

ERT Software Systems
APPLICATION NEWSLETTER

Volume 4, Issue 2

June 7, 2011

Welcome to the Summer 2011 edition of the E.R.T. Software Systems Newsletter. Prior editions of the Newsletter have focused on our Transportation products. In this edition, we would like to expand the format to cover topics of importance to all E.R.T. Software Systems, Inc. clients.

Over the long, cold Ohio winter, we at E.R.T. Software Systems, Inc. have been busy updating all of our product families. We have added new features, new versions, and new products. We have begun building the framework for new directions within our entire product base.

Again, we would like to thank each of you for being an E.R.T. Software Systems, Inc. client. We hope you take a moment to read about all of the exciting new changes. If you have any questions about a product or feature, do not hesitate to contact us at 330-526-8220

Website and Social Media

See our NEW website! E.R.T. Software Systems is proud to announce the release of our completely redesigned website at <http://www.ertsoftware.com>. Stop by and check out the new design. The site offers:

- Simplified Navigation
- Slide show screen shot viewers
- Online purchasing with shopping cart functionality
- Online Bill Payment
- Demo Downloads

Like us on Facebook! E.R.T. Software Systems, Inc. now has a new FACEBOOK page. Look for us and **Like our page!** We need to get enough followers to create a unique Facebook page name. If you can't find us, there is a link on the home page of our website. We will be posting special offers, tips, tricks, and user information.

Follow us on LinkedIN. For those of you who use LinkedIN as a business networking tool, E.R.T. Software Systems, Inc. has created a new LinkedIN page. We are members of several Transportation and Floor Plan finance groups. If you can't find us, there is a link to our page on the E.R.T. Software Systems website.

OUR PRODUCTS

The E.R.T. Accounting System

In September of 2010, with the release of V7.0 of the Transportation Manager, E.R.T Software Systems introduced the concept of an integrated accounting module for our

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products. The integration to the Transportation family of products was completed with V7.0, however the accounting system itself was not yet ready for release.

We are happy to announce the release of the **E.R.T. Accounting System V1.5**. This full featured accounting system offers all of the functionality contained in the most popular accounting systems on the market. It consists of both a General Accounting module and a Payroll Module. It has been fully integrated into the ERT TransMan V7.0 and the FloorTrax Floor Plan Management System. We will soon be adding support for the MemberMaster System.

We invite you to view the screenshots and system features on our website at <http://www.ertsoftware.com/html/ERTAccounting.html>. You can view the general accounting module and the payroll module screenshots. Unlike many other accounting systems, all ERT product clients can connect to and interact with the accounting system without having the accounting modules installed. You only need to install the accounting modules on workstations where the user needs direct accounting access. This can save a great deal of money over the other accounting systems that require multiple user licenses for our products to connect. You can purchase the ERT Accounting Modules for only \$159.00 each at <http://www.ertsoftware.com/html/buynow.html>. **remember, you only need the accounting and/or payroll modules for those users who will actually use them.

Because the ERT Accounting system allows us full control over the interface, we are able to offer a much deeper integration than we can with 3rd party products. You will find a new tab on the Customer/Dealer setup pages with accounting integration displays. Terms, Accounts, and Services are no longer imported, but rather utilized directly from the accounting system. Credits and voids can be updated in the accounting system directly from the primary product, along with many more interface enhancements.

Of course, we offer support for QuickBooks, Peachtree, Business Standard and an Internal accounting option for our products. Not every accounting option is available in all products, so please see the Accounting Options on our website at <http://www.ertsoftware.com/html/Accounting.html>. Each of our product families and the accounting options available are shown.

Peachtree Accounting Returns

V6.0 of the Transportation Manger discontinued support for Peachtree Accounting. We are happy to announce the RETURN of the Peachtree Accounting interface to the Transportation Manager V7.1. Our current interface supports Peachtree Complete Accounting versions 2006-2011.

During July, we will be upgrading our Peachtree Interface to the newest version available. This new interface is developed using the .net platform and will support Peachtree versions 2009-2012 (and beyond). The new interface will offer enhanced performance, expanded features and compatibility with the newest version of Peachtree.

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Initially, during July, we will release an updated version of the Transportation Manager with the new interface to provide immediate support to Peachtree 2012. As we will not have had access to the newly available features until then, the first release will offer only the current functionality, using the new platform. Enhancements to the Peachtree interface will be developed over time using the new interface platform.

