



Friendly Systems Inc

Working Together To Build Your Business

Newsletter

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Crystal Revelations - A Clearer View of Your Data

We all strive for the goal of working smarter, better, and faster. Your MAS 90, MAS 200 or BusinessWorks Gold products include the Crystal Reports reporting tool. Crystal Reports is a practical tool that can result in immediate time-saving benefits, productivity increases, and professional presentation.

Customize Your Company's Printed Forms

By using Crystal Reports you can customize your forms such as invoices, statements and purchase orders. Many of our customers have added their company logo or a picture of their headquarters in the corner of their purchasing, sales order and invoice forms. Some have added additional information, such as the customer P.O. # to A/R statements, or special messages depending on the order, invoice or statement content. You can create new forms, like Special Quote forms, or print additional considerations, shipping or warranty information that can appear automatically on a certain type of order, purchase order or invoice form. Make a lasting, positive impression of your organization with custom Crystal forms.

Analytical Reports, Graphs and Charts

Reports can be created that do analysis for you. Popular reports include ranking your customer, item or product line sales, showing you the top to bottom ranking by either profitability or total sales, compare information by salespeople, regions and seasonality and show each groups percentage of your total sales. This information can also be presented in graphs and charts. Crystal Reports can also extract your accounting information and export it other tools, like Excel spreadsheets.

You can select predefined parameters for a single report to receive customized data. You'll be able to customize the look of your reports by adding logos, pictures, shapes and colors, or simply vary the font. Choose from 12 types of graphs, or add underlines, and running totals. Crystal Reports includes customizable templates and more than 100 formatting options for virtually unlimited control over the presentation of your data.

Crystal Reports can be "printed" in any of 15 file formats, including: XML, PDF (Acrobat, like this newsletter), Word, Excel, HTML (web page), and text.

Combine Data From Multiple Sources

If you use one software package for accounting and another for operations, Crystal Reports can help bridge the gap by reporting data from both applications in one report

Include Custom Data

In MAS 90 & MAS 200, you can add fields with Custom Office and include that data in your report. For example, add an advertiser or lead-source to your customer screen, then print a report that ranks advertising or lead sources to see what brings in your new customers, this month or this year. Rank sales by advertiser by sales period. Select only customers added last month to see where new business is coming from.

Crystal Reports are also automatically updated when you upgrade to a new version of MAS 90 or MAS 200.

Mail Merge in Crystal Reports

With Crystal you can combine customer or vendor information with letters or other text objects, and specify selection criteria to target specific groups. Use this mail-merge feature to announce the new salesperson to the northeast region, or to notify customers of a new product in a product line from which they often purchase.

We Can Help

Friendly Systems also has experience creating programs to act as streamlined "front ends" for option selection and as "behind the scenes" processes to speed data retrieval for large and/or complex reports. If you have complicated Crystal reports or forms that take too much time to print, we can create data extracts that dramatically speed printing time.

An example of this is the Friendly Systems "Enhanced Buying Report", which adds a rolling twelve months of sales history, multiple cost fields, and more to the information found in the standard buying report in MAS 90 and MAS 200. This lets a purchasing agent examine seasonality and other trends right alongside stock levels, making quick and informed purchasing decisions.

We are helping our other Customers and we can help you too...

If any of the above triggered a "wouldn't that be a great solution for ..." but you barely have time to read this newsletter, never mind write a report, Friendly Systems can help. We have many years experience with creating custom Crystal Reports and forms.

Let us know how Friendly Systems can help your business. Call us and we can discuss your ideas and needs.



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