

The DDMS Project Report

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This issue includes an update on the upcoming Version 7 software releases, as well as a look at two new products that can cut your costs for processing credit cards: Approval Link™ 2.0 and Approval Link+™.

----- Status of Version 7 -----

Version 7 software is currently being beta-tested at 10 dealer sites. In two to three weeks, we plan to ship the beta software to 50 additional sites, so that we can test it more thoroughly in a business environment.

Following the successful completion of beta testing, we'll put the finishing touches on Version 7 and release it. The released version will be shipped to 50 dealers. After that, we will continue to ship the released version to the remaining dealers. (As promised, office equipment dealers who attended the ECI² Direction 2003 Users Conference will be among the first to receive the released version.) The process of shipping copies to all DDMS dealers normally takes about 10–12 weeks.

----- Cut Credit Card Processing Costs -----

Now you can process credit card transactions faster and more efficiently than ever before with two new products: Approval Link 2.0 and Approval Link+. These programs create an interface between your DDMS system and POS-partner, a credit card authorization program by Vital®.

As you may have heard, PC Authorize™, the credit card authorization software for which the original Approval Link was developed, is no longer available. We engineered our new versions of Approval Link to work with POS-partner, and also took the opportunity to make it faster and more efficient.

Approval Link is a Microsoft Windows®-based application that connects your DDMS business system to a PC equipped with POS-partner. (You must purchase POS-partner separately. The software is available from a number of sources, including ECI² Approved Vendor Net 1 Payment Services.) Approval Link pulls information directly from your DDMS server, eliminating the need to re-key the information.

----- Full-Featured Software Makes It Easy to Process Credit Cards -----

Approval Link 2.0 includes features to make credit card processing fast and easy:

- Works with all major credit card servers
- Handles procurement cards and private label credit cards
- Simplifies interrogation:
 - Graphical, easy-to-use application
 - Network and TCP/IP capable — no need for additional modems
- Handles separate merchant IDs
- Supports multiple hubs
- Can handle additional sales information, including item description, invoice number, and customer account number

- Works with all DDMS-approved point-of-sale equipment
- Supports Level I and Level II cards
- Uses Internet connection between your network and the clearing house
 - Faster transactions processing
 - Eliminates the need for a separate phone line
- Dial-up connection option

Approval Link+ includes all of the features of Approval Link 2.0, and also gives you the ability to process Level III transactions.

----- **eNsite Pro Enhancements Improve Credit Card Efficiency** -----

In conjunction with the new versions of Approval Link, we have significantly enhanced our eNsite business systems to further improve credit card efficiency:

- Make changes to orders at a later time, as long as no advanced payments have been applied
- Process bill-complete orders within the normal credit card flow
- Automatically track and manage authorization codes for pre-approvals

----- **Upgrade at a Discount** -----

After December 31, 2003, we will no longer support the original Approval Link software. We are also discontinuing support for DataCap, an older authorization program.

To help existing Approval Link and DataCap customers take advantages of DDMS' new credit card features, we're offering a discount if you upgrade to Approval Link 2.0 or Approval Link+ by December 31. Please see the upgrade table below.

If you upgrade to Approval Link 2.0 or Approval Link+ after December 31, 2003, you must pay the regular price of \$695 for Approval Link 2.0, or \$1,650 for Approval Link+.

Approval Link 2.0	Upgrade Date	Price
	October 1–31	\$98
	November 1–30	\$149
	December 1–31	\$198
Approval Link+	Upgrade Date	Price
	October 1–31	\$1,092
	November 1–30	\$1,144
	December 1–31	\$1,193

Again, please note that Approval Link 2.0 and Approval Link+ both require POS-partner, which is sold separately through various vendors.

----- To Subscribe or Unsubscribe -----

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