

Softport News

Issue 6

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Save Money Now!

Refer a dealer to us, should they decide to purchase our software, you will receive a free month of support. There is no limit to how many referrals you can send us!



Do you know a website that other dealers may find interesting? If so, please email it to Pam for our next newsletter.

sales@softpower.com

Leasing is available on all hardware and software purchases and upgrades!!!



Windows Update: An Important part of keeping your computer running smoothly and securely.

Microsoft offers a free service known as Windows Update for all computers running Windows. What this service provides are system updates, bug fixes, service packs, and security patches for all Windows operating systems. Most of the patches are for security reasons, so it's important to check for updates often. To find windows updates, click on the start button and look at the top of the menu. You'll see a line that says Windows Update. Click on that and Internet Explorer will open and take you to the correct website.

If you happen to be using Windows XP, you can use the automatic updates feature that will keep your computer updated automatically. This option is normally on by default, but if it's not, you can right click on My Computer, select properties and then click on the Automatic Updates tab. On that screen all you need to do is select the option for automatic and then click OK and you're all set.

After one week of training at a dealer location, Scott Wilcox, Softpower's new employee, is ready for your support calls

What was your first impression of POS and Parts lookup features of the software?

It's a pretty straightforward feature, easy to navigate and understand. The Parts lookup is pretty sweet, it tells you how much of any part you may or may not have on hand, where it is in your store, how many you sell in a year, how many you may have on order and how much it is going to cost your customer. Pretty much everything you need right there at your fingertips with just a few keystrokes.

Continued in next column.....

Were you able to observe the Work Order module in action?

It's a pretty strong aspect of Softpower. It can actually help improve your profitability. Especially where it comes to keeping track of work\repairs, when they need to contact customers for pick-up, and all that goes with that. With a properly setup work order module, you can increase your profitability.

What do you think of Softpower as a tool to manage inventory?

It's very good. I like the fact that you can control every aspect of your inventory right from there. Softpower can tell you when you need to order more of an item, how many you sell in a given amount of time so you can not over order or under order therefore keeping your overhead costs down. Pretty sweet.

What is the most powerful option you have discovered using the software?

Actually there are a couple of things that I found to be very powerful. One was the ease of use. I watched the parts guys simply fly through the menus with just keystrokes. It was faster than I could keep up with visually sometimes. Mice are so overrated. The other was the how Part Smart interfaces with it. You can do a part look up in Part Smart, even using the parts diagrams, drag the needed part from the diagram and add it to a sale. Then go into Softpower, POS\Sale\Cash, input your sale initials, hit F8 and bam, the part is there all set and ready to sell.

How will this help you in supporting other dealers?

Now that I see how our customers utilize the software, and what parts of it they generally use, I know how to help them whenever they have a problem. I also got a real good idea of what our customers expect out of the software, and what they need it to do.

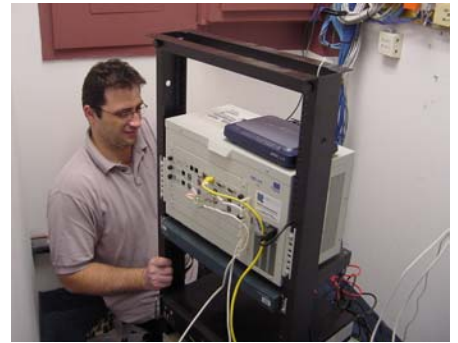


Scott Wilcox: Softpower's new employee



Our offices have moved.

Our address stays the same but our Suite # has changed to 205. On September 1, 2005 Softpower Business Solutions moved their corporate office down the hall. This move will allow for Bob Senger, President, to meet with his programmers in their own space as well as allows for future growth for our technical support staff.



Joe setting up Softpower's ftp server



Website of the month:
www.equipmenttradeonline.com
 Find or sell that perfect piece of equipment locally or nationwide

Do you know a website that may be of interest to other dealers. If so, please email it to us for our next newsletter.
sales@softpower.com

Recording a lost sale:

If you are in Point of Sale and enter a part number on an invoice and then realize that you do not have it in stock and the customer does not want to wait for you to order it. Press F12 and arrow over to Detail. Highlight and press enter on Record Lost Sale.

If you are in Parts Look up and you look up a part that you are unable to sell because you do not have it in stock, press F5 and enter in the quantity that you could have sold if you had this item in stock and then press control enter to record the lost sale.

It is very important to let all salesmen know that they must record this part as a lost sale in order for the report to be accurate.

To run the report: From your Master Menu select Purchase, Suggested, Lost. Enter in the date range and answer all three questions then press Control Enter to run the report.

Attention Softpower Customers

Keep your price files up to date.

Please contact Scott Wilcox at
 800-535-4031 ext. 160 or
scott@softpower.com

We are updating our records and would like to get your account up to date. We will verify phone numbers, addresses and most importantly, your price files.