

## EDI Solution seamlessly integrate with accounting system

Edisoft Merchant offers users of major accounting systems a "one-click solution" that truly defines seamless integration. Once the orders are in accounting system it takes over all further processing, just as if those orders were keyed in manually. That's what "seamless integration" means.

Merchant supports an unlimited number of trading partners and Value Added Service Providers (VASPs). Templates are designed to meet each trading partner's requirements. Flexible capabilities include mapping many varieties of product and ship-to codes.

Edisoft Merchant distinguishes itself by providing superior user productivity and world-class document management. One of the most important and powerful features of the Edisoft Merchant translator is the capacity to perform daily tasks easily and recover from problems quickly.

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

## We are not in "the Apprentice", yet we still need good negotiation skills.

NBC's reality show "the Apprentice" is over. The show reconfirms us that good business people understand the need for good negotiation skills. Negotiating well can greatly impact your bottom line., while negotiating poorly can also greatly impact your bottom line, too.

Being a good negotiator doesn't mean you always get what you want. In fact, successful negotiators propose solutions that not only meet their objectives, but also make the other side feel that its needs have been met as well.

So, how can you work the deal, so it's win-win for both sides? Let's look at your side of the deal first.

### Preparation Is Key

It's critical that you walk into the negotiation totally prepared. Here's how:

1. The first step is to establish your objectives and identify the issues that are important to your side. Part of this process also requires you to identify those issues that are NOT important to you.

2. Learn everything you can about your opponent... background, negotiating style... and the issues that will be of most interest to him or her.
3. Identify your strengths and weaknesses as well as those of your opponent.
4. Determine what your strategy will be and the preferred outcomes. A preferred outcome in a merger and acquisition situation might be to work out a form of payment other than cash in order to get the highest sales price.
5. Don't assume that you know your opponent's specific objectives and preferred outcomes... or you might not listen as well as you should.

Which brings us to the next issue.

### Listen, Listen, Listen

Listening itself is a true art. In negotiations, it takes on a whole new meaning. Test your assumptions by probing the other side to find out more about their objectives and concerns.

But make sure it doesn't come across in a threatening way.

Keep in mind that the more you listen and the less you talk, the more you'll learn about your opponent's position. And the less you'll reveal about yours.

### Know When To Hold 'Em; Know When To Fold 'Em

Try to avoid being first. Then when you do offer a proposal, use what you have learned through your preparation and listening to put forth a win-win solution.

Keep in mind that a win-win solution is not one in which both sides compromise. Rather, it's a solution that gets you as close as possible to your best possible outcome while still recognizing the needs of your opponent.

Even when it's obvious that you have the upper hand, always go for the win-win solution. After all, successful, long-term relationships come about when neither party walks away from the table feeling like they've been taken advantage of.

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
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- Other Integrated Solution
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- E-Commerce Solution

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In addition, for those who are thinking to change to ACCPAC from your current accounting system, there are competitive upgrade program, where ACCPAC offers the great discount on the software.

Eligible competitive accounting software brands include, Abacus Systems, AccountMate, BusinessVision, Epicor Financials, Fortune 1000, Great Plains, Macola, Navision, Open Systems, Platinum, Platinum for Windows, RealWorld, Solomon, Best BusinessWorks, Best MAS 90/200/500 and Best Acuity, etc.

In either case, OpenAxis will give you another 20 % discount on the software you purchase.

So hurry up and call at (323) 265-3000 and ask for more details.

Especially if your accounting system integrated with some operational computer systems (such as manufacturing, EDI or customer management, etc) , call now and make an appointment for free consultation. We diagnosis your system so that we can provide better and lower cost maintenance system.



## Virus Alert!! Do not open attachment unless you are 100% sure what it is and where it comes from!

The new virus "Netsky" is still spreading around the world. Most of the case, if you do not open the attachment, you will not be infected. But it fakes the sender of email and extension of the attachment.

Check your virus definition files update and delete any suspicious email attachment.

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](mailto:techsupport@openaxis.com).