

# Revolutionary Productivity Tools for Macola

**PULSE DASHBOARD™**  
REALTIME DATA MANAGEMENT SUITE

**PULSE LOCKBOX™**  
BANK LOCKBOX SYSTEM INTEGRATION

**PULSE eCOMMERCE™**  
AUTOMATED WEBSITE ORDER IMPORT

**PULSE UTILITIES™**  
QUICK, EASY SOLUTIONS FOR MACOLA



**LEAHY**  
CONSULTING

EXACT Software Specialists • MACOLA Value-Added Reseller • Custom Software Developer • Serving Clients Worldwide

# PULSE DASHBOARD™

REALTIME DATA MANAGEMENT SUITE



Real-Time data, on-screen,  
company-wide, all the time

Important metrics not found  
in standard Macola

Manage with real-time data  
instead of yesterday's reports

Click any item for more details

Eliminate costly manual reports

Modules for every department

One-click custom report writer

Installation & training in  
an afternoon

## Take charge of your business with new PULSE Dashboard™

### Real-Time Dashboard

*Manage with real-time data  
instead of yesterday's reports*

Since 2005, the PULSE DASHBOARD software has been helping companies leverage their Macola investment in a new way—with real-time display of vital business metrics, and detailed analysis with the click of a mouse. You will track critical factors for your business, on-screen and real-time. PULSE DASHBOARD will revolutionize the way you manage your business.

**PULSE Dashboard  
digs deep into your Macola  
database – finding  
opportunities to reduce  
backlogs, optimize  
inventory, reduce costs and  
increase your profits.**

### One-Click Report Writer

*Detailed reports on demand—  
Eliminates costly manual reports*

New PULSE DASHBOARD One-Click Report Writer makes it easy for every department to generate detailed business reports in seconds. And since every user accesses the same database, inconsistencies between reports from different departments are eliminated. PULSE DASHBOARD One-Click Report Writer will increase productivity throughout your business.

**PULSE DASHBOARD: Revolutionary Real-Time Data**

## ► PULSE Dashboard adds revolutionary capabilities to Macola

- Manage with today's real-time data instead of yesterday's reports
- Important metrics not found in standard Macola
- One-click drill-down to view details
- One-click custom report writer and export to Excel/printer/PDF
- Installation & training in an afternoon

## ► PULSE pinpoints new ways to reduce costs and increase profits

- Focus on shortages that prevent on-time shipping
- Anyone in your company can now generate custom views/reports
- You can now budget sales by customer, salesperson, products, etc.
- Focus on increasing inventory turns to reduce inventory
- Inventory aging pinpoints unused inventory

## ► PULSE modules track key metrics of every function

### MODULE 1 Executive

- Track customer bookings and shipments by day and month
- Focus on orders to be shipped to maximize revenue
- Track gross margins by day and month
- Real-time aging of accounts receivable and accounts payable

### MODULE 2 Sales & Marketing

- Track sales by customer, territory, rep, distributor, category, etc.
- Budget by customer, product, salesperson, etc.
- View month, quarter, year, last year sales & margin vs. budget

### MODULE 3 Customer Service / Shipping

- View shortages and backorders preventing on-time shipping
- On-time shipping statistics by customer and item
- Credit memos analysis

### MODULE 4 Inventory

- Inventory turns by month by item and ABC class
- Inventory aging
- View month by month on-hand, receipts, usage and turns—drill-down for history

### MODULE 5 Production Control

- View raw material & component shortages preventing on-time manufacturing
- View week by week production schedule
- Production order dollar aging

## HOW DOES IT WORK?

*PULSE works with the Microsoft SQL version of the Macola Progression and ES software, extracting data real-time for instant display and analysis. In order to provide meaningful information, inventory turns are calculated nightly rather than continuously.*



### MODULE 6 Purchasing

- On-time deliveries and quality performance by vendor
- Aging of open purchase orders
- Pinpoint past due orders and upcoming deliveries

### MODULE 7 Inventory ABC Class Generator

- Quickly and accurately set the ABC class for each item
- ABC classes can be set by item or by item/location

### MODULE 8 Financial Control

- Month-by-month actual vs. budget vs. last year graphs
- Drill-down to view details
- Department managers can now track controllable expenses real-time

**www.PulseDashboard.com** ► For questions or a demonstration, call Terry Lanham at 513.723.8091

Esta Group / Leahy Consulting • Certified Macola Business Partner • 441 Vine Street Suite 4100 • Cincinnati OH 45202 USA  
Founded in 1981, Leahy Consulting has been providing Macola consulting services & software development for the past 20 years.