For those of you contemplating upgrading to Peachtree 2012, please wait until the release of the new interface. We will continue to offer both the Original (Classic) interface and the Updated interface for the balance of 2011 after which we will transition to only the updated interface for Versions 2009-2012. As Sage, the makers of Peachtree, supports 3 versions back, we recommend those with Peachtree V2008 and earlier consider upgrading to 2012.

ERT Transportation Manager V7.0

ERT Software Systems released **V7.0** of the **E.R.T. TRANSPORTATION MANAGER** system in the fall of 2010. Since its release, we have refined and improved a number of the existing features, and have introduced a number of new features to the system. If you haven't yet upgraded to V7.0, view all of the system screen shots and features at <http://www.ertsoftware.com/html/Transportation.html>. The Transportation Manager is sold in 6 versions ranging in cost from \$395.00-\$1995.00. View the full feature/price list at <http://www.ertsoftware.com/html/FeaturesTransport.html>. If you haven't upgraded yet, please contact our office to discuss your options. Support Plan members can upgrade for free. We are offering a number of specials to help current users who have fallen behind to upgrade to V7. Please watch your email for these special offers.

Version 7.0 Enhancements since Release

The following is a list of the new features added or updated since the original release of Version 7.0. As with all newly released versions, a few bugs were found and fixed. As we are now nearly a year since the original release, with your help, we believe that all known issues have been addressed.

- Peachtree support added
- Display of connected Peachtree Company name on 'QuickSwitch'
- Release of the ERT Accounting module
- Export to Microsoft Access of load data, including Accessory Bill and Pay details added
- Added online Help Functionality
- Added totals to the Loads Not Billed Report
- Added a company type of "Trucking" to support proper bill of lading printing.
- Correction of all known 'bugs'

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New Optional Features

Version 7 offers new optional features in addition to the free upgrade features.

- **EMAIL/FAX of invoices.- \$195.00** Version 7.0 introduces the ability to directly email or fax invoices to customers. A new invoice version has been introduced to support this function. Each customer's sending preference may be set in the customer information screen on the notification tab.

- **Multi Commodity-** Though the multi commodity functionality is a free upgrade to all users with a Standard Edition or above, Starter edition users will be able to **upgrade to the Standard Edition for \$300.00**. Not only will you get Multi Commodity support but a number of enhanced features such as rate charts, templates, advance support and much more. Please see the detailed feature chart at <http://www.ertsoftware.com/html/FeaturesTransport.html>

SPECIAL OFFER

For those users of Version 6.0 (or those entitled to receive V6.0) who have been forced to drop your support plan due to the economic conditions, we want to help you get back to an active support plan and keep your system Current. Purchase and pay for an annual support contract and receive V7.0 at NO CHARGE. Quarterly and Monthly payments will be available to aid in your cash flow (at a slightly higher cost). Payment plans will require a contractual 1 year purchase and a pre-authorized credit card charge for the quarterly or monthly payments.

FloorTrax Floor Plan Management System V3.5

The **FloorTrax Floor Plan Management System** is a fully integrated product developed for the Floor Plan Finance Industry. Whether you are a finance company, manufacturer or distributor, FloorTrax can support your business model. Developed for one of the leaders of this industry, the FloorTrax system encapsulates the logic, security, and information necessary to administer any size floor plan with the knowledge that you know what your dealers are doing, where their inventory is, and how your fund is performing.

FloorTrax was originally released in 2004 to support the Automotive Floor Plan financing industry. Over the years, support has been added for all industries and all business models. The Floor Plan finance industry has changed over time. 3rd party financing providers have left the market. Manufacturers and Distributors have turned to in-house floor planning of inventory for their dealers vs. open invoice receivable sales. FloorTrax has followed the trends and can allow any entity to securely administer a Floor Plan fund. Please view the features and screen shots of FloorTrax at <http://www.ertsoftware.com/html/FloorTrax.html>.

