

# Useable News

# IMS



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**A limited time special offer from Open Systems!**

**Is your business growing?**  
**Do future plans call for more users on your OSAS or TRAVERSE system?**  
**Have you thought about adding users?**  
**Now is the right time to do it!**

You can add users this month and SAVE! Through Sept 30, you can:

- **Add 1 user - save 10%**
- **Add 2 users - save 20%**
- **Add 3 or more users - save 30%**

Discount off of New User pricing on OSAS Resource Manager or TRAVERSE System Manager. Does not apply to Maintenance Cost.

[For more information](#), call **(314) 432 0997** or [visit our web site](#)  
[www.ims-stlouis.com](http://www.ims-stlouis.com)

**Note: This offer expires on Sept 30!**

## Happy Birthday, IMS!

**This September marks the 24th birthday of IMS**

IMS was started in 1984 in response to the growing number of computer user orphans who had purchased hardware and software and then were left unsupported by their dealer. Since then, our business has grown largely by word of mouth and recommendations from our many satisfied clients.

We develop *long-term service and support relationships* with our clients. You know you can depend on us to be available when needed. Our business and accounting experience mean that we understand your business and your needs.

We have built a reputation for being honest, competent, reliable and responsive and for prioritizing our clients' needs as in the long term that is best for all of us.

Our goal has always been to train our clients and their personnel to handle tasks internally like updates and some error corrections as well as to get the most benefit from using the software. This significantly reduces the necessity for ongoing support time charges. Obviously, having the internet and long distance support and training ability has enabled this to be done even more economically than in the past and for us to support many out of town clients.

We partner with Open Systems and only support OSAS and Traverse and their underlying development programs and platforms because limiting what we do allows us to specialize and excel in supporting

those systems. What this means for you is that we don't make modifications where there is another way to solve a need for information. This makes keeping current with updates and upgrades not only easier, but significantly cheaper. But, when one is needed, we provide modifications that operate efficiently, are well documented, and thoroughly tested. We stay current with our training to make sure that you get the most from yours.



Open Systems has been in business over 30 years and holds regular training programs and conferences both for us and for the end users, again to make sure that you get the most from your software investment and that we can continue to provide that support. We have an excellent team at Open that supports our region and IMS and they are only a phone call away. We're your first contact when an issue arises and if we can't get it solved quickly, it's good to know that we have great support team that we can turn to on your behalf.

Providing installation services, training, on-going support and modifications are not just up-front promises we make.

**We stand behind our work and our word.**

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Look ahead for some surprises from us during our upcoming 25<sup>th</sup> year celebration.

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on our web site [www.ims-stlouis.com](http://www.ims-stlouis.com)*

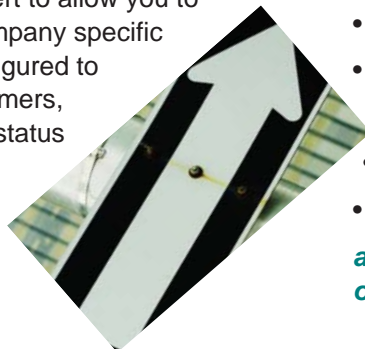
## Application of the Month: INFO-ALERT for OSAS and TRAVERSE

### Protecting your profits with up-to-the-minute alerts

Info-Alert is a powerful tool that monitors your business data and provides automated alerts when various business conditions are met. Info-Alert serves as a “virtual employee” that attaches to your OSAS or TRAVERSE data and reviews it at scheduled intervals, reporting the information to the appropriate people.

With Info-Alert, you define a specific set of parameters. When conditions occur that meet those parameters, an alert is sent—via email or report—to those individuals assigned to receive the notification (employees, customers, vendors, etc.) or a change in your database can be triggered. There are many predefined alerts, including those in categories such as Accounts Receivable, Order Entry, Inventory and Purchasing. For each pre-defined alert, you can establish a set of criteria; for example, “Only review customers assigned to a specific sales rep.”

Info-Alert is quick and easy to install. Once it is set up, Info-Alert will run unattended, reviewing your data for information you have requested. Most other Microsoft or ODBC-compliant databases in your office can easily be connected and mapped to Info-Alert to allow you to generate alerts based on your company specific data. Info-Alert can also be configured to send dunning letters to your customers, send requests to vendors for the status of late shipments, automatically update credit hold flags in your customer records and much more.



## Some of the many pre-defined Alerts

### Accounts Receivable:

- customers who have open AR invoices over X days
- customers due placed on credit hold based on open invoices

### Inventory:

- IN items below min. order quantity
- IN items with available quantity less than X
- IN items below order point
- item quantity sold last month + or - X % from prior month
- automatic sales order release recommendations

### Payroll:

- employees who are X days past their hire date
- alert X days prior to an employee's birthday
- alert X days prior to an employee's next review date

### Sales Order:

- customers who have not purchased in X days
- check for open sales orders older than X days
- check for open quotes older than X days
- orders that took > X days to ship this month
- average days to ship orders by customer this month
- alert if daily invoiced sales drop below X
- if total credits exceed a given amount this month
- open orders with gross profit margin less than X %
- if invoiced sales for a rep exceeds X this month
- orders with order date between X and Y days old
- if the value of pending sales orders drops below X
- customer sales last month + or - X % from prior month

**and lots more. Want to see a Demo? Call or go  
on-line at [www.ims-stlouis.com](http://www.ims-stlouis.com)**