PROAD Software

newsletter

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EDITORIAL

Dear PROAD User,

Welcome to PROAD Software's first newsletter for 2009.

The global financial and economic crisis is on everyone's lips and considering all the bad news when you open the newspaper its understandable you would rather stop reading. However, we promise you will not read any Bad News in this newsletter!

Quite the contrary: in this first issue of the PROAD Software Newsletter we have focused on presenting the many new features available for PROAD Professional. These many new functions should help you to work more efficiently day to day with PROAD.

In addition you can also read how you can earn money by recommending PROAD Software to your industry colleagues. These topics and many more are covered in this Newsletter.

Kind regards,

Michael Schmiechen
Director J+D International Customer Relations & Consultancy

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PROAD Software goes AIKA

New AIKA member acquired

AKAI was found in the beginning of November 2008, with the aim of helping agencies that are owned privately succeed.

In tough economic conditions they have helped steer their members into the right direction by recommending PROAD Software. PROAD Software helps agencies optimize their internal workflow and enables agencies to be more successful.

"We are proud to announce that 20% of the members of AIKA are already using PROAD Software" comments Stefan Doerrstein the chairman of the board for J+D Software.

The latest member to make the decision to implement PROAD is Kaluza & Zankl.

"To act in a timely manner in response to our customers we needed to optimise our internal workflow. We needed to start using a job tracking system and it was important to find a partner like J+D software that we could trust. Their experience of over 20 years in the agency market and partnership with AIKA helped us make that decision".

Good recommendations result in good money!

Over the past couple of years J+D Software has been setting up a successful customer referral programme. Many of our clients have benefited from this programme by giving good recommendations to our prospects that have resulted in new business for us.

In these tough economic times we would like to remunerate your good recommendations with good money.

Do you know any agency which is looking for powerful and future-proof agency software?

Then please recommend us because

For every successful closure we honour with £ 500! 1) 2) 3)

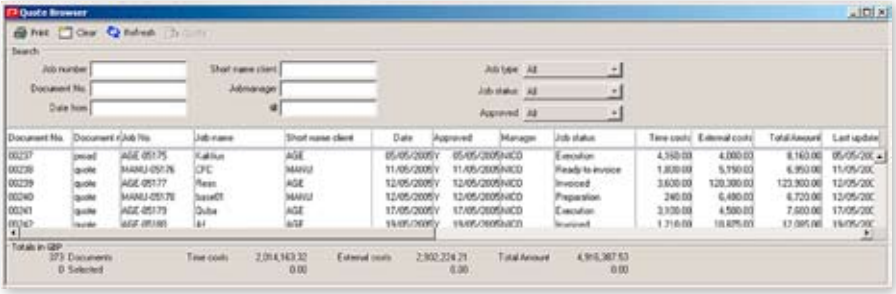
You could possibly recommend PROAD to an acquainted or associated agency in the United Kingdom or Ireland. Or maybe you know agencies in Germany, Austria, Switzerland, the Netherlands, United Arab Emirates or Far East? We are expanding in these countries and already have many clients and reliable resellers.

1) If your recommendation results into a purchase order of PROAD Professional with at least five full user licences.
2) After J+D Software has received full payment. Under the precondition that there has been no prior contact to this prospect by J+D Software or its reseller.
3) Self-Marketing is excluded.

New Function: The Quote-Browser

You're probably familiar with this situation: your clients rings and wants to quickly ask something about various quotes but he only knows rudimental information such as quote number or quote date.

In situations like this the new PROAD quote browser will help a lot. It allows you to browse for PROAD quotes and to view them. The user can easily fill an interactive list by the criteria job and quote number, document date, client or job manager. The original quote can be opened directly from this browser. For a better overview you will also see the quote time and external costs in this browsing list. This tool can also be used as a simple forecast report.



The Quote-Browser

This new function is available from PROAD Professional release 4.73. Please contact our customer support for further information!

PROAD Professional now supports Word 2008 for Macintosh OS 10.x

Since last year Office 2008 for Macintosh has been available. This new Office version has changed fundamentally in terms of technology and usability. This especially effects interfaces to external programmes.

