

PARAGON NEWS

The Midwest's Leading
ACCPAC Solution Provider

SPRING 2005

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Paragon Introduces a New Technical Support Line Even Better Customer Support!

Paragon is in the midst of implementing a new call center to enhance customer support. In an effort to improve customer communication and to provide even better customer service, we will be implementing changes to our phone system and technical support process over the next few weeks. If you are calling for technical support, you can now press '0' to be connected to our help desk so your phone call can be directed to the next available consultant. By calling the general support line instead of leaving a voicemail in a consultant's direct extension, your support call will be expedited.

When you are having difficulty with your system, it is our goal to resolve the issue in the most efficient and timely manner. To streamline our support process, Paragon is utilizing ACCPAC CRM™ to track, dispatch and monitor your support calls. Our goal is to provide you with the most personalized, consistent and satisfying experience with every contact, no matter who you speak with. More information pertaining to our technical support line will be provided in future correspondence. As always, we welcome your feedback so we can make our support process as effective as possible for you. Feel free to call or email us at info@pcginc.com.

It is Time to Schedule Your 5.3 Upgrade

Paragon Consulting Group has completed internal testing of ACCPAC Advantage Series™ version 5.3 and we are ready to schedule your system upgrade. If you are currently a Software Assurance subscriber, you are entitled to receive the extensive software enhancements and new features of ACCPAC Advantage Series 5.3 free of charge.

As part of your investment in ACCPAC, you should budget for Software Assurance on an annual basis in order to keep your accounting system current and properly supported and to take advantage of new features and technology enhancements.

Throughout the month of May, Paragon will be hosting online training courses for ACCPAC Advantage Series 5.3. Taught by an ACCPAC certified consultant, the training courses will highlight key changes and enhancements of the new version. If you would like to review the new 5.3 Features or for a complete listing of ACCPAC 5.3 training dates and times, visit our website at www.pcginc.com.

Call us today to schedule your ACCPAC 5.3 upgrade!

Training Courses

8:30 AM - 1:00 PM Courses

ACCPAC System Manager
ACCPAC General Ledger
ACCPAC Financial Reporter*
Crystal Reports – Basic
Crystal Reports – Advanced

8:30 AM - 4:00 PM Courses

ACCPAC Accounts Payable
ACCPAC Accounts Receivable
ACCPAC Inventory Control
ACCPAC Order Entry
ACCPAC Purchase Orders
ACCPAC US Payroll

All courses are held monthly. For the most up-to-date schedule, please visit www.pcginc.com/training.asp.

All ACCPAC Advantage Series courses include a FREE training manual (\$95 value).

Repeat a training course and take 25% off!

* Financial Reporter training course requires GL experience or previous attendance at the GL Training Course.

Pricing Structure

8:30 AM - 1:00 PM

\$425 for first attendee
\$350 for subsequent attendees

8:30 AM - 4:00 PM

\$525 for first attendee
\$450 for subsequent attendees

To register for training courses contact Jessica Scordato at 312.669.9500 x20, or jscordato@pcginc.com.

Build New Revenue Opportunities With ACCPAC CFO

More than ever, accountants are being called upon to assist their companies or clients to increase revenue, growth and profitability. ACCPAC Comprehensive Financial Optimizer (CFO) is an easy to use financial diagnostic and strategic analysis tool that allows you to take routine financial data and turn it into sophisticated business intelligence. ACCPAC CFO™ provides you with a unique approach to interpreting financial data.

With CFO, you can quickly evaluate and communicate your company's financial position and strategic goals, detect hidden problems and make informed business decisions. ACCPAC CFO's interactive solution and unique one-page financial "scorecard" provides key information and indicators on what drives your business.

