

**Volume 3
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Headline News

ACT! by Sage received Small Business Computing's Excellence In Technology 2006 Award for Sales/CRM software. This award marks the second straight year ACT! has been given this honor.

ACT! edged Web-based software Salesforce.com to win the award that is voted on by readers.



Discover The Advantages ACT! Premium For Web

If the talk about Web-hosted CMS versus internally-hosted CMS has you uncertain of the best contact management solution for your business, we've got some great news for you. You can have the best of both with **ACT! by Sage Premium for Web**.

ACT! Premium for Web made its debut in 2005, and has been greatly enhanced for 2006. In this article, we'll take an overall look at the power of ACT! Premium for Web, and then a focused look at its advantages when combined with another powerhouse—ACT! by Sage Premium For Workgroups.

ACT! Premium For Web

Best Of Both

ACT! Premium for Web combines the best features of a Web-hosted solution, including reduced administration costs, rapid deployment, and anywhere access, with the best features of an internally-hosted Windows solution, including customization capabilities, and data security. Unlike other purely Web-hosted products, there are no recurring monthly fees with ACT! Premium for Web. You benefit from a low overall cost of ownership and the security of knowing that



Now your remote workforce can have access to ACT! via the Web.

your data resides on your server, safely behind your company's firewall.

By eliminating the need for remote employees to synchronize their computers with the main database, you are ensured that every employee is accessing the most up-to-date information. ACT! Premium for Web is installed on your server so no software need be installed on individual users' computers. Since the software is centrally managed, administration is simplified and users always have access to the same version.

Rich Feature Set

Users already familiar with ACT! by Sage can be immediately productive with ACT! Premium for Web. The interfaces are very similar and virtually all the features present in ACT! and ACT! Premium For Workgroups are present in ACT! Premium for Web.

You can access all your contacts from a centralized location; create, send, and track your email correspondence; perform mail merges; schedule and prioritize your tasks and activities; forecast sales; and generate detailed reports—all from ACT! Premium for Web.

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ACT! Premium For Web CONTINUED

What Kind Of Users Will Benefit?

ACT! Premium for Web has benefits to offer a variety of users—from road warriors to in-house personnel.

Members of your team working from remote locations or from client sites can now access and manage contact and customer relationships from the centralized database in real-time via the Web. With no synchronization required, the data is always up to date.

Traveling users can be productive from the airport, hotel room, or anywhere there is Internet access. If those same users need offline access, install ACT! Premium For Workgroups on their laptops and they'll never be without ACT!. The changes they make offline can later be synchronized across a LAN connection or the Web using the Internet sync service to ACT! Premium for Web.

Network Users in your main office can either use ACT! Premium for Web or ACT! Premium For Workgroups to access and share information in real-time with remote or traveling users. Whichever interface they choose, contact and customer data, as well as layouts and reports, can be shared.

ACT! Premium for Web is also a boon to your network administrator who will appreciate a lighter work load due to the ease of roll-out and central administration.

For more information about using ACT! Premium for Web with ACT! Premium For Workgroups, read on.

Benefits For Workgroups

If you are an ACT! by Sage Premium For Workgroups user, you already enjoy the ability to share information with your coworkers. ACT! Premium for Web expands on that ability to share data. Consider supplementing the power of ACT! Premium For Workgroups with ACT! Premium for Web. You'll gain the ability to access your ACT! database in real time through a Web browser, without the need for ongoing synchronization tasks.

Combining The Best Of Both

New in 2006, ACT! Premium for Web and ACT! Premium For Workgroups are compatible.

They can be used together in a mixed-use environment throughout your organization, or by your traveling sales professionals who you want to equip with both online and offline access. ACT! Premium for Web was developed to work either as a stand-alone product or in conjunction with ACT! Premium For Workgroups. You get to choose how you want to deploy ACT! and how your users will access the system. When you choose to use the two products in conjunction, all users access the same centralized database. ACT! Premium for Web is simply an additional way for users to access your ACT! database real-time using a Web browser.

Boost Productivity

Because ACT! Premium for Web and ACT! Premium For Workgroups are centrally managed and administered, and draw from the same centralized database, it is invisible to users which team members are using the Windows-based product and which are using the Web-based product. All users have access to the same layouts, templates, reports and attachments. The layouts and reports you have created in ACT! Premium for Web can be accessed by both Windows and Web users, delivering a consistent experience among all users and minimizing administrative tasks.

The user interfaces and feature sets of the ACT! Premium products are virtually identical, meaning there's almost no learning curve to get ACT! Premium and ACT! Premium for Workgroups users up and running with ACT! Premium for Web.

What's New In 2006

If you've already discovered ACT! Premium for Web, but have not yet upgraded to the 2006 version, here's what you're missing.

▶ **Customizable Opportunity Fields:** Now you can change field names as well as the field types in order to capture and store information accurately. You can change the field type to currency, decimal, or number fields. You can add a drop-down list or enable multi-select. Fields can be adapted and customized to make data entry into a field mandatory, to prevent editing of a

field, to generate a history record from a field, and to change the field length.

- ▶ **Drop-Down Lists In Opportunity Fields:** Users can now select field values from a drop-down list when creating new opportunities to ensure data consistency.
- ▶ **Automatic Database Backup:** You schedule the frequency and location for database backups of your ACT! data. The backups will occur even if users are logged in to the database or if the database is closed.
- ▶ **Custom User Permissions:** New in this version is the ability for administrators to set custom permissions for Standard user roles enabling them to delete data and/or export to Excel.
- ▶ **Quickly Grant Contact Access:** From the Contact List View, administrators can select multiple contacts and specify contact access for all of the selected contacts. Use this function to quickly make contacts public, private, or limit the access to specific individuals or teams of users.
- ▶ **Assign Contact Access:** ACT! Premium for Web 2006 allows you to quickly determine which contacts selected users or teams have access to, and to easily assign contact access to new employees and newly formed teams.
- ▶ **Print Labels:** Now you can create and print labels from within ACT! Premium for Web.

Available Now

ACT! Premium for Web is an excellent option for businesses that want all the advantages of a Web-hosted contact management system and the advantages of an internally-hosted system.

ACT! Premium for Web 2006 can be run standalone, or in conjunction with ACT! Premium For Workgroups. If you're running ACT! 2006, or a prior version, you'll need to upgrade to ACT! Premium For Workgroups to take advantage of the interaction with the Web-hosted solution. There are some requirements of which you need to be aware. Give us a call for full details. 