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Macola

**Why Upgrade
to Macola 10?**

Top 10 Reasons
to Upgrade to
Macola 10

Macola. ERP and business software.

Introduction

Macola has provided software solutions to thousands of small and medium-sized manufacturers and distributors for over 40 years. Our solutions help organizations increase revenue, reduce costs, mitigate risk, and improve operational efficiencies and customer satisfaction.

Our flagship product, Macola 10, is a business and enterprise resource planning (ERP) software solution aimed at helping customers:
- Understand costs and performance metrics
- Plan properly for labor, materials, resources, and compliance
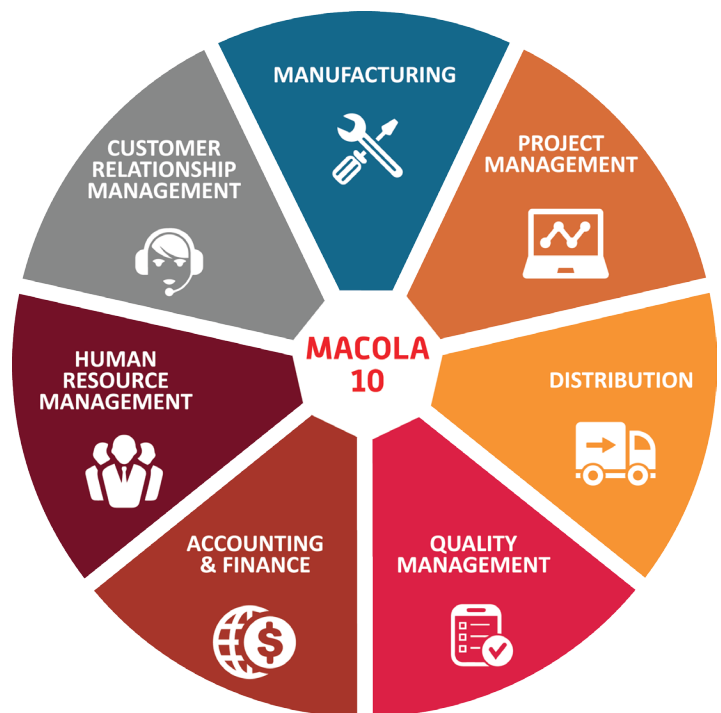- Deliver their products predictably and within budget

We do all of this by increasing the speed, accuracy, and reliability of business operations. While most of our competitors charge extra for every add-on piece, we offer a comprehensive suite of functionality including accounting, manufacturing, distribution, CRM, HRM, workflow, automation, and document management software all with mobile access and integration support for third party applications. We provide all this for one budget-friendly price.

Software to Improve Business Transactions and Interactions

Core Business Functions	Manufacturing
	Project Management
	Distribution
	Quality Management
	Accounting and Finance
	Human Resource Management
	Customer Relationship Management
Activity & Process Management	Workflow
	Automation
	Document Management
Personalized Workspaces	Consolidation of Role-Relevant Functions, Activities, and Processes
	Contextual Navigation Menus
	Anywhere, Anytime Access

Core Business Functions are aimed at improving your business transactions. Examples include, expediting orders, improving the cash cycle (both paying and receiving), analytics reporting, inventory stock and replenishment to name a few. Activity and Process Management is aimed at facilitating interactions among the transactions from core business functions above. Workflows can be used to notify people when they need to get involved in a process, pending due dates, log jams, exceptions, and emergency situations. Automation is key in reducing errors and eliminating redundant work, without the need for human intervention.

Document Management allows centralized creation, storage, access, and version management for things like, meeting notes, emails, product announcements, policies, manuals, orders, invoices, and many more. This is how Macola 10 provides smooth and timely interactions with the transactions produced in the core business functions.

Lastly, Macola 10 provides Personalized Workspaces, which are role-specific views into the transactions and interactions and serve as the context between the two.

Personalized Workspaces are aimed at bringing critical functions together to perform a job and eliminate getting lost in a sea of potential functionality when dealing with enterprise level software. They reduce time to perform tasks by having critical information and functions at employee fingertips and are accessible anytime, anywhere – client-server, browser-based (access from home or public PC), tablets, and smartphones – everyone is always connected!

The goal is to empower users to have a more natural ERP experience/interaction with the business through Macola 10.

Top 10 Reasons to Upgrade to Macola 10:

#1 — Software You Can Grow Into for No Additional Module Cost

Grow into this solution for no additional module cost. Contrary to most of our competitors, we provide everything out of the box for one low price. You can use what you need now and grow into greater functionality in the future without incurring additional license and support charges. No fluctuating and complicated support and maintenance costs – simply based on number of users.

#2 — Reduce Time and Costs with Business Automation and Workflow

One of the most powerful features of Macola 10 is the ability to automate your processes. Imagine taking automatic action immediately once a particular event has occurred within the application or even external applications; no errors, no time delays, no redundant entry, no "I forgot", no employee interaction needed. If you do need a person involved, we have workflow capabilities to alert individuals that may need to approve or sign off before an automated process resumes. Ensure you are accelerating timely interactions and reactions to your business scenarios and customers.

