapply credit memos

Nadine has promised to provide us her PowerPoint presentation and I will post it on our web site at [www.emug.org](http://www.emug.org). Thanks Nadine for a great presentation and thank

you to Exact Software for hosting lunch this month!!!

## **Engage Users Conference and Users Group Presidents Meeting notes:**

I attended the Engage conference in Chicago earlier this month and found it to be a very worth while experience. First of all, Exact and the Chicago Hilton made it a very first class event. There was a wide variety of program offerings and nearly 800 Exact customers attended. Most of the programs that I attended were well presented and I felt like I came away with some valuable information about the current product, or where the product is headed in the future.

Some of the better presentations included:

- What's New in Progression 7.6.300
- Progression Tips & Tricks
- Warehouse Management System integration with Progression and ES
- Reporting Against Your Progression Database

Exact has promised to post all of the PowerPoint presentations from Engage on the customer portal. Keep your eyes open and I'll let you know if I see them first.

Other highlights included a keynote address by Joe Theisman who tossed out some autographed footballs to the crowd and a hosted party at the Chicago Field Museum.

After Engage ended, I spent the next two days with the other User Group Presidents and the management from Exact Software discussing the product and support issues.

The overwhelming impression that I got is that while most of the new marketing and sales efforts are focused on ES and e-Synergy, they are fully committed to supporting and enhancing Progression for the next several years. There are currently about 7,000 Progression customers in the US and fewer than 300 ES customers. So, Exact certainly understands where their core constituency is. Generally, Exact is planning for one major and one minor Progression release each year. In 2004, 7.6.300 was the major release and 7.6.300a is due out before December 31.

As we all know, we recently lost our local telephone support with the departure of Sam from the Pleasanton office. This is a national trend to consolidate the support functions in Columbus where the core product expertise resides. If you find that you are having any difficulty with phone support, please notify Deborah Puckett at Exact so that she can help escalate the priority and help you to get a resolution to

your problem. Also, you should be aware that you can request support either by calling Exact directly or through the customer portal. If you have not visited your customer portal recently, you should...Exact has put a lot of resources into improving functionality.

I have attached draft minutes of the meeting for your reference:



2004 Meeting Notes



Presidents open forum 2004 check list

### **Group Business:**

In our closed session, we discussed the benefits of continuing to allow vendors who are not presenting at a meeting to attend. While there were some concerns expressed about overt selling and vendors trying to compete with each other, the overall feeling is that it is a benefit to the group to continue an open invitation. As such, the general portion of future meetings will continue to be open to Exact personnel and VARs.

We also discussed agenda topics for next year including:

- Ask the Experts – an open Q&A forum where we can ask product related questions of Exact and VAR representatives
- Tips & Tricks for Progression
- BOM, POP and Shop Floor Control
- Warehouse Management System and bar code integration
- Business Analytics - the new product from Exact
- Web Orders and Web Views

If you have any other suggestions for topics, let me know. I need to get working on next year's schedule.

## **EMUG web site**

Exact is now providing resources to maintain the user group web sites. Please check out [www.emug.org](http://www.emug.org) for the link to our site. We will post all of the prior newsletters and other presentation materials there. There are also links to the Exact customer portal, Exact authorized VARs, archived editions of Softwire and more.

My thanks to Jonathan Miller for his past support of our web site.

### **Next meeting:**

Thursday, December 9 at 12:00  
Hosted by: Finelite Inc. 30300 Whipple Road, Union City, CA. Telephone: **510-441-1100**

**Topic:** Integrated shipping solutions. Chris Sletner of V-Technologies will demonstrate StarShip and ShipGear which both interface with Macola. They not only upload shipping costs into your order but also allow you to print tracking information directly on your invoices.