



DY-Computes

Dynamite Newsletter

Winter, 2007

Dynamite Service Duo Released!

It's a service system...

It's a CRM system...

It's two, two, two systems in one!

Dynamite Service Duo is exactly the same as Dynamite Generation 3, only different. Duo possesses the same service functions, entry screens, and reports as G3 but adds extensive contact management functionality, data mining that generates suggested customer reorders, and a reformatted menu that is organized by function.

The implementation of Dynamite Duo is identical to a normal system update without the need for file conversions. For current Generation 3 customers with an active software subscription, the move to Dynamite Duo is **free of charge**. Just another reason why customers should continue their subscription. Go to www.DynamiteService.com to download.

New features include:

Added customer contact functionality.

Retrieval of historical customer purchases.

Added ability to create proforma sales orders for a customer.

Added ability to generate sales campaigns for each salesman.

Added unique pricing strategy options based solely upon percentage discounts.

Expanded customizable screen forms and programs that can be menu selected or automatically executed when the user logs in.

Revised menu layout along functional lines with a new column reserved for custom screens.

Updated the User Guide.

Added Wizard for creating new Job Sites.

Added standard service charges based up technician.

Quotable

"Freedom of the Press belongs to those who own one."
A. J. Liebling of the *New Yorker*.

Pass It Along

Pass this copy of *DY-Computes* along to your co-workers. The newsletter is intended to keep you informed of advances to our products and business in general. If you'd like additional subscriptions, just send an e-mail to us at: admin@southbysouthwest.com



Be a Volunteer

Volunteerism is an inherent human trait. We all intrinsically want to help our fellow man but as society progresses and our population increases, we tend to isolate ourselves from those around us. After battling traffic jams, supermarket lines, and airport security, all we want to do is stay home and vegetate.

But just the opposite should happen. We need to reach out to one another to solve some of the problems caused by population growth. We need to take advantage of opportunities to make our lives richer and there are plenty to choose from.

At least one Dynamite customer volunteered with the Red Cross after Katrina and others volunteer as coaches for youth athletics, substitute teachers, citizen committee members, church group organizers and scout leaders. Our own president, Tom Francl, created a local Fire Safe Council and was active in so many activities that he was chosen as the Man of the Year of his community.

Try it! It won't hurt and you'll find it very rewarding.

"DY-Computes" is published for customers and friends of South By Southwest. For more information contact: South By Southwest, 28993 Mountain Meadow Road, Escondido, CA 92026.
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Accounting System Integrations

Dynamite continues to offer full integration to the latest versions of six different accounting systems. This includes Sage Pro Series 7.4, Accpac 5.4, Alere 5.0, AccountMate 7.1, Turning Point 4.0, and Vision Point 10.

When each accounting system vendor releases a new version, our staff installs it on our development machine and then determines whether Dynamite needs to be adjusted. On occasion, substantial database structures are changed because that vendor has made changes to their feature set.

We are committed to adjusting our interface to these systems as their publishers continue to enhance them. Dynamite customers who wish to stay current with their accounting system releases will also need to stay current with Dynamite releases.

In addition to the above systems, Dynamite will also extract general ledger entries for posting to these general ledger systems: Quick Books Pro, Simply Accounting, and older Vision Point versions.



How do I...?

The manufacturer of the Wizbang Controller is now shipping an upgraded product that doubles the speed and halves the annual operating cost. Can Dynamite help me sell this upgrade to my existing customers?



Obviously, the answer is yes. There are two places to look for this information in Dynamite Duo. First, you can search for sales to customers printing a report of all your customer sales of item number WIZBANG. A sales report may be dozens of pages long would need to be apportioned to your sales staff. They would then call up each customer account and prepare themselves for the sales call.

An easier method would be to create a sales campaign for all purchases of WIZBANG. The campaign can be limited to a given period of time, a zip code range, an area code, or the customer's SIC Code. This process creates proforma sales orders for each customer and a sorted list for each salesman.

The salesman would then access each customer in Dynamite and access this campaign on the Sales Tab. The detailed line items are presented in an Excel-like list that can be easily manipulated. New items can be added, unwanted items deleted, and quantities changed.

In addition to searching for prior purchases, you have the ability to add pre-defined items to every order. In the example above, the item WIZBANG-2 could be added automatically when the proforma sales orders are generated.

Large Animal Microchip and Shot Clinic

Our local Fire Safe Council sponsored a very successful micro-chipping clinic last September. A veterinarian volunteered his services for the event and almost three dozen horses were injected.

Micro-chipping horses and other large animals will help reunite them with their owners after an evacuation and will provide positive identification in the event of abduction.