Acclink, Ltd

CounterPoint SQL Connection

Handy Free Utilities and Applications

Backup!

Having a good backup can be one of the most important things you can have.

There are many good programs out there and your specific needs will dictate your best choice. But I have found Comodo backup to be a good choice. It's available at www.download.com. It has all the basics, plus a few unique features. You can run batch or script commands before and after backup. So if you need to start or close down a program or complete some task before or after backup, you can! In addition it can keep versions. For example it can keep the last 4 version of your files. So if you have made changes to a document over several days and you relies the one 2 days ago was the best, you can retrieve it from your backup.

So don't shoot yourself in the head, **Backup!!** And verify periodically !

Gift Card Facts:
- 18% of Gift cards are unredeemed.
- 50.9% spend Much more then the card value.
- 69% of Employees are more satisfied with gift cards over cash.
- Customers are less inclined to price shop when using gift cards. 40% more shoppers paid full price.
- Fewer returns, because shoppers are choosing their own gift.

We've moved, well our website and email has…. See last page for details !!!

Thinking outside the box: Filters in CPSQL

There are filters for everything today, from coffee to cars. Well CounterPoint has them too. And they can be very useful.

You use them every day, and you may not even be aware of it. More importantly how you can use them to find the information you want. They can be used to find a specific record or when running a report for hundreds of records. Sometimes the most important aspect of using filters it to think outside the box as they say. Say you have some-

one (like me) who can't spell to save their life. As time goes by

they've entered a lot of customers into CounterPoint. Unfortunately the spelling of the city may not be what you would wish for.

Continued…

!!!!!!!!! Refer a Friend !!!!!!!!!!
If you know someone who needs a Point of Sale or an Accounting System, have them give us a call and you will receive an hour of consulting free. (they must see a demo of one of our products- CounterPoint, Accpac or PeachTree)

If they purchase a system we will give you an additional 2 hours of consulting or 2 cases of receipt paper.
Be sure to have them mention your company name when they call.
(877-890-5500)

Inside this issue:

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## *Thinking outside the box: Filters in CPSQL*

You never would have guessed there were so many ways to spell Cincinnati ! Now you would like to fix that but you really don't want to go through every customer and check. How about we look at only customers whose city starts with "CIN". We'll give our employee that much credit. We could run a report but here is a faster way. Since in the end we want to correct any customers with a misspelling of Cincinnati.

From the Main menu go to / Customers / Customers / -- click the filter icon.
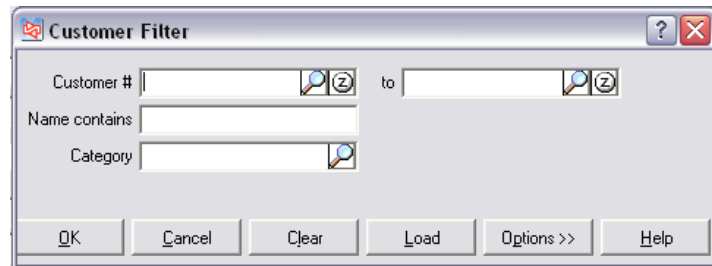
Were now looking at the filter screen.
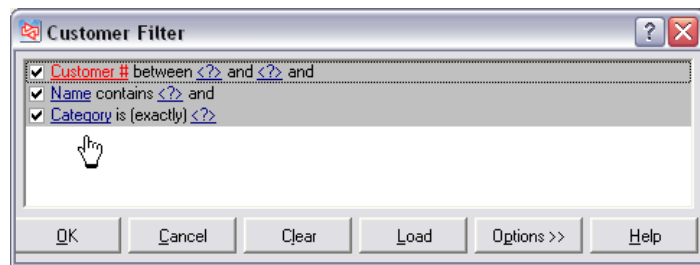
But City is not one of the choices. Right click in the
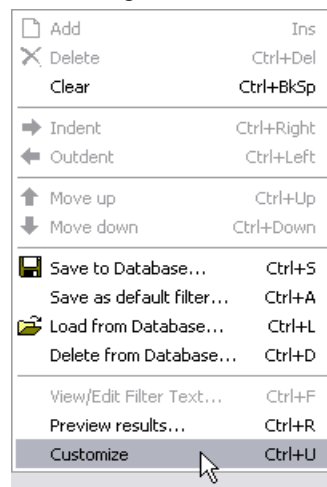
window and pick 'Customize'.

