

New Prof.IT Customers

There is always an extra buzz when we sign a sales contract to migrate an existing customer to the new Prof.IT system; we have been fortunate enough to do this twice recently.

Hallam Steelstock, a long established stockholder here in Sheffield, have been using Stock.IT since 1997 but have recently decided to do away with the green character based screens and move up to our windows based Prof.IT system.

Greywolfe are a specialist garment procurement company who work with many of the country's leading sports clubs including Manchester United FC and other Premiership sides. Updating their IT systems is a key part of their strategy for maintaining their current growth rates.

Recruitment

We are pleased to announce that Shah Hussain Gillani, an experienced programmer/analyst joined us in early September.



He has a Masters degree in Computer Science and has many years experience in a variety of industrial sectors.

New Prof.IT Release – ver 24

The latest version of the Prof.IT system is on your Testbed systems and we know that many of you have started your own procedural checks. We plan to have all of our customers' live systems upgraded by Monday 22nd September.

Uniface Upgrade

Soon after the 22nd September we will be arranging with individual customers to visit their site to undertake a language upgrade.

Prof.IT is written in a language called Uniface and we are required to move from version 8 to version 9. This move is covered by your Software Support Contract and does not involve any cost. The upgrade will provide a Vista compliant Prof.IT system.

Free Release Days

We have been aware for some time that many of the new features included in new releases are not widely used by customers. In order to encourage their use, help you understand the benefits and suggest how you can best implement them, we are offering a FREE Release Day. These days will be scheduled between a new release going on to your Testbed system and upgrading of your Live system. We will send you an Agenda with the notes for each release and ask you to book your place via Sue. Places will initially be limited to eight people so please book early.

Top Tips (continued)

Tip 5 Batch Reporting: Use this new feature to schedule and automatically produce any of your regular reports. Print them or send them by fax or e-mail.

Tip 6 Recovery Backups; Ensure you are following our recommended backup procedures to ensure that your cost of Disaster Recover is kept to a minimum.

Tip 7 Use the new Overdue Orders Enquiry, (version 24) to help monitor your delivery performance.

Tip 8 Make sure you have the tool bar under the Menu Bar switched on. It makes moving between open windows easier.

Special Offer

Many customers continue to benefit from additional training days. Once a customer and their staff have been using the system for a period of time, gaining hands on experience, they often want to explore the additional options offered by Prof.IT, or are just looking at doing things differently. Much of this training has been provided via our **"6 training days for the price of 5"** offer. As this offer has

proved popular we are repeating it starting again in November 2008. Please contact Bob or Philip for further details.

Staff Spotlight

Weeks, months and years have come and gone but some things remain the same (apart from the much missed ponytail).

Iain Sharpe has been an integral part of PCI for more than 19 years. He over saw the move from Unix to Windows and from Stock.IT/Tec.Style to Prof.IT



Iain studied Biological Sciences at Southampton University but after joining PCI for a holiday job found programming was his forte. As our Senior Programmer/Analyst he plays a central role in deciding the structure and future direction of our applications.

Many of you will know that Iain's hobbies include Live Active Role Play, involving weekend's away and sword fighting (he's not allowed to bring them to the office – Health and Safety!!!)

Golf Day

Date: Friday 19th September

Venue: Dore and Totley Golf Club

The annual pilgrimage, known by many as the PCI Golf Day, is here again. Many of those attending will be disappointed having been overlooked by Nick Faldo again but its only 2 years before your talent will be properly recognised.

I hope you all enjoy the day.

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.	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.	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.	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.	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