

GPU's that will support Windows Vista on its web site including Radeon Xpress 200, Radeon X300 Series, and Radeon 9500 Series. For the listing of nVIDIA GPU's that support Vista, see <http://www.nvidia.com/>. The bottom line is that you need to pay special attention to the video specifications on the pc you are considering purchasing.

So what about all of your current pc's? Should you upgrade them to Windows Vista? If you have pc's that are two or three years old today, they will most likely need to be replaced in the next couple of years so you probably will not want to upgrade them. Remember, all things considered, Windows XP Pro SP2 is a very good desktop operating system. If you are fully protected with up-to-date anti-virus, anti-spyware, and anti-spam software, XP Pro will serve you well for many years to come.

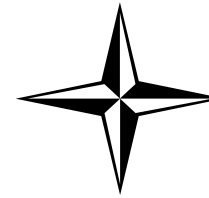
On the Road Again

If you travel for business, even occasionally, and you take your laptop with you, here's a tip. Find a hotel that offers WIFI wireless internet access by Golden Tree Communications (GTC). After you get to your room, call the front desk to get your username and password, enter them into the default web page, and you're on. Regardless of your laptop configurations, GTC's Smart Server will configure itself so you do not have to adjust your own laptop's settings. Golden Tree completed Intel's rigorous compatibility testing with Intel® Centrino™ mobile technology. The speed and reliability is fantastic exceeding the speed in many hotels wired

Ethernet offerings. On a recent trip staying at a Fairfield Inn, I had no problem connecting to our office using the VPN. The GTC Smart Server even supports the protocol to allow you to participate in video conferencing.

Golden Tree has installed systems in over 1,200 hotels in the US and Mexico. The top three hotel chains served include Marriott, Hilton, and Intercontinental Hotel Group. GTC was recently acquired by Guest-Tek Interactive and the new combined entity is now in 2,100 hotels. Some hotels charge for the service while others offer it as an amenity at no cost.

Happy trails.



**Beachwood
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Consulting**

The Next Wave

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Preparing for the Next Generation of Windows

Windows Vista, formerly referenced as project LongHorn, is now out in the first round of public beta testing. It is planned to be released sometime in the 2nd half of 2006. Without doubt, Windows Vista will be the best desktop operating system yet from Microsoft. From a security point of view, it is being built using Windows 2003 Server edition with service pack 2 as its base. This means that you will have all of the security and stability of a true server operating system on your desktop. From the user interface point of view, it will use translucence and other effects to be able to display more information on the desktop in an unobtrusive manner.

So let's say you are thinking about replacing several PC's in your company in the next six months. What do you need to purchase to ensure that you will be able to take advantage of this new operating system if you should choose to upgrade the operating system on these pc's later?

There are three main components that you need to consider to achieve good performance for Windows Vista: CPU, RAM, and GPU. Microsoft says that pc hardware needs to have a "modern CPU". Intel lists several Intel® Pentium 4's on its web site, some with hyper-threading (HT technology) and dual cores. It also lists the Intel Celeron® D processor as being sufficient for Vista. See <http://www.intel.com/business/bss/products/client/vistasolutions/desk->

[top.htm](#) for more information.

In terms of RAM, Microsoft says you need a minimum of 512MB. We have found that each major new operating system requires double the quantity of RAM of the previous one. For instance Windows 98 ran fine with 128MB. Windows 2000 runs fine with 256MB. Windows XP Pro runs good with 512MB. So our guess is, to be on the safe side, request 1GB of RAM. Fortunately, RAM is inexpensive and in most cases can be easily added.

The big requirement you need to pay attention to is the Graphics Processor Unit (GPU) that is associated with the video output. As mentioned, Windows Vista offers significant improvements to the graphics interface. To take advantage of these advances in the graphics user experience, the graphics processor will need to support the "Windows Vista Display Driver Model."