V3.5 Released March 2011

Version 3.5 of FloorTrax builds upon Version 3.0 released in July of 2009. V3.0 established the Multi-Industry business model, expanding FloorTrax to manufacturers

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and distributors. It offered strong user customization, allowing each floor plan provider to define its own Interest schedules, term lengths, extension periods, curtailment defaults, and more. Customization was taken to the Dealer and Unit level. V3.5 has built upon those changes, offering a vastly improved user interface, Online Help files and Multiple Accounting interfaces. You may view the detailed feature list at <http://www.ertsoftware.com/html/Accounting.html>

Accounting Interfaces- In versions prior to V3.5, the FloorTrax Floor Plan Management System offered only an internal accounting system. While this internal system could track receivables, print invoices, pay commissions, calculate and bill interest, receive payments, and process curtailments, it did not offer a full General Ledger accounting system or an interface to an accounting system. V3.5 has changed this. Currently, FloorTrax offers interfaces to the ERT Accounting System and QuickBooks. We plan to add an interface to Peachtree accounting soon. You may view the available accounting options at <http://www.ertsoftware.com/html/Accounting.html>, and may view the specific points of accounting system integration at <http://www.ertsoftware.com/html/Accounting.html>. At the bottom of the feature list you will find each point of integration, and the accounting system supported (not all features available in all interfaces).

MemberMaster V2.6

The **MemberMaster** system has been completely redesigned to manage the Fundraising and Membership tracking functions of any organization or group that wishes to monitor its membership base, their interests, dues or contributions and fundraising event performance. With a starting package price of only **\$395.00**, any size group will be able to take control of their organization using MemberMaster. The **Member Master System** is offered in 3 packages to accommodate any group size, **ClubMaster**, **FundMaster** and **EventMaster**. View the packages and screenshots at <http://www.ertsoftware.com/html/MemberMaster.html>

Editions:

ClubMaster will allow you to easily keep track of your members, their membership levels, annual dues, renewal dates, photographs and personal information. MemberMaster will automatically process your invoices making it easy to track your receivables and collect your outstanding dues. Track your member's interests and the events they attend. The **FundMaster** package offers all of the features of the ClubMaster plus integrated emailing. With this feature, you may automatically email your renewal invoices, send donation solicitations, advertise events, communicate with committee members, and send targeted invitations to groups with similar interest. The **EventMaster** takes all of the features of the FundMaster and ClubMaster, and adds Event Management. Event Management allows the creation of events, setting of goals with graphical tracking, detailed member attendance tracking, event ticketing, emailing of event tickets, Door attendance listings, product donation for sale tracking, including

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contribution statements for both the donating member and the purchasing member. View all packages and features at <http://www.ertsoftware.com/html/FeaturesMember.html>

Accounting Interface

MemberMaster offers a full interface to the QuickBooks accounting system. Future plans to add an interface to the ERT Accounting Module and the Peachtree accounting system are being developed.

Roadmap to the Future

New System Hosting Options

Application Hosting:

E.R.T. Software Systems, Inc. is partnering with a major provider of application hosting services. With application hosting, your ERT product runs on the hosted server. You can access your systems through a browser like interface from anywhere. Hosting offers the advantages of lower hardware costs (no purchasing and maintaining a terminal server), lower IT support cost, rapid deployment, multi-office support and the option to support agent offices. It's a great option for the smaller company without the infrastructure to support their own hosted application.

- Support new in-house users immediately with no setup or installation
- Support remote offices with no special equipment or connections
- Provide services to Agents
- Low cost per user and a low initial setup fee.
- Access your systems from the road—anywhere an internet connection exists.
- Always the current version, no upgrades needed.

We will be making additional announcements regarding the specifics of the hosting program soon. It's in testing at this moment.

Application Leasing:

A special version of our application hosting is available for the user who prefers to lease one of our products on a monthly basis. One low lease rate per user will cover the hosting, system cost, and technical support. Though the specifics of the leasing program are not yet available for release, there will be various rate structures based on term length commitments. All new users will require a small setup fee. Should you opt to purchase the system in the future, a portion of the system lease rate excluding hosting and setup costs will be applied to your purchase price.

ERT Accounting Modules

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The ERT Integrated Accounting System

First discussed with the release of V6.0 has been officially released and integrated into both the Transportation Manager and the FloorTrax Floor Plan Management system.

Maintaining our commitment to 3rd Party Accounting systems, we have re-introduced an interface to Peachtree accounting. It is currently available in the Transportation systems, with plans to expand that interface to include all ERT Products. Work will begin this fall, taking advantage of the upgraded interface that will be available to us in July. The QuickBooks interface, available in ALL ERT products, has been updated to the newest interface provided by Intuit, the makers of QuickBooks. Additionally, all of our products now support the use of Intuit's Remote Data Sharing allowing multiple clients to share one installation of QuickBooks.

