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[Mark your Calendar](#) for the 2nd Annual Open Systems Customer Excellence Conference. Oct 10 - 12 at the Marriott City Center in Minneapolis.

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## Report from the Open Systems Developers' Conference: Both OSAS and Traverse thrive!

Both OSAS and Traverse are doing extremely well! A better set of features, source code at no additional charge, and better priced than any of the competitors make both OSAS 7.5 and Traverse 10.5 an easy choice for small to medium size businesses.

At this year's **Developers' Conference** both new products were highlighted and they are both— to a great extent—the results of Open Systems listening to us and you: A majority of the new features are a direct results of input from end-users and developers like IMS.

Both Programs now have an extended Document Delivery system, that is, you can send invoices, statements etc., as emails, in Word format, or as PDF files and more.

OSAS 7.5 is expected to be released in the Fourth Quarter this year and Traverse 10.5 will be available this summer.

Each has over 150 (!) new features. For a complete list and to "play around", visit our web site at [www.ims-stlouis.com](http://www.ims-stlouis.com)

There is change in the wings. As the Iowa born statistician William Edward Deming said: **"It is not necessary to change. Survival is not mandatory"** - which is a rewrite of his original statement: **"Learning is not compulsory, but neither is survival"**

Open Systems' owner and president, Michael Bertini, has a unique philosophy: He knows that you, the user of the software is the ultimate judge of how successful the product is. It doesn't matter how many market based studies and fancy strategic compliance evaluations you do, if the user of the software is happy, that's the only thing that counts.

Few, if any accounting software companies have such short distance between the users of the software and the head of the company. Michael is always only a phone call away. Open Systems remains a privately held company and will not, like most of its competitors, be sold and resold, with accompanying consequences.

### Changes in Traverse pricing

The Traverse pricing structure has been completely redone. As Traverse is based on Microsoft SQL Server, and as Microsoft has changed the way they provide that product, Traverse had to follow and thus made the following changes:

1. System Manager is no longer considered a module when figuring cost. If you have GL AP and AR, used by 4 people in your company, you will have a 4 User, 3 applications system. There is a price matrix helping us/you. When adding either a user or (a) new application(s), the price is calculated by taking the new price and subtracting the price for the old.
2. There is a new way of financing the software now. Its is entirely Open Systems based and is much simpler, cheaper and fairer than "regular" leasing options. No paperwork is required, it includes the actual software and the CES (Maintenance) fee, and after you have paid off the software, the second year only the CES will be charged on a monthly basis. This frees up your hard earned dollars for other investments. For more information about this option, please call!

**Early Registration ends July 25**

## What's new in Traverse and OSAS?

*The most significant changes you will find in these two new products, OSAS 7.5 and Traverse 10.5, are the reporting capabilities.*



**Traverse** - built on SQL - can take advantage of the powerful **SQL Server Reporting Services**. This built-in tool allows you to make reporting

fast, easy and very robust. We would be happy to demonstrate this capability for you at any time and we can guarantee that you will be impressed.

Traverse 10.5 also comes with its own Report Viewer and of course it has all the standard reports.

### EXPORT

If you want to export Traverse data for use in other applications or for manipulations, the all ubiquitous Excel spreadsheet is just a click away. In addition to the many built-in **"Productivity Reports"** - pre-made Excel pivot tables accessible directly from the Traverse menu - you can also create your own, quick, easy and without any technical help. The idea is to get away from the old "From—Through" where all data between two values is selected. Instead you set filters to see just the data you need.

Accomplish that by creating either a regular spreadsheet or a Pivot table - another useful way to manipulate data

A spreadsheet is really only a "data dump" - data from Traverse (or OSAS) that you can either "leave alone" or do something with.

A Pivot table requires at least one calculation.

One example of "custom" export is the Traverse 10.5 add-in to Excel that will allow you to retrieve budget and forecast values from Traverse and put it into an Excel spreadsheet, where the data can be edited and saved back to Traverse.

### IMPORT

Traverse allows you to import data, either from Excel, or text-based formats like CSV (Comma Separated Values) and many other file types. You can do this in several different ways, the most efficient is to go directly to SQL and follow the import wizard built-in to SQL. If you have recurring imports, for instance an inventory list of items that changes - you can set up something that best can be described as 'recurring imports' - templates that require a one-time setup and then allows you to "press a button" to get updated data.

Traverse also provides you with built-in Import routines in Traverse: Inventory Physical Count, Payroll Transactions

## OSAS 7.5



Your feedback has driven the development of changes and additional features designed to enhance your software

experience. This has been a guiding principle for the development of OSAS 7.5. The first thing you should know about OSAS 7.5 is the new **auditing** features and data **encryption** options to ensure that your data is more secure than ever.

### **Drill Down:**

In all applications, there is now **Drill Down capability** and history inquiries. You can use the drill-down features in General Ledger to simplify the process of linking GL transactions all the way down to the line items, invoice totals and payment transactions that generated them. This powerful capability provides a complete audit trail without having to do lookups in subsidiary ledgers, whether you post to GL in detail or summary.

This capability is useful in GL. Beginning with the new inquiry functions in General Ledger, you can drill down to more detail when you double-click on any **blue** number in OSAS.