#3 — Anywhere Web & Mobile Access

Increase the speed of doing business via apps for smartphones and tablets as well as browser-based accessibility. Macola 10 offers mobile apps and browser-based accessibility that allows users to easily complete tasks on the go, such as entering orders, creating quotes, finding customers "near me," checking inventory, and viewing a workspace.

#4 — Keep Your Finger on the Pulse of Your Business (Reporting)

Macola 10 uses a SQL Server Reporting Services (SSRS)-based reporting structure with many pre-packaged reports that are all hyperlinked to underlying data and can be subscribed to via email or deployed through workspaces. Ad hoc analytical reports can be easily created using simple SQL queries and familiar analysis tools such as Microsoft Excel Power Pivots, Power Views, and Power BI among other popular reporting tools of choice.

#5 — Increase Productivity and Efficiency with Personalized Workspaces

Using Macola 10's Personalized Workspace technology, end users benefit from a more natural ERP experience. Productivity and efficiency will increase immediately by targeting user or role-based workspaces that only include the tasks each user is responsible for, and eliminate wasted "clicks" and "tabs" navigating to functional screens. Personalized Workspaces can be accessed over the web, meaning your business is mobile with Macola 10. Use home or work PCs, tablets, and smartphones to access your workspaces.

#6 — Gain Greater Customer Insight with Fully Integrated and Built-in Customer Relationship Management (CRM)

Unlike other systems, our CRM system is built right into Macola 10. See every lead, sale, email, phone call, brochure request, and quote request immediately, anywhere, and at any time. Identify your most important customers by measuring past and predicting future business, capture sales opportunities, link them to sales quotes, and measure the conversion to actual orders. CRM can better align your sales and marketing efforts while putting you in a stronger position to win new customers and retain existing ones.

#7 — Go Paperless with Document Management

Remove paper from the shop floor, ensure everyone uses the most up-to-date versions of manuals, guides, procedures, collaboration materials, etc. Macola 10's Document Management capabilities allow centralized creation, storage, access, and version management for things like meeting notes, product drawings, factsheets, emails, product announcements, policies, manuals, orders, invoices, and more. Security definitions ensure only the right people have access.

> One of the most powerful features of Macola 10 is the ability to automate your processes. Spot redundancies. Reduce human error, delays and paper. Increase efficiency and productivity.

#8 — Easily Enhance Your Solution with a Web Services Architecture

Web services and an object-oriented architecture are an integral part of Macola 10, making integrations much simpler and cheaper. Web services allow quick and easy integration with third party solutions. If you have invested in other on-premise and/or cloud solutions (e.g. Salesforce.com, ADP, service management solution, etc.) our web services architecture ensures you can continue to gain value from those solutions in conjunction with your Macola 10 implementation. When you want to integrate solutions, your consulting cost, time, and risk are low because there is no need to build custom, time consuming, and expensive integrations.

Automation becomes much faster and cheaper with web services, as well. When processes are broken down into smaller pieces (like they are in objects) you can take various different pieces and string them together to accomplish automation much faster than creating from scratch.

#9 — Decrease Training Time and Increase User Adoption

By upgrading to Macola 10 and staying within the Macola family, you will experience a much shorter learning curve because end users will already be somewhat familiar with the product. This familiarity minimizes change management requirements

and user adoption issues. Implementing new ERP and business software from a different company will likely cost more, take more time, and require a larger training effort.

#10 — Benefits Above and Beyond Individual Products

If you own and use Progression or ES, Synergy Enterprise, Event Manager, or Navigator packaged within Macola, then you will enjoy these additional benefits with a migration to Macola 10:

- Hard-coded integration among those four code-sets reduces the need for a services engagement to build that integration after purchase, plus the speed and flow of information across the entire code-base is increased
- Pre-built Personalized Workspaces provide a library of industry and role specific workspaces to use "out-of-the-box" (Macola 10 has over 40 out-of-the-box Personalized Workspaces)

- Simplified installation and updates (ie: only one installer vs. four)
- With Macola 10, customers have real-time data access. No need to synchronize any data, the system updates itself every 60 seconds
- Quicker end-user adoption rate with a single application interface and no need to bounce between multiple product screens (Personalized Workspaces)
- Macola 10 is built on .NET technology, giving you the freedom to choose your access device... work, home, public computer, smartphone, or tablet
- Our new mobile apps will ONLY work with Exact Macola 10

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About Macola

Macola is ERP and business software that manufacturers and distributors use to automate, manage and grow their businesses. The software empowers companies to take control of cost and complexity at every critical stage from design through delivery and see all facets of their business from a single application.

Macola is an Exact product. Exact builds business software for SMEs and their accountants. Our innovative technology is aimed at specific business needs, providing an overview of today and insights into the opportunities of tomorrow. Exact inspires businesses to grow. Our 1,600 employees love, share and support our customers' ambition. Like them, we aim high. Like them, we aspire to lead the way. That's how we know it's a bumpy road to success. And that's why we build software to help smooth it out, enabling our customers from all over the world to grow.

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