



TECHNOLOGY SOLUTIONS DIVISION
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EHTC Technology Solutions

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Contact Us

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Solomon and MSCRM: Two Shall Become as One

Is this the announcement of a wedding? Yes, actually it is! Finally, there's an application that joins together the Microsoft CRM front office application with the Microsoft Solomon back office application – and it was built specifically for small to mid-market business (SMB). This question has been frequently asked: do SMBs really need all the functionality that is offered by the overly sophisticated and outrageously expensive solutions



focused on the larger enterprise space? In our opinion the answer is, "Yes," but at a lower price and without the high cost of implementation and maintenance. Let's face facts: SMBs need many of the advantages of sales automation and customer relationship management that previously only the "big boys" could afford. At the same time, SMBs

need to compete by maintaining an even higher level of customer-centric knowledge than their competitors do. This is where smaller companies shine. They can give their customers the personal attention that larger companies cannot.

Now, there is a solution that will let SMBs grow, without losing the high levels of customer satisfaction that they have worked so hard to obtain. And the best part is that all the critical data is already in their systems, and now it can be in the hands of the people who need it, when they need it. If you would like to learn how you can get all of the real-time, accurate information to the right people in your organization, visit our website at www.EHTC.com. You will find this information under the product name *Infuse*. We will also be at Microsoft Convergence 2006 – please stop by Booth 743 and say, "hello."

Freshen Up Your Product Offering

Is your product portfolio getting a little stale? Are you looking for a way to introduce new value into the solutions you offer your prospects and even your current customer base? No matter what you sell or how useful it is now, every product has a life cycle that begins when it's introduced into the market and ends when it is eventually discontinued. It's essential that you know where each of your products is positioned in its life cycle, and that you use this information to plan the future product strategy of your business. A firm with too many products nearing the end of their life cycle has a serious problem. Businesses need to conduct regular reviews of their existing products to identify those nearing the end of their life cycle in sufficient time to plan and develop their replacements. It is even possible to "freshen up" old products by putting them together with new ones that provide an extended value.

Read More at <http://www.ehtc.com/ehtc/articles/gyb0404.pdf>

Come See Us at Convergence 2006

Come visit us at the Microsoft Business Solutions Convergence 2006, March 25-28 in Dallas, Texas. The EHTC Technology Solutions booth, Booth 743, will be set up to show all our ISV products and we look forward to having a conversation with you and your customers. PLUS, in



celebration of the release of Infuse 360 we are giving away an Xbox 360! By simply stopping by our booth and dropping off your business card you will

be entered into a drawing for the new Xbox 360 gaming system. Be sure to direct your customers to our booth as well. We will be showcasing these products in our booth:

INFUSE FOR MICROSOFT CRM AND MICROSOFT SOLOMON

KEEP MICROSOFT CRM AND MICROSOFT SOLOMON IN SYNCH with Infuse – *the connection that helps you focus on business opportunities by eliminating information gaps across your enterprise. Infuse maximizes your Microsoft CRM and Microsoft Solomon investment by supporting key customer-related business processes and making the information visible across departments. This integration enables both applications to share customer-focused information and recognize critical data from both systems, thereby allowing you to see one consolidated view of your customers.*

ECHARGE

PROCESS CREDIT CARDS EASILY with eCharge – *a utility that delivers a flexible, yet powerful and secure credit card processing solution for Microsoft Solomon. eCharge enables you to verify credit card payments in real-time. Whether you are taking orders on the phone, from the web, or at the counter, eCharge offers a solution that compliments your distribution work flow process.*

INVENTORY PLANNER

PLAN YOUR INVENTORY EFFECTIVELY with Inventory Planner *automating the purchasing process in Microsoft Solomon. Using min/max and reorder point logic, this application generates reviewable purchase orders as required. Not all companies need an overly-sophisticated replenishment process; they may simply need a tool that tells them when stock is getting low, and then automates the purchasing process. That's exactly what IN Planner does.*

AUTOPOG

CREATE PURCHASE ORDERS FROM SALES ORDERS with AutoPOg *facilitating the process. AutoPOg creates purchase orders directly from sales orders in Microsoft Solomon. Unlike other utilities, including out-of-the-box Microsoft Solomon, AutoPOg allows the processing of non-stock items and the ability to aggregate lines from multiple sales orders (and different shipping addresses) onto a single vendor purchase order.*

AUTO KIT BUILDER

BUILD KITS AUTOMATICALLY with Auto Kit Builder *managing your kitting process. You no longer need to maintain an on-hand supply of built kits or worry about updating Microsoft Solomon after a sale to make sure your inventory stays current and accurate because Auto Kit Builder builds the kits from their component parts as they are sold.*