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Headline News

In conjunction with the ACT! by Sage 2006 release and the ACT! by Sage Premium for Workgroups 2006, Sage Software has announced that 40 ACT! add-on solutions are already available and compatible with the 2006 release. Each solution has been reviewed by Sage Software. Contact us for more information about the wide variety of add-ons.



Announcing ACT! by Sage 2006

ACT! by Sage 2006 is here with features designed to increase your productivity and allow you to focus on increasing sales and service to your customers. In this article we'll look at the new features offered in ACT! 2006, and for those of you who may still be running ACT! 6 or ACT! 6 for 2004, we'll present some compelling reasons for you to upgrade to ACT! 2006 now.

ACT! 2006

Easy Data Access

ACT! 2006 makes it easier than ever to link Contacts with the appropriate Company. From the Contact List View, you can select multiple contacts and link them with an existing Company in the database. Once a Contact is linked to a Company, the company name is displayed as a hyperlink in the Contact List View, allowing you to conveniently access Company details.

In addition to linking Contacts to Companies, the **Contact Detail View** in ACT! 2006 also shows you all Group Memberships for a Contact. You will be able to see this group-membership information whether a Contact was manually added to a Group, or

whether they are members based on a Group definition.

The **Tree View** is a familiar and easily navigable way to look at your data. In ACT! 2006, you can see your contact relationships using the Tree View within Groups, Subgroups, Companies, and Divisions.

Here's a convenience you'll love. In ACT! 2006, when you print your ACT! calendar, the phone number for any contact with a call scheduled is printed on the calendar as well, giving you the information you need, where you need it.

Quickly Update Changes

Now you can easily add a Contact to or remove a Contact from multiple Groups at once from within the Contact Detail View. This small change will save you time and keystrokes.

When your plans change, ACT! 2006 allows you to quickly update or change a meeting or an activity organizer, after its been scheduled.

Database Synchronization

To save you time and improve both the performance and the security of the synchronization process, only the attachments related to your sync set will be synchronized.

If a remote employee forgets to synchronize the data on their device, they could lose vital con-



ACT! 2006 adds several features designed to save you time and add to your efficiency.



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tact and customer data added or changed since the last synchronization. With ACT! 2006, the database synchronization expiration has been extended from 90 to 365 days, giving those forgetful employees plenty of time to perform the synchronization. What's more, even if a remote database expires, it can be synchronized back to the main database one last time so you can salvage important data.

In ACT! 2006, you can provide your remote users with rights to perform select administrative functions to their remote database, without granting those users full administrative rights. Now you can confidently grant certain remote users the rights to back-up, restore, and perform database maintenance, thereby ensuring their critical contact and customer information—and their database, stays healthy.

Lotus Notes Email Interface

Lotus Notes users can enjoy the benefits of the ACT! email client while still utilizing Lotus Notes to send email. Attach inbound emails to contacts, create new Contacts and Activities from an email sender, create contact histories on the Contact record when sending emails, and much more.

ACT! 2006 Premium

In addition to the features above, here's a quick summary of what's been added to ACT! 2006 Premium for Workgroups.

Silent Install

With ACT! 2006 Premium, you can install, activate, and register ACT! on a server and then distribute ACT! 2006 to the users on the network. This saves valuable administration time, while still allowing users to adjust many of their own preferences to meet their individual needs.

Automatic Database Synchronization

Now you can set synchronization times to ensure that remote databases are automatically synchronized to the master ACT! database. This ensures that your team is always working with the most current information.

Automatic Backup

We all know the importance of backups. In ACT! 2006 Premium you can automatically schedule both the frequency and location for

database backups. These backups will take place even if users are logged in to the database or if the database is closed.

Upgrading From ACT! 6

If you are still running ACT! 6 or ACT! 6 for 2004, you're also missing out on the dozens of features added with ACT! 2005. Below we highlight the features first introduced in ACT! 2005 that are also included when you upgrade to ACT! 2006.

Company Records

Individual contacts are at the core of your ACT! database, but often, those individuals are part of a company or division comprising many contacts. ACT! 2005 added Company and Division records to provide you with a global picture of your customer relationships. When company level information changes, those changes push out to each contact. If you have previously used Groups to represent a company, this feature makes it easy to convert those Groups into Company records.

One-click Export To Excel

Take advantage of Excel's graphing and data manipulation tools with a one-click export of Contact, Group, Company, or Opportunity Lists. You can send any of your List Views to Excel with a single click, preserving all column customizations for easy viewing.

Track More Opportunity Information

If you manage your daily activities by opportunity, here's a feature that will make your job easier. You can see all opportunities in one place using a convenient new customizable working view. From the new view, you can View, Update, and Filter opportunities by User, Estimated Close Date, Status, Sale Stage, Amount, or Probability of Close. You'll have quick access to the corresponding contact record, or you can perform lookups from any opportunity on the list.

You can generate an instant quote from any opportunity without the need to re-enter contact and opportunity information.

Separate Notes And History Tabs

ACT! 2005 provides separate Notes and History tabs to help you better organize your data. You can even share Notes and Histories between

multiple Contacts; when you make a change for one Contact you'll have the option to update the Note or History for all Contacts that share it. Each can include unlimited date and time stamped entries to track important conversations and notes. Make those Notes, History items, and Opportunity details stand out with the use of Rich Text Formatting that supports different colors, fonts, bullet points, and more.

Customizable Activity Types

Beginning with ACT! 2005, you can define custom Activity Types to help you keep finer track of your daily tasks. For example, you can define Vacation, Prospecting, Personal, and Billable Time instead of just using Meeting or To-Do.

As well as custom activity types, you can now add new field types to your database, including a Picture field, Yes/No fields, and a Memo field. These new fields allow you to customize your database, storing useful information about your Contacts and Opportunities.

Microsoft Outlook Integration

Sage Software knows many of us rely on Outlook, so the integration between ACT! and Outlook keeps getting better. Now when you schedule or edit an activity in either application, both calendars are updated with the change.

Group Dynamics

Beginning with ACT! 2005, you can create and maintain static or dynamic Groups. Dynamic Groups are groups in which contacts move in and out of the Group based on the criteria you specify, with no additional work. A group of Contacts based in San Francisco is an example of such a group. Static groups are those into which you assign a fixed list of Contacts. An example could be a group of high-profile Contacts you want to communicate with weekly. ACT! 2005 added the ability to further segment your Groups into up to 14 levels of Subgroups—allowing you to have a finer level of detail within your Groups.

ACT! 2006 is available now, there is no reason to wait to take advantage of the upgraded product. Call us for further information about ACT! 2006 or to get specific upgrade information. ★