# PULSE LOCKBOX™

BANK LOCKBOX SYSTEM INTEGRATION



Imports bank lockbox files

Eliminates tedious keying of cash receipts

Automatic match to unpaid customer invoices

Detects partial & duplicate payments. Exceptions are highlighted

Increased accuracy

Balance on the screen before posting

Works with both Progression & ES

Also reads Excel and web-based EDI payment files

## Automatically import lockbox receipts into Macola with new PULSE Lockbox

**Totally eliminates manual keying of cash receipts**

New PULSE LOCKBOX imports your bank's lockbox file and matches to unpaid customer invoices. Detects partial or duplicate payments as well as incorrect invoice numbers. If no match is made, convenient drop-down menus allow you to select the correct customer and invoice number. Balance all entries on the dashboard before posting.

**Import customer cash receipts from your bank's lockbox and automatically match with unpaid customer invoices. Make any corrections on the dashboard screen. Eliminates manual keying.**

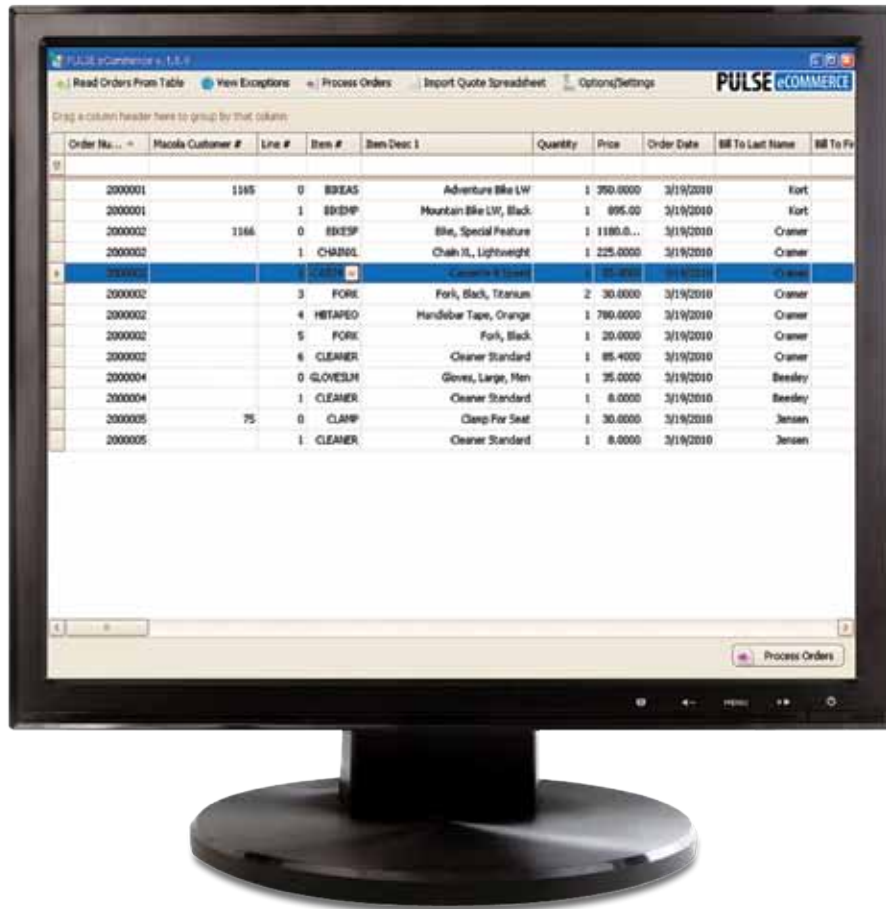
**Automatically match lockbox files to unpaid A/R invoices**

PULSE LOCKBOX works with both Macola Progression & ES. Revolutionary software eliminates manual keying of cash receipts to increase accuracy and streamline your processing. We customize the software to meet your unique needs. Unlimited training and phone support is included – we are always available to help you.