Intel's 945G Express Chipset includes the Intel® Graphics Media Accelerator 950 and is targeted to support the Windows Vista Display Driver Model. ATI Technologies lists several

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Management Letter

The holiday season is always a special time of year. It's a time to reflect on things that you are grateful for. The staff members of Beachwood Systems are grateful for many things including living in a modern democratic society while far from perfect seems preferable to most societies around the world. But the thing we are most grateful for is you, our loyal customer, friend, and partner. Business is not easy in any field. Technology is great when it works and frustrating when it doesn't. We are proud that you have placed your faith and confidence in our firm to implement and help keep your systems running. From all of us, to you, your co-workers, and all of your families, we wish you peace and happiness this holiday season and for the new year.

Adam Ryan

Beachwood Systems Consulting is a full service Information Technology firm providing consulting, PC & network support, ERP & CRM business applications, and Web and Windows based software development using the .Net platform, XML, Visual C++, VB, SQL, and Seagate Crystal Reports.



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GoldMine Training

SPECIAL DISCOUNTS

10% off 2nd attendee, 20% off 3rd attendee, 30% off 4th+ attendee*

Introduction to GoldMine

12/8/05, 1/5/06, 2/2/06

Topics include: working with contacts, managing activities and letter writing.

Intermediate GoldMine Functionality

12/16/05, 1/12/06, 2/9/06

Topics include: Working with data subsets including filter and group creating and performing tasks.

Advanced GoldMine Features

12/23/05, 1/19/06, 2/16/06

Topics include: the opportunity/Project Manager, GoldMine Report Writer and Automated processes basics

Power User Package

Special pricing on a bundle of Introduction, Intermediate, and Advanced classes.

The following classes are available on demand:

Administrative Capabilities

Topics covered are designed to help your IT staff administer GoldMine

Automated Processes

This one day class is for users interested in automating their business processes.

GoldMine Report Writing

Covers writing reports in GoldMine report writer and Crystal Reports.

GoldMine Administrator Package

Special pricing on a bundle of Administrative Capabilities, Automated Processes, and GoldMine Report Writing classes.

Microsoft Dynamics CRM 3.0

The first thing you will notice about the new version of Microsoft CRM that is to be released in early 2006 is that it now has the word Dynamics in its name for branding purposes. The second thing you will notice is that the software is going from version 1.2 to 3.0. According to Microsoft the reason 2.0 was skipped is because they have incorporated the functionality that was targeted for the 3.0 version.

The product is available in two editions, Standard and Professional and in three module: Sales, Marketing, and Service. Microsoft CRM permits sales management, service management, marketing automation, business analysis and reporting, process automation, and customization.

While all aspects of the software have been improved including the integration with Outlook, the market-

ing automation is entirely new.

Marketing automation includes basic list management, sales-initiated marketing, centralized planning, reusable campaigns, bulk activity support, and imported vendor results in order to create effective B2B and B2C marketing campaigns.

List management creates a list from a collection of accounts, contacts, or leads. They can be created individually via lookup, from advanced find results, or via import. The lists can then be used in full marketing campaigns or in quick campaigns.

Responses to campaigns are tracked in order to calculate the response rate. Responses can be auto-processed from email responses, created manually, generated through the sales process, or bulk imported.

Stay tuned for more details.

GoldMine Corporate Edition v7.0

Frontrange Solutions has released the latest version of GoldMine Corporate Edition, GoldMine 7.0. GoldMine 7.0 delivers broader integration with external systems, enhanced workflow tools, and higher performance to help small-to-medium size enterprise (SME) users raise the personal productivity of their sales and marketing teams.

Here are some examples of new functionality.

- Enhanced Workflow with Contact Search Center Quick Actions – GoldMine contact search center now incorporates Action Shortcuts that allow you to quickly schedule activities, send e-messages, initiate mail merges, and append information to contact groups or distribution lists.

- Easier Integration with GM+ Browser Data Access – GM+ Browser is an extension of the GM+View functionality that allows you to view information from external sources such as other databases, back office systems, and websites. You can have multiple GM+ Browser windows open simultaneously.

- Redesigned Database Architecture - As part of Frontrange's ongoing investment in GoldMine, the Borland Database Engine (BDE) has been removed. The result of which is an improved ease of database use, faster programming speed, and reduced memory overhead.

