

New Customers

We are pleased to announce that Shearline Steel Strip Ltd. and Tube and Steel Supplies Ltd. have purchased the PCI Prof.IT system. Shearline is part of the German Bilstein-Kaltband group and are based in the West Midlands.



They are leading providers of cold rolled strip steel in seemingly endless combinations of quality, size, hardness and finish. They run four slitting lines, a rolling mill and offer a cut to length service.

TSS Ltd. are based in Newport, South Wales and offer a enormous range of tube based products and related services.



They have been expanding their operation over recent years and are looking forward to their new IT system.

Recruitment

It's easy to recruit staff the difficulty is recruiting the right people.

Richard Bulmer joined us at the start of December 2007 and we are delighted with the contribution he is already making to our consultancy and training team. Richard's hands on managerial experience has been appreciated by both our metals and fashion customers. It's always a pleasure to be able to pass on compliments to a member of staff.

We are also pleased to announce that Mohammed Hajat joined our development team in March.



Mohammed has a degree in Information Systems and is an

experienced Uniface programmer, the computer language Prof.IT is written in. He is visiting a number of customers to gain some first hand knowledge of our customer's businesses and requirements. He's a keen swimmer and footballer.

Software Release – ver 20

Release 20 is now on your Testbed systems and although we provide release notes we are concerned that most customers are not identifying new features that could benefit their businesses. We believe that the time spent reading these notes is time well spent – if you give us a call we will be happy to provide further information on any new features you are interested in. Further copies of the recent and previous release notes are available.

Making More from Prof.IT

The PCI User Day will be taking place on Tuesday 13th May 2008. Details of the venue and the agenda for the day have been sent to all our customers and we hope to see as many of you as possible.

Training Courses

A number of our customers have asked about shared training courses. The big advantages of shared courses are reduced costs and networking opportunities with other Prof.IT users.

We have therefore put in place a series of monthly training days that will be provided at our training room at PCI House. These days will cover a range of topics that are likely to be of benefit to a large number of users. They will focus on practical, hands on use of the system and will be for a minimum of one and a maximum of four people per session. The details of individual courses are shown on the reverse.

Top Tips

Whether for training, consultancy or a new installation it's always a pleasure to visit our customers. As you know we are always ready to provide

additional or refresher training and we regularly offer this in discounted packages. Because we believe that a skilled user is a happier user we are adding a regular feature to our News Letter. The aim is to remind users about some of the features that they may not be using and to highlight new areas added as part of your support contract.

Tip 1 Did you know that the Post Code hyperlink will take you directly to Google Maps

Tip 2 Did you know that you can link documents to product records: specifications, pictures, contracts etc. (most file formats are acceptable)

Tip 3 Did you know that there is a Transport Management module included in the core Prof.IT system? This provides comprehensive details of vehicles, loads, routes, weight limits, vehicle utilisation, picking notes and delivery notes.

Tip 4 Did you know that if you are a Sage Line 50 user you can send Sage statements via fax and e-mail using Prof.IT.

Special Offer

This edition's special offer is a **free** document scanner with our new automated scanning system.



This new bar code based system can auto scan and auto file a range of Prof.IT documents into our document history system, including POD's Process Picking Notes etc. and will be demonstrated during the User Day on May 13th.

Comments

If you have any comments about this or previous newsletters please send them to editor@pcisystems.co.uk

Training Course, Content Details and Dates

Course Title	Description	Date
Crystal Reports – An Introduction	The course provides an overview of Crystal Reports giving practical opportunities to design and create your companies' own reports and documents based on existing designs. You will be able to change layouts, sort sequences and data grouping.	10 th June '08 and 11 th Nov '08
Crystal Reports – Advanced Skills	The course provides practical opportunities to build new documents, inquiries and reports. This includes a standard Data Dictionary for the Prof.IT database and opportunities to include additional data.	9 th Sept '08 and 13 th Jan '09
System Management – An Introduction	As the title suggests this course covers those areas that are usually maintained by a System Manager. They include Back-up procedures, Data Recovery, User Access, User Permissions, Workflow, Teams and Groups.	8 th July '08 and 10 th Feb '09
Stock Management	This is designed to help you make the most of your stocks, to maximise your stock turnover and predict your stock requirements. It covers Stock Reporting and Valuation, Reorder Levels and Procedures and Forecasting.	12 th August '08 and 14 th April '09
Customer Relationship Manager (CRM)	CRM packages are often 'stand alone'. This course is designed to help you get the most out of Prof.IT's integrated CRM module. It covers how to import prospect databases, create merged mailed shots, monitor responses and set reminders.	14 th Oct '08 and 10 th March '09
Transport Manager	Prof.IT contains a fully specified Transport Management system that maintains records for vehicles types, vehicle specifications (weights, lengths etc), drivers, insurance dates, MOT dates, routes and loads. This information is used to manage the daily job of allocating drops to loads and produce the paperwork. The course covers all aspects of this system.	19 th Dec '08