**PULSE LOCKBOX: Automatically transfer lockbox receipts into Macola**

# PULSE eCOMMERCE™

AUTOMATED WEBSITE ORDER IMPORT



Import customer orders from your external eCommerce website or web-based EDI software

Eliminates tedious keying

Increased accuracy

Works with B2B or B2C customer orders

Macola Progression & ES

Also reads Excel files of orders from trade shows

Writes back shipper tracking numbers or ASN data

## Automatically import customer orders into Macola from your existing external website or web-based EDI with PULSE eCommerce

### Eliminates manual re-keying of web customer orders

Revolutionary software eliminates re-keying customer orders from your existing external web site or web-based EDI service. Shipper tracking numbers can be written back to the web site. Optional Event Manager processing to notify staff of incoming orders or print picking tickets. New feature allows outside salesperson and trade show workers to submit orders using Excel.

### Automatically import customer orders from:

- Existing website
- Web-based EDI
- Trade shows
- Gift orders
- Excel
- Any type of file

### Writes back UPS, FedEx, etc. tracking numbers to web site

Orders are first displayed on convenient dashboard to pinpoint exceptions. The software can process two for one, free shipping, etc., as well as B2B and B2C orders. Exceptions are corrected on the screen and resubmitted. We customize the software to meet your unique needs. Unlimited training and phone support is included – we are always available to help you.

**PULSE eCOMMERCE: Automatically transfer web orders into Macola**

# PULSE UTILITIES™

QUICK, EASY SOLUTIONS FOR MACOLA

## ACCOUNTING UTILITIES

### ▶ General Ledger Journal Entry Import

Create all of your monthly journal entries in Excel and export them to your Macola General Ledger software. (For Macola Progression only)

### ▶ Create/Maintain General Ledger Budget using Excel

Import your budget from Excel using multiple cost centers and cost units. (For Macola ES only)

### ▶ Positive Pay Check Fraud Prevention

Extract check data from Accounts Payable and transmit it to your bank's Positive Pay department. (ES/Progression)

## CUSTOMER SERVICE UTILITIES

### ▶ Create/Maintain Customer Price Code File using Excel

Maintain any of the eight Macola price code records using Excel. It also allows you to purge expired price code records. (ES/Progression)

## GENERAL PURPOSE UTILITIES

### ▶ All-in-One Import/Export Utility

Make mass changes to any of the major Macola files. (ES/Progression)

## INVENTORY/PRODUCTION UTILITIES

### ▶ Make mass changes to Inventory Master files using Excel

Eliminate hours of tedious keying and proofreading by using Excel to make mass changes to these files. (ES/Progression)

### ▶ Create/Maintain Bills of Material using Excel

Eliminate hours of tedious keying and proofreading by using Excel to make mass changes to your product structure file. (ES/Progression)

### ▶ Change due dates of released production orders

Change the due date of any released, printed or partially reported POP production order. (ES/Progression)

### ▶ Create POP production orders using Excel

Eliminate hours of tedious keying by using Excel to create POP production orders. (ES/Progression)

### ▶ Sales Forecast Import into MRP or Master Scheduling

Eliminate manual keying of your sales forecast. Create your forecast in Excel and export it to MRP or Master Scheduling. It also exports your sales forecast into Macola from ForecastPro. (ES/Progression)

**PULSE UTILITIES: Quick, easy ways to save time and money**

However you use Macola in your business, PULSE Utilities can help. Use these programs to increase productivity, eliminate keying of

data, eliminate errors and increase profits. Our utilities work directly with your Macola software and do not require Macola Flexibility.

## *May we help you?*

At Leahy Consulting, we are Macola experts. We sell, install and service Exact Macola products, and develop revolutionary add-on software that can make Macola work even better for your business. We've helped clients around the world streamline their business systems, increase productivity, eliminate errors, and increase profitability. We can also develop special software for the special needs of your business. Contact us today to start the conversation.

Founded in 1981, Leahy Consulting helps manufacturers and distributors significantly improve their accounting information systems and workflow. Our software is 100% designed and developed in America. Leahy Consulting is a member of Esta Group, a certified Macola business partner. ©2011 Leahy Consulting Inc. Pulse Dashboard, Pulse Lockbox, Pulse eCommerce, and Pulse Utilities are trademarks of Leahy Consulting Inc. Macola Progression and Macola ES are trademarks of Exact Software.

**LEAHY**  
CONSULTING

441 Vine Street, Suite 4100  
Cincinnati OH 45202 USA

Call 513.723.8091

[Info@LeahyConsulting.com](mailto:Info@LeahyConsulting.com)

[www.LeahyConsulting.com](http://www.LeahyConsulting.com)  
[www.PulseDashboard.com](http://www.PulseDashboard.com)