It has been known for a while that Microsoft has decided to eliminate well established interfaces in Office 2008. In consequence of this fact PROAD could not communicate with Word 2008 anymore as the Visual Basic interface is not available anymore in Word 2008.

Due to this fact PROAD Software has invested in 2008 a considerable portion of its development resources in developing a complete new interface to Microsoft Word 2008 on the basis of Apple script. We are very happy to announce that this new interface is available since the First Quarter of 2009 and is provided free of charge within the software development agreement.

Please note that you need at least PROAD version 4.71 and the new Omnis Runtime 4.3 to guarantee a smooth connection with Word 2008.

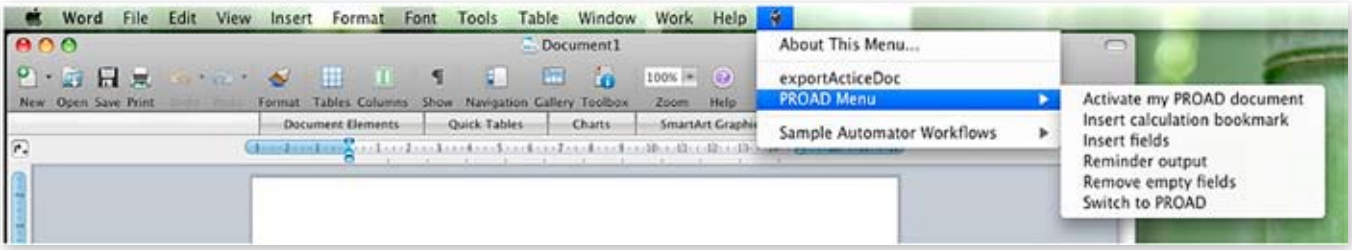
Our customer care department is happy to provide further details and technical support.

PROAD international

PROAD Software expands internationally

One Hundred agencies outside Germany are now working with PROAD Software

After PROAD Software has celebrated it's 500th client in Germany last year, another little jubilee can celebrated: the 100th client outside Germany comes from Falmouth on the south cost of England. This new client, which has decided to control their agency with PROAD, is a small PR agency with four members of staff.
"Our Small business solution concept has also found a firm and enduring place in the international market. This concept has been already proven very successful over the past last three years in Germany. Small agencies and start-ups can now afford a job costing software system which was normally only found in bigger agencies or agency networks", says Reiner Schymitzek, Managing Director of J+D Software, Germany.



PROAD with Word 2008

View all tasks in one glimpse – The Studio Manager

In this fast moving agency industry it getting more and more difficult to maintain an overview of work. At the same time the deadline pressure is getting higher.

Not surprising then that you can lose the overview of work. Various jobs with countless tasks have to be allocated to individual members of staff.

Whose working on which task? What resources are free? Which tasks are completed?

PROAD Software offers with the Studio-Manager a very useful tool to allocate free tasks to resources. At any time you have the overview of the already allocated tasks and the available resources. The allocated tasks will then automatically appear in “My PROAD”.

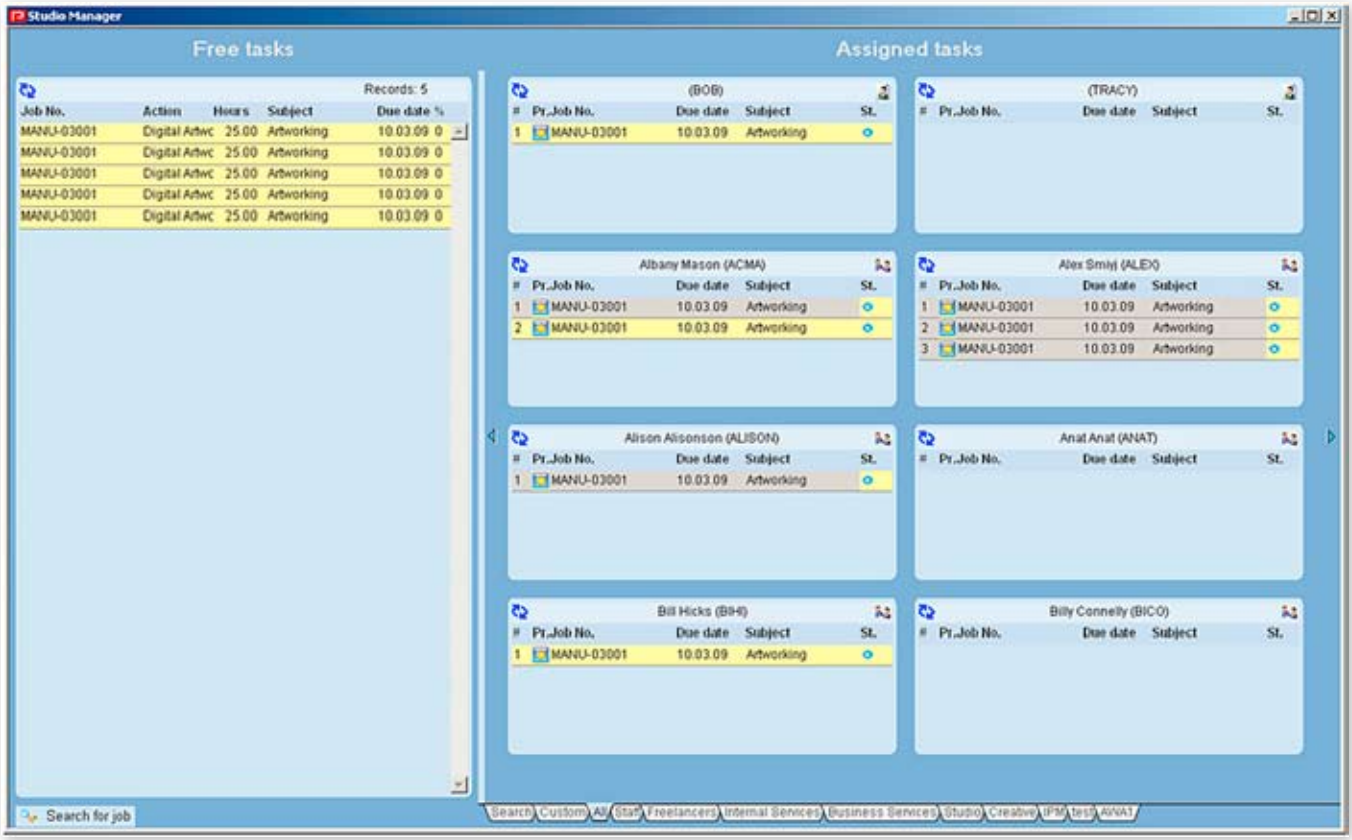
Conclusion: an ideal tool for all agency planners to allocate and monitor efficiently tasks.

The main features in overview:

- Create job related tasks from the job window
- Easy allocation of task with Drag& Drop within the Studio Manager
- Separate views by staff, freelancer, Teams or user defined groups
- Comfortable search of tasks by job number
- Automatic reminders for due tasks
- Easy one-click completion of personal tasks within “My PROAD”
- Automatic time recording after completion of task

The PROAD Studio-Manager is a free extension of the PROAD Professional Planning tool. All clients who are licensed to the planning tool will get this new tool free of charge within the support agreement.

Our customer care team is pleased to give you further information about this new tool.



The Studio Manager window

REPORT OF THE MONTH – Income / Sales forecast

In each newsletter we would like to feature a report from our reporting pool. This month we present the report Income/Sales forecast, which is quite new within our reporting tool.

The report Income/Sales forecast allows on the basis of budget or quote values to project the future possible income. If the job is already invoiced you can also determine the real income and therefore it's possible to compare between planned and actual income.

This report also shows budget or quote value separate by external and own services which provides an alternative to the classic PROAD forecast report.

This report considers all known PROAD reporting structures. For further questions and details please refer to our customer support.