Please call us for information about upgrading to version 7.

New Release of Macola Progression

Macola released Service Pack C for its Progression Series accounting, distribution, and manufacturing software about three weeks ago. You must be on Progression version 7.6.300, 7.6.300a, or 7.6.300b to update directly to service pack C. This update is easier to install. There are three steps including system updates, application updates, and then updating each pc running Progression with the client updates. There is a patch for this service pack to ensure that each workstation gets updated before entering into Macola again.

The big news is that Progression 7.6.300 spC includes support for Crystal Reports 10 as well as Crystal Reports 8.5. Crystal Reports 10 has much additional functionality to aid you in developing custom reports for your business. During the System Update process you will have the opportunity to choose to install Crystal Reports 8.5 or 10.0 run-time components. This is a systemic setting. All workstations in your Progression environment will have the same version of the Crystal Reports run-time components installed. Crystal Reports 10 is not compatible with Windows 98 so if you have any Windows 98 workstations that access the Progression Integrated Crystal Reports, you must select Crystal Reports Version 8.5 to ensure compatibility across your environment.

Service pack C fixes quite a few reported bugs and includes over 30 new enhancements as well. Here are some of the highlights for the enhancements:

- One feature that has been requested by many users is to display a pop-up message based on the item number entered in Order Entry. The message can be for anything such as reminding the sales person to ask if customer also wants a complimentary item or to provide processing

instructions to the order entry clerk when a particular item is added to an order.

- Improved record locking when entering a physical count tags.
- Improved audit trails in Inventory Management.
- Keeps same document date for inventory transactions until changed by the user.
- Better processing of out-of-stock items with a valid substitute item set up.
- Easier searching for customer item numbers in Order Entry.
- Several enhancements in the purchasing module, payroll, and standard costing.

Beachwood Systems is still reviewing the service pack. Please check with us when you are ready to install it.

Exact Software Promotions

Until December 31, 2005, Exact Software is offering the following promotions to Macola Progression and ES customers.

The first promotion is to buy five Macola ES or Progression seats for the price of four.

The second promotion relates to special pricing on its Exact Business Analytics (EBA) module. EBA is a manager level tool to monitor key performance indicators and metrics relating to inventory, sales, and manufacturing on a real time basis. With the purchase of the EBA Core Bundle package, customers will receive the eDeployment module for no additional charge.



Macola Training

SPECIAL DISCOUNTS

10% off 2nd attendee, 20% off 3rd attendee, 30% off 4th+ attendee*

Accounting

1/17/06 - 1/19/06

Day 1: General Ledger and Month End/Year End

Day 2: Accounts Payable

Day 3: AR/Bank Book

Distribution

3/14/06 - 3/17/06

Day 1: Inventory Management

Day 2: Order Entry

Day 3: Purchase Order & Receiving

Day 4: Order to Cash Cycle & Purchase Order to Pay Cycle

Manufacturing Planning and Control (MPC)

3/7/06 - 3/9/06

Day 1: Inventory & BOM & Production Order Processing

Day 2: Master Scheduling / MRP

Day 3: Processing Transactions

ERP Manufacturing

2/14/06 - 2/18/06

Day 1: Inventory & BOM

Day 2: Standard Product Routing

Day 3: Shop Floor Control

Day 4: Manufacturing Cost Accounting

System Administration

2/7/06 - 2/8/06

Day 1: System Manager

Day 2: Database Tips, Client Setup, File Purging, & Troubleshooting

Crystal Reports for Macola

1/24/06 - 1/25/06

Day 1: Creating Reports and Selecting and Sorting Records

Day 2: Creating Formulas, Formatting Sections, and Presentation Quality Reports

*Please see our web site, www.beachsys.com for details and current schedule information.

*Training is worth its weight in Gold! Take time to obtain systematic knowledge that has a year after year Return-On-Investment. For costs, student discount information, and class schedules for upcoming GoldMine training classes please call or visit our website: www.beachsys.com.