



# Ten Ways Macola ES Delivers ROI

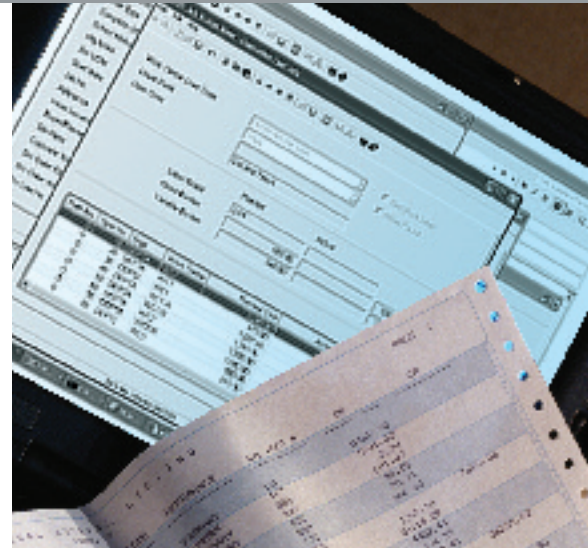
“ We knew that a new system would improve our business, but never dreamed it would have such a positive impact to our bottom line, so quickly.”

Sometimes “the best laid plans...” have better outcomes than expected. Think about the most successful project you ever worked on. You were ahead of schedule and under budget. What made it different? Was it an abundance of resources, strong planning, proper expectations, teamwork, great leadership, or luck? Likely, it was all of these plus the tight coordination of these elements. Outcomes that were based on a set of decisions made with the best information available.

Every single day, someone makes key decisions on where your business is going and what you will need to get there. Short term or long term, making decisions and taking action is what business is about. These decisions are meant to bring additional value to your business. Often, a decision leads to a new policy or procedure for your organization. This in turn, leads to tasks and the resources to accomplish them. Ultimately, the results are tied back to the original decision. The value to your business can be very tangible, in terms of cost reductions, profitability and efficiency. It can also be in “softer” terms like customer satisfaction and goodwill. Measuring these results allows you to plan your next steps or actions.

Macola Enterprise Suite (ES) from Exact Software is designed to bring significant value to organizations like yours. Macola ES® is a Microsoft SQL server-based solution with integrated financial, distribution, manufacturing, human resources and supply chain applications that will help you manage accounting functions, control inventory, process orders, and plan material and resource usage.

Macola ES uses the latest in browser-based front-office tools to enable employees, customers and suppliers to access information, increasing collaboration and improving all aspects of your business. Macola ES allows users to have complete organizational visibility, anytime, anywhere. Now that is real, measurable value.



- 1 Improve operational efficiency
- 2 Save time and trees
- 3 Flexible menu system and reports
- 4 Increase speed and accuracy of financial transactions
- 5 Dynamic reporting
- 6 Integrate relationships and billing in one system
- 7 Manage by exception
- 8 Improve capital investment management and visibility
- 9 Flexible and easy financial administration and reporting
- 10 Seamless integration between the front- and back-office

# Ten Ways Macola ES Delivers ROI

**1 Improved operational efficiency**—Workflow technology, native in Macola ES, allows users to create custom tasks and events—It’s the ultimate visibility to the “who, what, when, where, why, how and how much” within your company.

**2 Save time and trees**—Document imaging functionality in Macola ES saves you time by allowing you to attach virtually any electronic document, such as invoices, work orders or time sheets, to a record.

**3 Flexible menu system and reports** in Macola ES, allow users to customize their user work space. Intuitive and configurable, users can choose between panels or explorer type menus. And best of all, no programming or need to change source code. And don’t forget, Macola ES reports are developed using Crystal Reports, the industry standard for ease-of-use and report customization.

**4 Increases speed and accuracy of financial transactions**—The Macola ES e-Electronic Banking functionality allows you to reduce printed forms, postage and paper costs while increasing the speed and accuracy of Accounts Payable activities. With e-Electronic Banking you can easily select outstanding payables and turn them into electronic payments. Several formats are supported, including the National ACH format. If your bank supports electronic statements, you can use these to reconcile.

**5 Dynamic reporting**—The Macola ES Excel Add-in provides a dynamic link between Macola ES and Microsoft® Excel®. Available across the entire Macola ES suite, this link allows you to generate your own overviews in Microsoft Excel using Macola ES data. You can make your own calculations using the data in the Macola ES database without having to type or export it. After adding transactions in Macola ES you just refresh your worksheet, giving you immediate, up-to-date, dynamic reporting. The Excel Add-in lets you build your own reports using a wizard or standard formulas.

**6 Integrate relationships and billing in one system**—Contract Management functionality allows users to manage contracts, like annual maintenance agreements and automatically bill customers through Macola ES. Contracts are scanned and electronically attached to each account card, which is shared between both systems.

**7 Management by exception**—Exact Event Manager allows you to define, monitor and react to events that occur throughout your information systems. Event Manager is an ODBC-compliant solution that monitors activity and then responds based on your defined actions. This could be to send an email, call a pager, pop-up a message, or launch a program. No more need to run huge reports to find that one problem that needs to be handled. Just let Event Manager do the work.

**8 Improve capital investment management and visibility**—with Macola ES Asset Management, registering and managing assets is easy. A new asset can be registered directly while making an entry in your purchase journal. This ensures that as soon as the asset is received, it is also registered. All asset movements are linked to financial transactions. Macola ES automatically calculates monthly depreciation entries and it supports unlimited depreciation methods. It comes with features such as revaluation, disposal and modification of assets.

**9 Flexible and easy financial administration and reporting**—The Macola ES Account Structure is composed of the 3 segments: main account number, the cost unit and the cost center. The account format supports up to 25 characters and the segments are contained in separate tables, completely independent of each other. The main account number can be 9 characters and the cost unit and cost center segments can be up to 8 characters each. In Macola ES entry screens you can do an independent search on each segment of the account number to select the correct main account, cost unit, and cost center for the transaction.

**10 Seamless integration between the front- and back-office**—Analysis by account (employee, customer, supplier, etc.) is easy in Macola ES. You can analyze employee payroll, customer sales transactions or supplier performance with the use of account cards. Employee, customer and supplier data is grouped to show unlimited contact, address and financial information, and many user-defined fields. Related transactions, like sales, invoice and cash activity, can be accessed through the account cards. The single common data structure allows all accounts to be maintained in the front-office or back-office applications, providing up-to-date information about your employees, customers and suppliers to everyone in the organization.