

First Impressions - REVISION 11

SouthWare Resellers are excited and energized about Revision 11 after trying it out for themselves. Here are some of their initial responses to the new and improved SouthWare Excellence Series™ Revision 11 -- with Personas and Portals -- the new roled-based business application software.

REVISION 11

"It's funny how you start using a new program like Rev 11, and you come across things that may have seemed unimportant in the release notice, but make a world of difference. Here is my list of the top 10 cool things about Rev 11 (some of which may surprise you).

- E-mails go directly to Outlook without hitting a button three times.
- Portals. Very cool.
- Inquiry grids. Research becomes exportable to Excel. Yes!
- AP Payment selection screen. It's all there.
- Printing. You got it **very** right.
- Integrated Search Tab Lists. How cool are these?
- Cash Flow Bank Reconciliations. Thank you!
- Copy and Delete Buttons. Yes!
- New fonts for display. The text display now works great! (Some of us old-timers still use option 4)
- Receivings data entry. Came across this unexpectedly when I went to receive inventory. Totally cool checkmarks..."

"I wanted to let you know that we had a great first day on Rev 11...We heard MANY compliments throughout the user community! A few of the comments were:

- "I can't get over how fast Rev 11 is."
- "FYI makes getting to the information in SouthWare a breeze!"
- "The graphical interface combined with the familiar shortcuts and function keys makes it simple to learn the new product."
- "We should have upgraded years ago..."
- "This is easy enough that even our salespeople can use it."

...the upgrade went so smoothly, we brought our engineer home this afternoon, because there was nothing left for him to do...Congratulations, and thank you for a very successful experience!"

"Love it! So much fun!"

"I have just recently gotten fully immersed in Revision 11. There is some great stuff in there. At the Dealer Conference I was impressed and now I am finding fantastic stuff that I was not even aware of previously."

"My first impression of Rev 11 was and still is the same. AWESOME!! This is probably one of the most significant changes SouthWare has made in its history. SouthWare once again has broken away from the competitive pack and has given us and our clients the ability to take a new or casual user to a "point of value" quicker than ever before. The clients that have seen the new interface and experienced the ease of integration with MS Office products are truly impressed. From a personal stand point I really have enjoyed having multiple pieces of information needed to run the business just a click away. Keep up the good work!"

First Impressions of REVISION 11

FYI

"FYI is one of the stronger upgrade selling features - according to the feedback from our user group seminar. It was most remembered."

"FYI eliminates paper."

FYI – Grid Edit

"Hands down, the best new feature in SouthWare Revision 11 is the FYI Grid Edit. Any skill level user can now create their own report - display it in an excel-like grid, and then directly edit custom, stock item, or other data in that report grid. This tool can save users a tremendous amount of time."

"I love the Edit capability in FYI AND the ability to move fields around in the grid. One end-user said "I never felt that I could learn to use ReportMate, but *even I can use FYI!*"

FYI – Portals

"I just have to say **WOW**. Client wanted to change sales history to reflect a special location for international orders. I just zapped 593 records in the sales history file. Set up my portal, populated the grid, selected location, and chose edit/ALL. This would have taken over an hour with ReportMate/ImportMate in the past.

What a wonderful new tool. Very easy to use, and very intuitive. You read about it, and say "that looks nice," but until you actually see these in action, you don't know."

Personas

"One of the many things I like about Rev 11 is the concept of Personas and how SouthWare used that idea to program the changes we see. They put themselves in the shoes of a user and programmed a portal to the software that fit the user's basic daily needs. Then SouthWare gave us the ability to easily modify the portals and screens to further tweak the user's portal. This is especially nice since every business and user is different."

Menu Portals

"I love the portals! The new interface will SIGNIFICANTLY reduce our training time for new employees."

"Portals cut the learning curve in half for one implementation we've done."

Multi-Window Workspace

"I particularly like the multiple screens. I often I need to switch back and forth between maintenance, inquiry, reports and processes. Multiple screens is a huge improvement over personal breakout and makes troubleshooting much easier."

"On our upgrade (our first Rev. 11 - from 60 to 90 users and from AIX to Windows), our controller said we could cost-justify the upgrade just on [multi-window workspace] alone. He felt we'd save enough time not having to load and re-load multiple programs/applications that we could get a cost payback for the upgrade in LESS THAN ONE YEAR."

"We are using FYI creatively with Multi-Window Workspace in one new account. We install and service certain products using an FYI report we call "ScheduleBoard" and have it in one window - showing work by territory by day. The other window has Service Order Entry - and we use the grid in FYI to review data and determine which of our 50 tech's really has the ability to work each of our average 200 Service Orders each day!"



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