

The DDMS Project Report

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Included in this issue:

- ~Learn to Use the New Software at the ECI² Users Conference
- ~Purchasing Goes Graphical in Version 6
- ~Other Key Features in Version 6
- ~If You Don't Have Version 6 Yet, You Will Shortly
- ~Graphical G/L: Coming Soon to a Computer Near You
- ~And That's Not All: More Good Stuff in Version 7
- ~Just in Case You Missed 'em: Key Features in Version 5
- ~To Subscribe or Unsubscribe

This issue is a software status report: we have been adding many features lately, and we want you to know what new features you can use now, and what you can look forward to in the near future.

----- Learn to Use the New Software at the ECI² Users Conference -----

We'll be describing a large number of new features in this issue. The best place to learn how to use all these features is the ECI² Direction 2003 Users Conference. The conference will be held at The Fairmont Dallas in Dallas, TX, on September 18–20, 2003. It features two full days of in-depth training on the new software features in versions 6 and 7.

Machine dealers: The conference features the debut of the new graphical service automation software. You must receive training on the new graphical software before

implementing it in your business — and the best place to get that training is at this conference.

To learn more about the conference and register online, please see our conference Web site: www.eci2.com/conference. You should also have received a conference brochure in the mail: it contains complete session descriptions, and a registration form that you can fax or mail.

Remember: You have less than one week to take advantage of advance registration discounts. To receive the discounted early bird rates, you must register by **August 8, 2003**.

----- Purchasing Goes Graphical in Version 6 -----

In version 6, we bring a convenient, easy-to-use graphical interface to the purchasing applications. We carefully engineered this software to make purchasing easier and faster. With the new graphical purchasing software, you can:

- Build a short-buy report on-screen with a single click: you no longer have to print it out.
- Build P/Os in a single step
- Create and save purchasing profiles for all of your vendors
- Display running totals for weight and dollar amounts as you build a P/O
- Access several convenient options by right-clicking an item on a P/O:
 - View all the outstanding P/Os that include this item
 - Change or delete the item
 - View a picture of the item
 - See complete item information from the inventory database
 - Make vendor comparisons

- Browse catalogs to find the correct item
- Check alias and bin information.

----- Other Key Features in Version 6 -----

Version 6 also includes a new salesperson restriction feature, which lets you limit a salesperson's access to customer records. You can limit each salesperson to his or her customers. You also have the option of giving salespeople access to specific additional customer records. You do this through salesperson aliases. You can assign a salesperson alias to a customer account, and then assign the alias to all of the salespeople who need access to that account.

We have also enhanced drop ship functionality in version 6. You can now drop ship any order directly from order entry:

- Drop ship an entire order or select individual items
- Create several P/Os from a single order

Lot pricing, which is also new in version 6, helps you manage sales for very large quantities. Sell items in lots of hundreds, thousands, even tens of thousands. Lot pricing also helps you implement true job costing, price and sell in fractional quantities, and revise costs after delivery.

For complete information on the new features in version 6, see "What's New in Version 6", at www.ddms.com/support/doc/ver6doc.htm.

----- If You Don't Have Version 6 Yet, You Will Shortly -----

Version 6 of our eNsite products has now shipped to about 40 percent of our active dealers. We're shipping about 100 copies a week; every dealer should receive a copy by the end of August 2003.

----- **Graphical G/L: Coming Soon to a Computer Near You** -----

We're close to finishing version 7 of our eNsite products: the major features are in place, and we're now testing and refining them.

In the June 2003 issue of the "DDMS Project Report" we told you about one major new feature in version 7: the graphical service automation software for machine dealers. Here we'll focus on a few other notable features in version 7, which is slated for release during the fourth quarter of 2003.

A key feature in version 7 is the graphical G/L application. It offers many advantages over text-based general ledger:

- **Display reports on screen:** All the G/L information that you must currently print a report to see can be displayed on-screen. With the graphical G/L application, you print only when you actually need a paper copy.
- **Information at your fingertips:** New graphical applications offer a variety of ways to view and organize information.