The ERT Accounting System will, however, provide the platform for new, enhanced capabilities to accounting functionality! The ERT Accounting system offers all of the same interfaces and features as the other accounting systems, though the functionality has been dramatically enhanced in many areas. For example: When an invoice is marked as Un-Billed, its status is simply changed in ERT and you are expected to reconcile the changes directly in QuickBooks, Peachtree or Business Std. With the ERT Accounting Module, marking a load Un-Billed will actually reverse the General Ledger entries, delete the invoice from the AR and Sales journals and return the Load to a delivered status, awaiting correction.

In future releases, we will be dramatically expanding the functionality of the ERT Accounting module interface. We will be working more closely with commissions, and the ability to amend or adjust billing rates. Adjustments will then flow to and update the accounting automatically. Payroll interfaces will be added as time goes on. We hope to position the ERT Accounting Modules as the premier choice for all of our products

System Enhancements

Over the coming year, we will begin migrating all products to Microsoft's **.Net platform**. This initiative will provide an infrastructure consistent with large scale commercial software trends, development and support. The move to the .Net platform is a serious commitment involving the migration of hundreds of thousands of existing lines of code. Based upon a solid foundation, current roadblocks related to cost and scalability considerations will no longer impede either immediate or future development. This movement will be large, both in scale and time commitment.

Products that still use the Access database format will be converted to the newer VistaDB format used in the Transportation products. Larger products, such as the FloorTrax Floor Plan Management System will have options to use Microsoft SQL server as well. Many of these database changes will be coupled to the change in program to the .Net platform.

Support Plan Philosophy

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Users should be aware of the importance of participating in the **Support Plan**. It should be recognized as a mission-critical component of your business tools. We attempt to ensure a good return for the Support investment, conscientiously keeping our costs low in order to minimize the costs we have to pass on to our partners. It has been our philosophy that what's good for our partners ensures viability for all parties.

It is not, however, fair to our Support users, to provide equivalent services to non-participating users. An important factor in keeping costs as low as possible (for everyone) is to spread administrative and infrastructure costs amongst the largest group possible.

It is very costly to attempt to support more than a single Release; and, sometimes, our policy of supporting two major Releases (across the many possible configurations deployed out there) is something of a stretch. To avoid unnecessary and costly expenses, users should stay within the currently Support Version levels. This is one of the principal reasons why Version upgrades are part of the Support Plan.

Sincerely, we appreciate your support. We strive to ensure you receive value for your continued support. Support fees are how we finance our on-going development activities and ensure that we're here when you require assistance.

With the Release of the new Versions of the ERT Transportation Manager, FloorTrax Floor Plan Management System and MemberMaster System, our support offerings have also been modified. You can view the current support plan rates on the Feature/Price listing for each of our major products at <http://www.ertsoftware.com/html/Products.html>. Most of you will see similar, often lower support rates. A few might experience slight increases. We have tried to "balance the scales" as much as possible.

Our Support policy will remain essentially the same as in prior years. We will, however, begin to enforce the terms of that policy with respect to hours of service included, hours of availability and turnaround time for Support Plan clients. For those non-support plan clients, we will strictly enforce the pay-for-service model. If you are not sure of the support plan policies, please request one from our office.

Wrap Up

E.R.T. Software Systems, Inc. has been busy this year positioning our products to take advantage of future trends in software and marketing. We are planning to join "The Cloud", offering hosted applications. Our choice of accounting systems and the introduction of our own accounting modules have give users the flexibility to choose the accounting that works best for their operation. Smaller users will now have the option to Lease software, reducing their upfront costs. We will continue to evolve and grow with your support.

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A Message from the Owner: Evan J. Cash

Personally, I want to thank each and every one of you for your continued support of E.R.T. Software Systems, Inc. I know it has been a difficult year for all of us. I have tried to insure that our products offer the features you need while keeping your Total Cost of Ownership (TCO) as low as possible.

For those of you who have maintained support contracts throughout this difficult economic period, it is because of you that we were able to continue to press forward with new development and new products. I truly appreciate your continued support.

For those clients who were not able to maintain their support and may have slipped behind in version, please call me. I will try to help you get back on track. We have a special offer for users of V6.0 products, or those eligible for V6.0. If you have a v5.0 series product, we can discuss your specific case. I want to help each of you protect your investment.

If you are a potential ERT Client, Thank you for evaluating our systems. With the coming new hosting options, we can provide cost effective systems to any size organization. I look forward to adding you to the ERT Client list soon

If I can be of any assistance to you, please do not hesitate to contact me directly.

Evan