### **Chart of Accounts Inquiry**

You can use this new inquiry function to see your GL accounts and their year-to-date balances at a glance. For more information about an account

*balance, drill down on it to see the period activity for the account in the Accounts Inquiry screen.*

*With the Chart of Accounts Inquiry function, you can view General Ledger account balances as of the period that you specify.*

*You can toggle the balances that appear in the Debit and Credit columns using the Toggle Values command. You can view Actual, Budget, Last-Year, Forecast, and Next-Year Budget balances.*

## Inventory

*Adjustment History Inquiry: You can use this new function to view historical adjustments made to item quantities in one convenient place. You can view all sales, purchase, adjustment, and transfer Inventory transactions for an item, location, or time period, or you can search for a specific transaction using a combination of filtering criteria.*

## Landed Cost

*This new application adds to the Purchase Order application, providing configuration options that allow you to specify additional cost accruals that affect the total cost of products received.*

*You can allocate costs such as shipping charges, brokerage fees, tariffs, and import duties to the direct cost of the items you purchase.*

## Graphical Interface Enhancements:

*If you use the graphical user interface in OSAS, you'll find many additional enhancements throughout OSAS, such as enhanced capabilities for resizing OSAS screens, mouse-wheel navigation support, pull-down selection of alternate sorts in inquiry (field lookup) windows, and many more.*

## Change Fields Enhancements:

*You can use the Change Fields utility to change key field values in both company-specific and generic application tables in OSAS applications as well as within the application database. You can also optionally change key field values in prior-year General Ledger and Payroll files, if necessary.*

This is of course just a small sample of the many new features you will see in OSAS 7.5

**Call to receive a FREE  
OSAS 7.5 CD!**

## Tips and Tricks

### Favorites

#### OSAS

In Resource Manager, Workstation Configuration, Defaults there is a selection titled 'Favorites'. When made ACTIVE you can create your own customized menu and this menu will automatically appear each time you enter your OSAS software.

To put menu selections on your Favorites Menu simply press your F10 key while you are on the menu selection. This will allow you to cross over several applications. For example you can F10 while your cursor is sitting on Accounts Payable Transactions and it will put this menu on your Favorites.

Using Favorites allows you to produce a series of menu items for yourself or your employees that are listing only those menu items that you use on a regular basis.

Using the Favorites Menu you will see F2-Main Menu appear in a small box on the lower right hand corner of your screen. This informs you that you can press F2 and go back to the standard OSAS menu with all the selections that you have access to.

To remove a selection from the Favorites menu simply press the F10 key again while your cursor is on the menu selection and it will be removed from Favorites.

#### TRAVERSE

In Traverse, do NOT use F10, because F10 in Traverse brings up your calculator! Try it!

Instead, right click on a menu item and select "Add to Favorites".

To remove an Item, go to the Pull Down Menu at the top of the screen and Select Favorites, then Open Favorites, and find the Favorite you want to delete and Delete it!

**More Tips and Tricks:** go to [www.ims-stlouis.com](http://www.ims-stlouis.com) and pick Newsletters and browse through old Newsletters with lots of Tips and Tricks.



*We hope you'll join us for the conference  
Oct. 10 - 12, 2007 in Minneapolis!*

Are you new to OSAS or TRAVERSE? This is an excellent way to get started with basic training.

Are you an experienced user? There will be advanced classes for you to take as well as a chance for you to look at other applications that could assist you in processing your data that you had not thought about before

Here's what you can expect:

- \* Dozens of well-taught sessions on OSAS & TRAVERSE products as well as general business and accounting sessions to help you get more out of your software
- \* Networking with other OSAS and TRAVERSE users
- \* Information to help you make the best decisions about your options for upgrades and adding new tools
- \* a great stay in friendly Minneapolis, filled with good times and new friends

**For more information and for a great Discount coupon (limited time), call Richard at IMS.**

*Early Registration ends July 25*

*Examples of classes:*

#### OSAS:

- Excel Reporting for BBJ
- OSAS Info-Alert
- Resource Manager Tips and Tricks
- OSAS Applications Tips and Tricks
- Understanding the Banking Module ( Ver 7.5) and many more

#### TRAVERSE:

- Customer Relationship Management
  - Using Query Tools to View TRAVERSE Data
  - TRAVERSE 10.5 Business Rules & Security
  - TRAVERSE 10.5 Landed Cost
  - Mobile Applications for Handheld Devices
  - Navigating TRAVERSE Like a Pro
- and many, many more!

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on our web site [www.ims-stlouis.com](http://www.ims-stlouis.com)*

*How does this sound?*

## Work Less to Accomplish More:

There are several applications available for both **OSAS** and **TRAVERSE** that can assist you in working more efficiently. Some of these include:

**Fixed Assets** Let your system calculate the monthly, and annual depreciation and amortizations necessary for your Building, Machinery and equipment.

A new **Banking Module** available in Traverse 10.5 and in OSAS 7.5 allows for ACH and Credit Card payments, positive pay files and more.

**Info-Alert** allows you to monitor various business conditions unattended at scheduled intervals and automatically notify the appropriate people.

**Purchase Order** Always know what's on order, what has been received, and generate PO's from within Sales Order Inventory and other modules automatically.

**Direct Deposit.** This application creates the NACHA file that is needed to directly deposit payroll into your banking software.

**Enhanced Payroll Tax Reporting** includes over 300 Certified State and Federal reports and thus saves you a lot of time.

Using these new tools would give you more time for this:

