EDITORIAL

Dear Readers,

Welcome to the new edition of the PROAD Software Newsletter.

Environmental protection is on everyone's lips these days. But everyone who wants to work environmentally friendly is facing some challenges and it's very difficult in the beginning. PROAD Software would like to address the issue of sustainability in order to make a modest contribution. Read more about this in this newsletter.

The next generation of PROAD will be available from last quarter 2012. In this newsletter you have the chance to take a first look on this brand new development.

Last but not least you will find as usual an overview of all the new features, you will receive this year in the big summer update.

These topics and of course, much more can be found in this newsletter.

Enjoy reading!

Kind regards,

Michael Schmiechen
Director J+D International
Customer Relations & Consultancy

PROAD goes Browser and Mobile

New generation of PROAD is already on the starting block

PROAD Software has been working on the next generation of PROAD for many years now and we are very happy to announce that it won't be long until we can deliver. This brand new product will be available from the last quarter 2012. Our clients who would like to work with this new platform may migrate all data.

This new development from PROAD Software is fully browser based with an integrated text processor. Also most functionality will be available on mobile devices.

With this new product we will also introduce a complete innovative and new user interface concept which will combine long proven functionality with the requirements and ideas which the market requires.

With the screen grabs in this newsletter we would like to give you a sneak preview of the look and feel of this new product.

We will keep you informed with further details later this year.

The next generation of PROAD - fully browser based

PROAD Professional 7
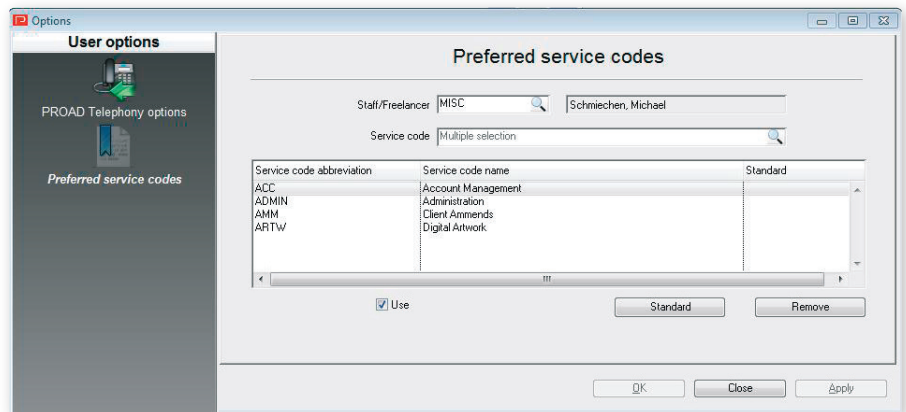# with even more simple time recording and invoicing

PROAD summer release 2012 with many new features

In the last quarter of 2011 the first release of PROAD Professional 7 was delivered. This Unicode-capable version at Omnis Studio 5.1 has laid the basis for new features that will be released this summer in a major update to all our customers with a Software Development Agreement.

In order to shorten the waiting time a bit, we want to introduce the major new features in detail.

Time Recording – even faster and safer with the preferred service codes

The time recording of PROAD is the heart of job management and an important basis for all the reporting. It can be more than annoying when time recording is not complete, incorrect, or not even entered at all by employees. In the past year we have already delivered a complete redesign of the time recording (including the weekly recording) as well as the new time recording control

Set up of the preferred service code

that supports the agencies in this daily „battle". The positive feedback from our customers and further suggestions, not least in the last PROAD Software Expert Meeting 2011, have encouraged us to do more in that direction.

With the function „preferred service code" the user is given the opportunity to preset their preferred service codes in the system so that only those appear in the time recording to choose from. In addition, it is optionally possible to define a standard service code which is

Transfer of quotations

automatically used in the time recording after the job selection. Depending on the user rights, this function can be set by each employee by its own, or guidelines are set centrally by the administrator.
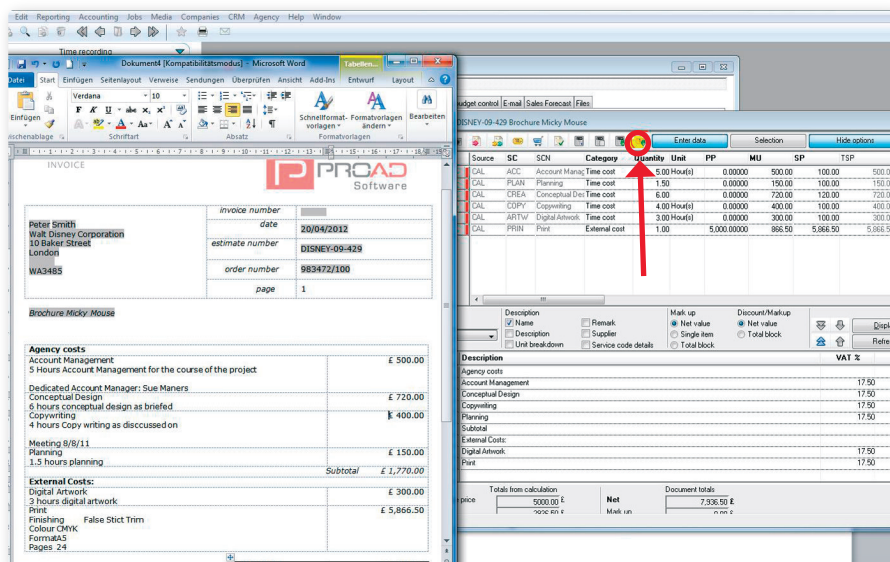
This new feature will eliminate entries on wrong service codes and will speed up recording as the employees only see the relevant service codes for selection.

Invoice even faster - Quotes easy to convert to invoices

With header, subtotal and empty lines functions we have already developed new features in the last couple of years which helps to structure PROAD documents. At the same time, these functions support database-based texts for quotes which means that all texts and formatting are predefined and ideally do not need to be changed in Word.

The advantage of database-based texts is that existing texts and formatting can be easily exported to other documents and jobs without using the clipboard.

It is only logical that we now have a function that allows a full transfer of a complete quotation into an invoice, including the display area with headings and subtotals and all settings. With this function, an invoice is created within a few minutes!
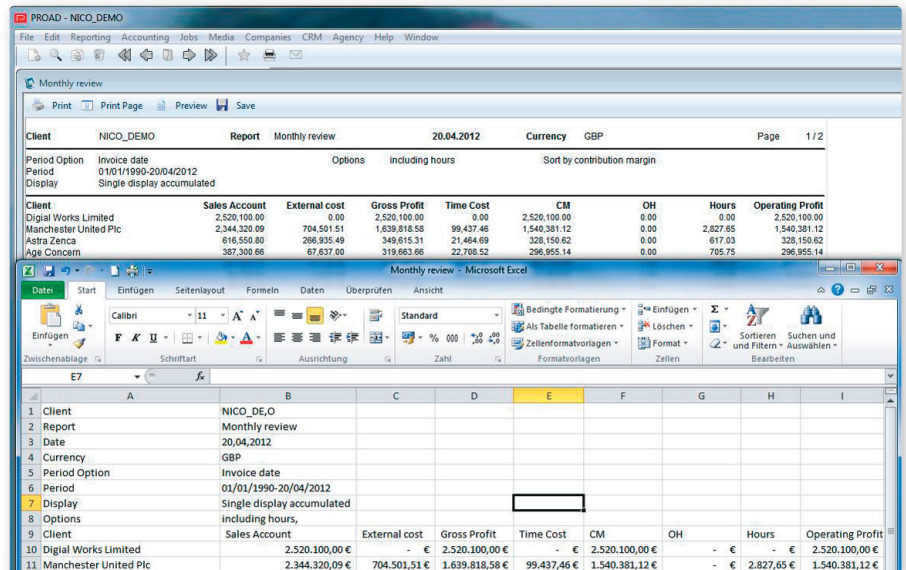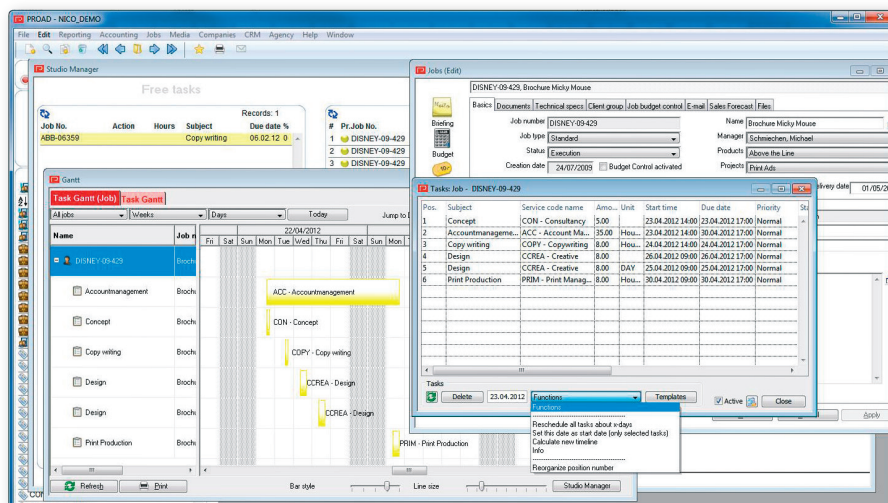
New Task Management Features / Task Templates

Project management is an always current topic in agency life. Which tasks are due, who has time for it, what is completed? With the flexible task management system in PROAD these questions can be easily answered on job, customer and agency level at any anytime. This functionality has recently become increasingly popular, so we have developed this area further.

Users will be able to predefine and save task templates which then can be used within jobs. With this clever function predefined durations are being considered so that you will be able to create batch tasks in just a few clicks.

Task lists will also be directly available on client and job level. All task lists can be exported directly into Excel.

Task templates in PROAD

Direct Excel-Export of PROAD Reports

Excel-Export function for most reports

For many years the multifaceted PROAD reporting allows the agency users to manage customers, employees and jobs efficiently and reliably. The management information is always there when you need it.

Often you would like to export this information to Excel, for example, to use the numbers for presentations, graphical charts or in management reports, which also may have included non-PROAD numbers. This was previously possible

only through the clipboard function. This will be more convenient in the future with the reports export function in PROAD. In all standard reports it will be possible to export all information from the PROAD report directly into Excel. This will be delivered as a free module to everybody with a software development and support agreement.

SQL-Browser

A new SQL Browser will be integrated into the CRM area of PROAD. With this SQL Browser direct selections on e.g. contact and company information as well as on reporting relevant database tables can be carried out. This data can be exported into a csv file. Your PROAD Software Team is pleased to provide you with the necessary SQL selects if necessary.

In addition to these highlights many other improvements and new features will be implemented in our big summer release. For further details please refer to our release notes as usual. Please note that Omnis Studio 5 is a requirement for the installation of this release. Our customer service team will be happy to provide you with more information.

Webinars 2012

The numerous participants in our webinars in the past few months have shown us that this is a modern and time-efficient way of conveying information and is exactly what the market demands. Therefore, we have expanded our offerings in this area and have a complete webinar schedule for 2012 for all our customers.

We have put together various topics from the different areas:

29th of March 2012, 3:00 pm

Efficient Reporting in PROAD

24th of May 2012, 3:00 pm

Efficient Job Control in PROAD

6th of September 2012, 3:00 pm

Task-Management and Planning in PROAD

22nd of November 2012, 3:00 pm

Budgeting in PROAD

This service is free of charge for all our contractual clients.

Registrations can be made directly through our webinar website:
http://proad-uk.webex.com

All webinars will be recorded in full length and will be provided in a Webinar archive in the future. In addition to this program we will also provide ad-hoc webinars for special events like the release of a major update.

Naturally you may still book online and onsite training and consultancy for individual demands.

PROAD has been honored with „Best of 2012".

PROAD Professional has been honored with the certificate "BEST of 2012" of the Initiative Middle Class Businesses in the category ERP Solutions.

The focus of the IT INNOVATION PRIZE is not on the company, but whose products and services. The best chances of winning are innovative and interesting solutions that are characterized by a particularly high value and high functionality for all SMEs.

The whole PROAD team is very proud and highly motivated by this award.

Kick-Off-Meeting 2012

The PROAD team came together during the annual Kick-Off meeting in February.

The 2012 Kick-Off took place in a hotel, placed in the heart of the Rhein-Main-Area (near Frankfurt).

As in previous years, our meeting was focused on the improvements we planned for PROAD Professional in 2012.

Based on the experiences of our staff and the intensive dialogue with our customers, we ran a number of workshops. During these workshops we worked on a lot of optimizations which we gathered during the past months. All the improvements will be part of a huge update which we'll offer our customers with a software + service agreement. Please read more in this newsletter.

Other main issues were internal organizational optimizations which will assure an improved service level for our customers. Sustainability was another important topic on the agenda.

Michael Schmiechen (Director J+D International Customer Relations & Consultancy): "The annual Kick-Off is an important come together of all our company's departments. Especially the interdisciplinary information exchange is a source for new points of view and approaches."

PROAD Software goes green

J + D Software AG
starts an initiative for a higher level of sustainability

Climate warming, scarcity of raw materials – the consequences of economical, demographical and technological developments are a fact which can't be ignored, worldwide.

We want to do our part to save natural resources and the climate. Due to this reason we have started an initiative for a higher level of sustainability which covers the following activities:

We don't use electricity which has been generated from nuclear and coal power plants

We buy our electricity from a supplier of renewable energy. This company runs own eco based power plants.

Replacement of our Work-stations by Notebooks

Due to a research done by the Initiative Energy Efficiency, an institution of the German government, the demand of energy of a notebook is about 70 % lower compared to a usual workstation. So we decided to replace one after the other workstation. A side effect is the growing flexibility of the PROAD team.

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Further development of PROAD Webinars / Online Workshops

Today, 'Green IT' enables us without any restrictions to offer workshops, trainings and seminars via internet. Due to this, we offer our complete program exclusively internet based. Even individual trainings for our customers are requested more and more as online events.

Especially the 'Green IT' approach is very closely connected with webinars and any other kind of online trainings / workshops.
Why?
Because of the avoiding of traveling and overnight stays in hotels.

Prevention of problematic waste and waste separation

We separate our waste, we recycle whenever it's possible and we avoid plastic waste.

Use of products which are created under an ecological point of view

We buy our office stuff and IT - equipment exclusively from suppliers which have a heavy focus on sustainability.

...and you?

We would be very happy if some of our ‚green activities' could be a little but helpful piece in the big puzzle of sustainability. If possible, please follow us on this journey – thank you.

Good recom-mendations 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.

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.