



SAW Newsletter

Cabot Computer Solutions Inc.

Volume I Issue 2—January, 2012

Special points of interest:

- SAW Release 4.0 starts to roll out
- New Software Maintenance Plan adopted

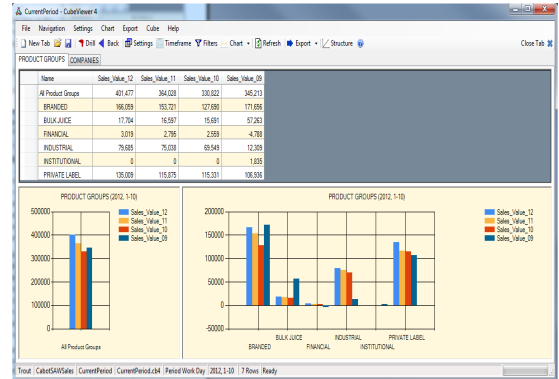
SAW News in Brief

With adoption of the new SAW Maintenance Plan by over two-thirds of the SAW customer base, we have pushed ahead with product development plans and releases.

During the current development year (Nov 1st 2011 to Oct 31st 2012) all modules will move to SAW Release 4.0 incorporating new features, new capabilities and new technologies.

So far this year we have already released:

- Pre-set template views for the SAW Sales cubes.
- SAW Sales Analysis 4.0 incorporating new “within current period” analyses.
- SAW Inventory Performance 4.0 incorporating a new cube of underperforming inventory.



New Within Current Period Sales Analyses

Read on for more details about these releases, the upcoming changes in the other modules and how to get the most out of your SAW software ...

Recent Product Releases

SAW Sales Analysis 4.0 and SAW Inventory Performance 4.0 were released on January 15th 2012 and are currently being installed for new SAW customers. They will be made available as upgrades for existing SAW customers on the SAW Software Maintenance Plan from January 31st, 2012 onwards.

SAW Sales Analysis 4.0 includes 4 new cubes that focus on analysis of sales and orders within the current period. These provide comparisons with the same partial month in prior years or against the last three months. Your comparisons can be based on the number of completed calendar or working days so far within the month and include day by day analyses. The four new cubes are:

- Current Period—sales compared to the same partial financial period of prior years.
- Current Month—sales compared to the same partial calendar month of prior years.
- Current Orders—orders booked compared to the same partial calendar month of prior years.
- Last 3 Periods—sales compared to the last three partial financial periods.

SAW Inventory Performance 4.0 includes a new UnderTurns cube that, based on your rules per warehouse, includes only those products that are underperforming and merit your closer attention .

SAW Base 4.0 includes configuration and processing changes that affect all modules and help to simplify implementation and administration. Including:

- New SAW Loader program—replacement for the DW Loader program
- Options to send email on successful completion and/or failure of the job.
- Incorporated processing of SQL Server cubes within the SAW Loader processing.
- Use of Windows scheduler avoiding potential security issues with the SQL Job Agent.
- More Job steps supported and streaming of job steps during the month-end grace period processing to avoid duplication.
- Automated checking for and installation of new SAW Loader program updates.
- Designed to avoid Windows User Access Control (UAC) security conflicts.

Inside this issue:

SAW News in Brief |

Recent Product Releases |

New Software Maintenance Plan Adoption | 2

Ongoing Product Development Plans | 2

Tips and Tricks | 3

Feedback | 4

SAW Newsletter

Recent Product Releases (continued)

SAW Templates were released for the SAW Sales cubes with more to follow for the other modules during the year.

These are downloadable settings files, with multiple tabs, that will jump start your analysis of SAW sales data— providing preset views of the data in a variety of formats across multiple dimensions. Not only will they provide you with great analyses out of the box, they will also provide you with examples with which you can build your own analyses.

The CubeViewer 4 Template files automatically take you through the ‘Connect to a Cube’ wizard when you first open them in order to configure their use for your environment. When you save them they will remember your connection settings and not prompt you again.

Full instructions for downloading and installing are available in the [SAW CubeViewer 4 Template](#) guide, or, if you prefer, you can employ your SAW support team to install and configure them for you.

If your users are not using SAW as much as they could be, this can be a great way to get them jump-started and help them to get more from SAW.

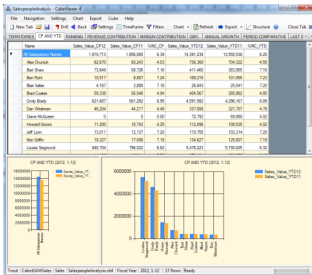
It only takes 30 minutes to download and configure the templates in a single company environment—and typically less than an hour in a multi-company envi-

ronment. So, if you have not already done so, we strongly recommend that you download the templates and make them available to your users. That 30 minutes could save your users hours!

Included in the first batch of sales template files are:

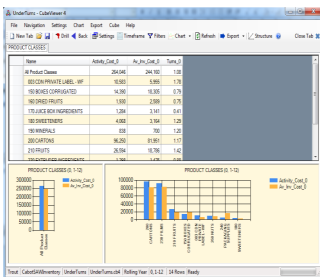
- Revenue Current Period and Year to Date*
- Revenue by Period*
- Revenue by Quarter*
- Revenue Last 5 Years*
- Gross margin Year to Date*
- Annual Growth*
- Salespeople Analysis*
- Product Group Analysis*
- Current Period Sales (Release 4.0)*
- Current Month Sales (Release 4.0)*
- Current Month Orders (Release 4.0)*
- Last 3 Months Sales (Release 4.0)*

Cabot also announced the retirement of support for SAW on an Access database—with Microsoft SQL Server Express now being preferred as the free entry level database. For a limited time Cabot is offering free migration services to the SQL Server Express platform for its existing Access customers enrolled in the SAW Software Maintenance Plan.