The new Batch Totals tab, for example, lets you review batch entries without printing a report. You can limit your view to specific postings, and you can resort the information by clicking the headings.

When making postings or reviewing batches, you can view an account's master history or posting history simply by right-clicking an entry.

- **No more (WD) screen:** Creating custom financial reports is much easier and faster in the graphical software. Select the details and limits with easy, point-and-click efficiency, and view the reports on-screen or print them. Save your custom reports, and they're automatically added to your list of reports. In addition, the new category feature makes it much easier to update reports when you add new accounts: just select the appropriate category for your new account, and your reports will automatically include it.
- **No more digging through Batch Reports:** The new drill-down option makes it easy to access any posting detail. The system stores your posting details in a new file, and the G/L History Window gives you fast, flexible access to all of it. Start at

the broadest levels, and drill down in seconds to the smallest detail on an individual invoice.

Suppose your advertising account is way over budget for the last period, and you need to find out why. You can retrieve a list of the invoices posted to that account with a few clicks — and if you find an unusual invoice, double-click it to see the complete details for that invoice in A/P.

Note: The drill-down feature is standard with eNsite X™ and eNsite X O/F™. eNsite Pro™ and eNsite Pro O/F™ users may purchase this feature as an eNsite Xtension™.

- Export with a single click: Export financial data to a Microsoft® Excel spreadsheet with a single click.

For more information on G/L enhancements in version 7, see www.ddms.com/support/doc/ver7doc.htm.

----- **And That's Not All: More Good Stuff in Version 7** -----

Version 7 of our eNsite products also includes a number of other enhancements, including:

- Graphical low-stock purchasing: The new graphical version of this function is easy to use, and lets you generate low-stock P/Os without having to print the Low-Stock Report first.
- Item aliases: You can create and manage item aliases through the new Item Alias graphical database.
- Delivery and install marking for furniture dealers: Select individual items to include on delivery and installation tickets. Indicate which items have shipped, and specify the delivery and install dates for each item within a furniture project.

Correction: In the March 2003 issue of the “DDMS Project Report” we inadvertently listed delivery and install marking as a version 6 feature, but it was not included in that version.

- Manage your error log: eNsite products have always saved errors in a log file for diagnostic purposes. Now you can specify which information gets saved in your log file (ensite.elf). You can have it record all messages, errors only, or errors and warnings.

We will publish more information on version 7 as it gets closer to release. For the latest, see www.ddms.com/support/doc/ver7doc.htm.

----- **Just in Case You Missed 'em: Key Features in Version 5** -----

So many features have been added in recent months; we want to make sure you haven't missed some that may be helpful in your business:

- Private Supply Network (PSN): ECI² PSN services bring the speed and reliability of the Internet to wholesaler communications. The ECI²PSN offers dealers much faster transmission of purchase orders and acknowledgments, online price and stock checks, and much more. To learn more about PSN services, go to: www.ddms.com/products/psn/psn.asp
- Customer Item Substitutions: Inventory substitutes—items that serve as replacements for other items—help maintain margins and fill rates by directing customers to the items that you prefer to sell. Customer item substitutes let you assign replacement items to individual accounts. This feature is standard with eNsite X and eNsite X O/F. eNsite Pro and eNsite Pro O/F users may purchase this feature as an eNsite xtension™. To learn more, please see: www.ddms.com/products/xtend/cusitem.htm.
- Printer enhancements: Set up as many as 352 printers, and manage printers that are not set up under TBL/NT.
- Order entry freight tables: Manage freight charges more easily, and add freight charges in order entry from any freight vendor. You can create tables of freight charges for each courier you use, and apply these charges to orders during final verification.

- Tax enhancements: Three new tax enhancements can help you accurately charge and track sales tax: tiered sales tax districts, nesting combined tax districts, and tax rates that vary by category.

For complete information on these and other version 5 enhancements, see www.ddms.com/support/doc/ver5doc.htm.

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