Income / Sales forecast

Company short name / Job number	Job name	Budget		Sales invoices				Purchase Price			
		TC target	EC target	TC actual	EC actual	Total target	Total actual	EC target	EC actual	GP target	GP actual
BOS											
BOS-09-425	Broschure										
		2,130.00	5,866.50	3,240.00	52,798.50	7,996.50	56,038.50	5,000.00	15,000.00	2,996.50	41,038.50
Total		**2,130.00**	**5,866.50**	**3,240.00**	**52,798.50**	**7,996.50**	**56,038.50**	**5,000.00**	**15,000.00**	**2,996.50**	**41,038.50**
CFC											
CGC-09-427	Broschure										
		2,130.00	0.00	6,390.00	0.00	2,130.00	6,390.00	0.00	15,000.00	2,130.00	-8,610.00
Total		**2,130.00**	**0.00**	**6,390.00**	**0.00**	**2,130.00**	**6,390.00**	**0.00**	**15,000.00**	**2,130.00**	**-8,610.00**
EAS											
EAS-09-426	Broschure										
		2,130.00	5,866.50	3,240.00	52,798.50	7,996.50	56,038.50	5,000.00	15,000.00	2,996.50	41,038.50
Total		**2,130.00**	**5,866.50**	**3,240.00**	**52,798.50**	**7,996.50**	**56,038.50**	**5,000.00**	**15,000.00**	**2,996.50**	**41,038.50**
MANU											
MANU-09-422	Leatet										
		3,096.00	1,250.00	0.00	0.00	4,346.00	0.00	1,000.00	0.00	3,346.00	0.00
Total		**3,096.00**	**1,250.00**	**0.00**	**0.00**	**4,346.00**	**0.00**	**1,000.00**	**0.00**	**3,346.00**	**0.00**
		9,486.00	**12,983.00**	**12,870.00**	**105,597.00**	**22,469.00**	**118,467.00**	**11,000.00**	**45,000.00**	**11,469.00**	**73,467.00**

Important new features in an overview

In this section we will give a quick overview of important new functions and tools:

File links

Additionally to the well known function to link external files to a job it is from now on possible also to link complete folders.

Sales Forecast

With the tab page „Sales Forecast" there is a new function available which allows to create a quick and easy yearly forecast without considering existing budgets or quotes. The user has now the possibility with this additional tool to enter planned turnover by month and separated by own and external services. The report "Forecast" considers these values in new options.

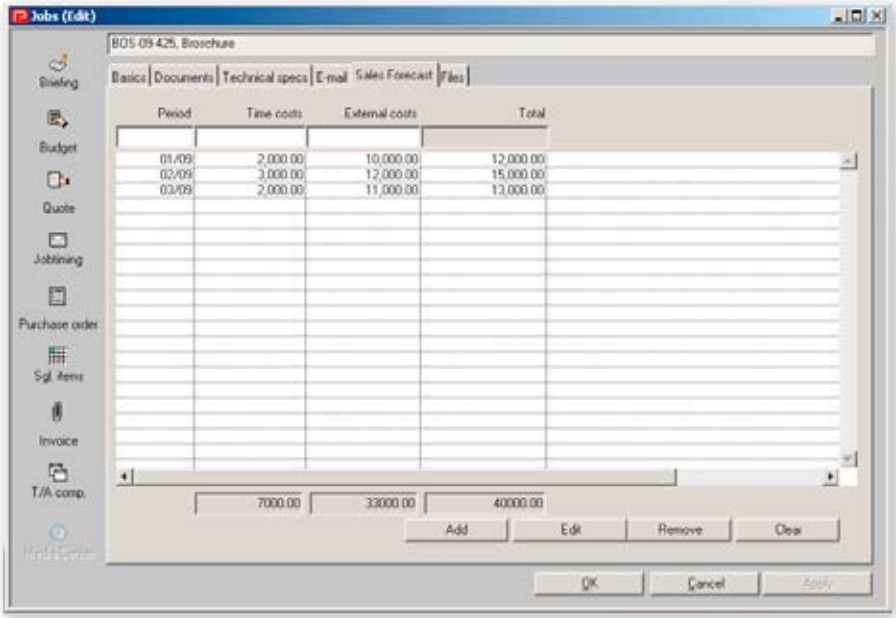
Digital bills and reciepts

Digital bills and receipts can now be attached to a supplier invoice. These digital documents then also accesable from the in the supplier invoice allocated job. This function is also available for petty cash.

Context menu within the job window and MY PROAD

With a right mouse click (PC) or with Control-Key + mouse click (MAC) on the job window there is a context menu available with useful functions.

For further new features and details please refer to the release notes of the updates or please contact our customer support.



Sales Forecast in the jobwindow