New sales templates jump start CubeViewer analyses

“New Software Maintenance Plan safeguards against compatibility issues with future SYSPRO updates”



New UnderTurns inventory cube

Software Maintenance Plan Adoption

The recently introduced SAW Software Maintenance Plan has been well received with over two-thirds of current SAW customers opting into the program.

While the program is optional, it helps ensure that the SAW product continues to evolve and helps you to safeguard your investment.

Some of the advantages of enrolling in the plan include:

- Automated updates to the CubeViewer 4 program
- Investigation and fixes of any reported bugs.
- Access to all updates/enhancements to the SAW

programs and modules that you have installed.

- Access to all updates that ensure compatibility with SYSPRO updates.
- A 10% discount on purchases of additional SAW modules.

If you are planning upgrades to new Syspro versions, upgrades to new versions of SQL Server or even contemplating moves to the Cloud, you’ll want to be in the SAW Software Maintenance Plan to ensure that you don’t get left behind.

Ongoing Product Development Plans

SAW Forecasting will see the option to forecast by warehouse in addition to branch; improved exports to Excel, better support for new products new override adjustment options. (Planned Release February 15th 2012)

SAW Financial G/L will include tools to help develop detailed budgets for the upcoming year, including an export of the budget back into SYSPRO. (Planned Release March 15th 2012)

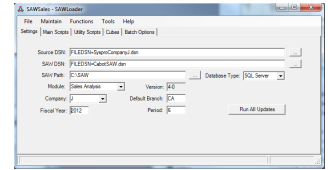
SAW Budgeting will include options to export your completed SAW sales budget back into your SYSPRO tables by Customer, Salesperson and Product Class. (Planned Release April 15th 2012)

In addition:

Documentation and Training will see the introduction of on-line videos providing tips on how to achieve the best out of your SAW data.

Programs will all migrate to the latest Microsoft technologies and will include automated updates. All scheduled tasks will include the ability to send email notification to report job completion success or failure.

If you have any requests for future enhancements please email them to saw@cabotinc.ca.



New SAW Loader program replaces DWLoader

Tips and Tricks

Several New **CubeViewer Features** have been introduced in recent updates that you may not be familiar with:

- **Apply Filters to All Tabs**—You can now apply a filter (or filters) to all tabs in your workbook in one step from within the Filters screen. This is particularly useful if you have built multiple tabs in your workbook and wish to see how they apply to a new region, customer or group of products.
- **Clear All Tabs Filters**— You can also remove all filters from all tabs in a single step from the Filters screen,
- **Template Files**—As well as downloading and installing template files from the SAW website, you can also save your own CubeViewer settings file as a Template file and distribute it to friends or associates in a different environment. The CubeViewer program will automatically take the user through the connection wizard in the new environment.
- **Chart Menus**—Additional options have been added to the Chart right-click menu to help you to change settings directly from the chart.

The **Auto-Update Feature** released in the CubeViewer program version 4-1-2-0 automatically checks weekly whether new updates are available and whether you are entitled to them. The update only takes a minute and you do not need to be an administrator to install it.

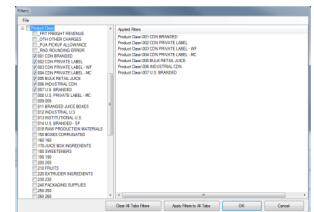
You can also select the Help -> Check for Updates at any time to see if a new update is available.

Note—if you are running CubeViewer version 4-1-1-5 or earlier you will need to uninstall your program though the Control Panel's Programs and Features (or Add/Remove Programs) and install a later version in order to take advantage of the Auto-Update feature.

All these new features are explained in more detail in the CubeViewer 4 On-line Help.

Important Notice: All future updates of the CubeViewer 4 program and all new SAW programs will require the .Net Framework 4.0 Client Profile (or full version) as a pre-requisite. This can be downloaded and installed from Microsoft and will already have been installed on most computers set to accept automated Microsoft Windows Updates.

“New auto-update takes only a minute and you do not need to be an administrator”



New filtering options to apply filters to all tabs



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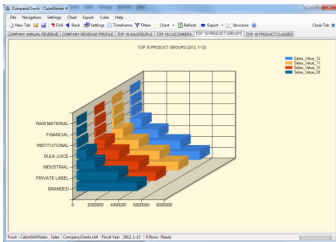
Bring out the best in your SYSPRO data.

SAW is a business intelligence system for companies running SYSPRO's ERP software. It provides managers with quick access to key information in the critical business areas of:

- Sales Analysis
- Inventory Performance
- G/L Analysis

And provides more advanced functions to aid in the preparation and monitoring of:

- Sales Forecasts
- Sales Budgets



Turn the whole window into a chart

Feedback

Please contact us at newsletter@cabotinc.ca to provide feedback regarding:

- Any of the articles in this newsletter
- Tips or tricks that you would like covered in future issues
- The development plans for next year
- The new Software Maintenance Plan
- Features that you would like to see included in future development plans
- General comments about SAW