

The CPA Software News awards ACCPAC Advantage Series in the high-end and mid-range category accounting system

ACCPAC Advantage Series is again awarded a five-star rating and a four-star rating for its Enterprise Edition in the high-end category and Small Business Edition in the mid-range category, respectively, in CPA Software's most recent software review.

It was not the first time that ACCPAC products receive this kind of prestigious acknowledgement from the accounting software industry. ACCPAC Advantage Series has been known for its fully integrated suites of end-to-end business solutions that includes Accounting and Operations, Customer Relationship Management, eCommerce, Warehouse Management, and Human Resource Management.

Its scalability and its flexibility on the reporting end contribute to its success penetrating the mid-size enterprises market. Advantage Series supports a number of databases, including Pervasive.SQL, Microsoft SQL Server, Oracle, IBM DB2, and CA Ingres II, making it a software of choice for companies of any size.

To obtain more information on how ACCPAC can help your business, please contact us at (323)265-3000.

Life Tips

Forgiveness is an act of the will, and the will can function regardless of the temperature of the heart.

Corrie Ten Boom

**Business Tips:
Hidden Money in Your Company**

One of our clients has been expanding its business rapidly. It's growth outpaced the staff's ability to manage daily operation and no one has been aware that Accounts Receivable turnover period has been getting worse every month. Accounts Receivable department has been very busy taking orders, preparing shipping orders and invoicing. The company decided to re-examine its business process.

OpenAxis, Inc asked the staff to contact slow paying customers. They found out why some customers did not pay on time. Some reasons included:

- Sales returns for wrong products
- Claims for damaged goods
- Discolored or different taste products
- Packing slip errors
- Missing invoices
- Missing wire transfer information from banks
- Missing cash receipts
- Cash receipt errors
- Entering cash receipt to the wrong customer account due to similar names

- Chapter 7 or 11
- Financial difficulties of customers

The staff came across a shocking fact. A few large customers have never received invoices from the company, which should have been mailed out in August 2002. Perhaps the customer misplaced the invoices; however, no one knows for sure. The company shipped the products six months ago, which accounted for three invoices worth more than \$200,000. When the customers were notified of this incident, they promised to pay the outstanding invoices immediately.

Responsibility may lie on the customer misplacing the invoices. However, the client staff needs to emphasize on collecting the Account Receivable on time. The explanations of delayed payment do not help collect Account Receivables, but by following through with *continuous collecting actions*, it will bring **good results**.

The continuous and systematic review of Accounts Receivable Aging reports will bring the company the following bene-

fits:

- Understand customer's situation from not only financial aspects but also customer's viewpoints on our services and products.
- Find out issues or patterns at the company's side and be able to improve the system, such as reducing sales returns and improving Quality Control procedures.
- Collect Accounts Receivable on time.



You can analyze Accounts Receivable aging every month based on the reports. Unfortunately, it does not tell you what kind of issues you have on your business process. Instead, the actions you take based on your analysis tell you the issues that ultimately make a difference.

*For more information,
Please call
(323) 265-3000*

At OpenAxis, we focus on the implementation of IT solutions for small- and medium-sized businesses.

We provide management and computer consulting services by identifying issues, implementing solutions, and managing all your IT needs.

Comprehensive Solution:

Accounting Solution
Operation Solution
Manufacturing Solution
Other Integrated Solution
Customized Solution
E-Commerce Solution

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ACCPAC Launches New Advantage Series 5.1 with IBM DB2 Universal Database Included

ACCPAC International, Inc., released version 5.1 of its Web-based ACCPAC Advantage Series accounting system. The new release includes dozens of functional enhancements, plus new component packaging and pricing designed to make it easier and more cost-effective for small and mid-size businesses (SMBs) to create economical business management solutions aligned more closely to their exact needs.

All editions of ACCPAC Advantage Series (Enterprise, Corporate, Small Business and Discovery) are being upgraded, providing improved Web-services integration, expanded database support and performance improvements, as well as functional enhancements for international markets and overall ease-of-use. In addition, Multi-currency, National Accounts, and Optional Fields and Validation Tables have been newly packaged as optional modules across all editions. Module pricing has been reduced by up to 40%, making Advantage Series more affordable for more businesses than ever before.

With version 5.1, ACCPAC is also the first accounting software vendor to include, at no additional charge, the IBM DB2 database with its software.

New Modules Offer SMBs Freedom To Choose

With ACCPAC Advantage Series 5.1 the Multi-currency, National Accounts, and Optional Fields and Validation Tables functions are now available as optional modules across all four editions for increased customization flexibility.

IBM DB2 Universal Database Now Included in Every System Manager

ACCPAC now includes IBM DB2 Universal database and three user licenses in every Advantage Series 5.1 System Manager module, for all editions. DB2 is a Web-ready relational database management system delivering leading capabilities in reliability, performance and scalability.

Pricing and Availability

ACCPAC Advantage Series is available from ACCPAC Solution Providers (OpenAxis.com) worldwide starting at a Suggested Retail Price of \$495 USD per module.

Do not miss a chance!

Take advantage of competitive pricing from ACCPAC

Thinking about upgrading your accounting application or switching to another application? Take advantage of competitive upgrade pricing from ACCPAC. If you are currently using other accounting software and are thinking to switch to ACCPAC, you can get significant discounts from ACCPAC. Call us at (323)265-3000 and find out what you can get at incredibly low price. We will also provide a free demonstration at your request.

But hurry! Offer ends on March 21.

Have a question for Microsoft Windows or Office Product? Ask our specialist and they can answer on this newsletter. Please feel free to email your question to techsupport@openaxis.com.