Leading		Lagging	
Profit & Loss Drivers			
Rev. Growth %	11.11	Revenue	1,100,000
COGS %	70.00	COGS	2,450,000
Price Change %		Gross Profit	1,060,000
Discount %	19.50	Discounts	64,000
Current Percentages			
Effect Interest %	9.41	Interest Expense	111,500
Effect Tax %	38.00	Profit Before Tax	263,000
Balance Sheet Drivers			
Days Receivable	66.00	Loans	64,700
Days Inventory	126.00	Loans Held	200,000
Days Payable	66.00	Net Profit	168,200
P/E Multiple		Dividends	
		Adjustments	110
		Dep. Net Earning	168,200
Results			
Gross Margin %	80.00	Working Cap %	24.40
Profitability %	10.11	Current Ratio	2.00
Net Profit/Sales	4.80	Total Liab/Equity	2.27
Interest Cover	2.25	Equity/TA Assets	80.00
		Activity	1.70
		Cash Flow	20,000
		Retained Funds	1,301,000
		Net Cash Income	120,000
		Debt to Equity	1.70
		ROCE %	8.24
		Valuation	

Flexible Data Integration

ACCPAC CFO begins where your General Ledger and traditional financial reports end. Because this program is integrated into your ACCPAC Advantage Series General Ledger, there is no need to re-key information. Alternately, CFO can be used as a completely standalone application, allowing you to manually enter your summarized Income Statement and Balance Sheet data. You also have the option to import data directly into CFO from Microsoft Excel spreadsheets and leading "write-up" packages.

In-Depth Analysis

ACCPAC CFO provides a framework for in-depth quantitative analysis that can be used to make targeted business decisions. The goal-seek capability helps you achieve your strategic business goals by identifying the most sensitive financial

variables and displaying them in priority order. This powerful tool can demonstrate the effect small improvements can have on your overall business success.

“ACCPAC CFO is easy to use and allows decision makers to quickly see the results of any scenario on the balance sheet, income statement and statement of cash flows. It truly provides value and eliminates many of the risks associated with the use of a traditional spreadsheet”

- L. Gary Boomer, CPA, CITP CEO
Boomer Consulting, Inc.

The optional ACCPAC Key Performance Indicators (KPI) module enables detailed comparisons between financial models, the addition of user-specific variables and the benchmarking of results with data from prior years or similar organizations. With KPI, you can develop in-depth company-to-company and division-to-division comparisons allowing you to thoroughly analyze the business performance of your entire organization. You can extract and consolidate the information needed to create benchmark data sets in minutes.

ACCPAC CFO's Unique Features Include:

- **“What If Scenarios”** - For example: What would be the impact of reducing your receivables from 70 to 60 days?
- **“Goal Seeking”** on results - For example: What strategies can you employ to improve cash flow from negative \$325,000 to break even?
- **Budget or Forecast reports** - The Roll Forward function enables you to create budgets or forecasts in two key-strokes.
- **Analysis** of new business contracts, customers, products or new opportunities.
- Ability to combine next year's budget with a **New Opportunity**.
- **Variance reporting** - Easy-to-read graphical screens display the relationship between the Profit and Loss Statement and your Balance Sheet.
- **Graphical presentations** - CFO graphically presents each of your key performance measures, allowing instant evaluation of multiple strategies.

Register for a FREE ACCPAC CFO webinar today! Contact Jessica Scordato at 312.669.9500 x 20 or jscordato@pcginc.com.

Hot Deals

Step up to Advantage

If you are currently running ACCPAC Plus or BPI, save up to 50% on LanPaks when you upgrade to ACCPAC Advantage Series. Purchase additional new LanPaks at upgrade prices!

CRM Savings

From now until June 24, 2005 save 20% on the purchase of a new CRM system. If you purchase both a new CRM system AND ACCPAC Advantage Series, you can take an additional 10% off of the accounting solution. You must purchase both CRM and Advantage Series at the same time to receive the 10% discount.

Upcoming Webinars

ACCPAC Advantage Series 5.3 Training -
New Features

ACCPAC Advantage Series

ACCPAC Business Analysis Suite (CFO)

ACCPAC CRM

ACCPAC ePOS (Point of Sale)

ACCPAC eTransact (Web Store)

ACCPAC Financial Link Professional

ACCPAC Human Resource Series

ACCPAC Insight

ACCPAC Query

ACCPAC Sales Optimizer

ACCPAC Warehouse Management

Electronic Data Interchange (EDI)

Orchid Return Material Authorizations

Orchid Budget Information Management

Orchid Inter Entity Transactions

Seradex Manufacturing Software

Avalara - AvaTax Sales Tax Calculation

UniDevCo Sales Analysis, Ops Inquiry
and A/R Inquiry

*Please visit www.pcginc.com to view full
promo details and webinar dates.*

*To register for a webinar contact Jessica
Scordato at 312.669.9500 x 20 or
jscordato@pcginc.com.*



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ACCPAC