Click under the last line in the filter list to add a new line. CPSQL will automatically add a new line, but unless you're incredibly lucky it won't be the right one.
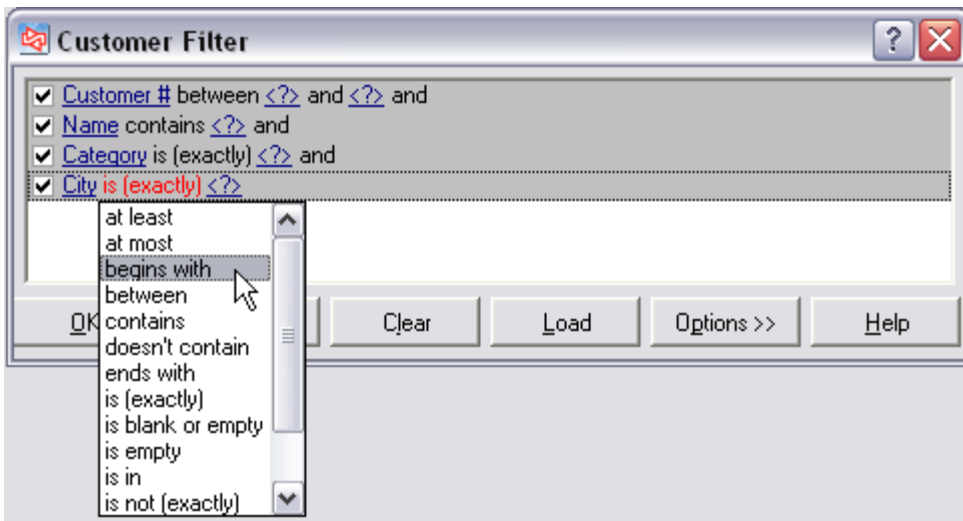
So

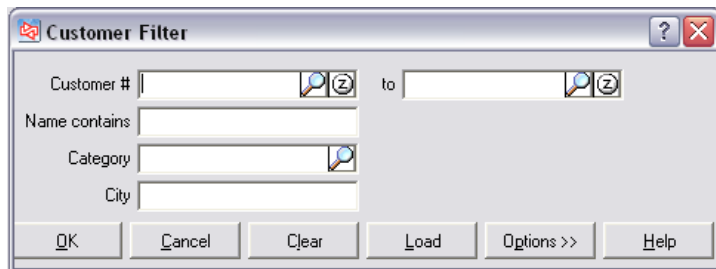click the new added line and scroll through the list for City and click on it. Then click on 'is exactly' and select 'begins with'. Now right click and pick 'Simplify'. Were now back at our filter screen but with a new field. Enter 'CIN' in the City field and then click the right arrow icon to

Thinking outside the box: Filters in CPSQL

start moving through the customer file. Only customers with a city that begins with 'CIN' will show. If you find a misspelled one, just fix it and move on.

This same technique could be used to locate items by description. You would select 'Description' for the field and 'contains' in place of 'begins with'. This would automatically filter out all records except those that 'contained' your search text.

Your choices will vary depending on field type but look at some of your choices. "At least, at mot, begins with, between, contains, doesn't contain, ends with, is (exactly), is blank or empty, is empty, is in, in not (exactly), less than, more than."

What's new in CounterPoint SQL 8.3.9

The next update of CounterPoint SQL will be released in late July early August. See below for just a few of the features you can look forward to.

Gift registries
In this version of CounterPoint SQL, you can create and manage gift registries for your customers, allowing them to request and purchase gifts for occasions such as weddings, baby showers, and so forth. This feature enables you to offer a valuable and commonly-used service to your customers while driving traffic to your store.

User-entered discounts
CounterPoint SQL now allows authorized users to enter ticket and line-item discounts in **Ticket Entry** and **Touchscreen Ticket Entry**. User-entered ticket and line-item discounts are indicated on receipts, included on all relevant reports, and reflected in the corresponding accounting distributions for discounted tickets and items.

This feature provides support for basic discounting practices that are commonly used by most merchants, negating the need for custom modifications that were required to implement similar functionality in previous versions.

Point of Sale Exceptions report
This version includes the Point of Sale Exceptions report, which allows you to track the ticket count, average ticket amount, drawer overages and shortages, hours worked, and other daily statistics for each user, as well as the number of Point of Sale exceptions—including price and tax overrides, voided tickets, cash drops and cash loans, manual credit authorizations, and so forth—that each user performed over a specified period.

Scrapping items during returns
Previously, when a customer returned an item that was broken, defective, or otherwise could not be resold, you were required to enter and post an inventory adjustment to "scrap" the item.

In this version, you do not have to manually process inventory adjustments to remove scrapped items from inventory. Instead, you can scrap an item while you are entering a return in **Ticket Entry** or **Touchscreen Ticket Entry** by specifying a valid **Scrap** reason code for a return line. When you post a ticket with a **Scrap** reason code, CounterPoint automatically creates and posts the necessary inventory adjustment transaction to remove the scrapped item from inventory and make the appropriate accounting distributions.

BOGO Pricing
"BOGO" (e.g., "buy one, get one free" or "buy one, get one for 50% off") and "twofer" (e.g., "2 for $1.00" or "3 for $5.00") price rules for individual items or groups of items. You can also use BOGO/twofer price rules to define "stepped" or "copy shop" pricing (e.g., buy the first 10 for $.10, the next 10 for $.09, and so forth), along with a variety of similar pricing schemes that allow items sold in specific quantities to be given different per-unit prices.

This feature provides much greater pricing flexibility than was available in previous versions, allowing you to easily offer your customers a broad range of common pricing scenarios.

Deactivated items
In this version, you can use the **Status** field on the **Items** window to designate items as **Deactivated**. Unlike **Discontinued** items, items that are **Deactivated** cannot be added to tickets, orders, purchase requests, receivings, or quick receivings.

This feature allows you to retain item records and historical data for items that you no longer sell, while preventing them from being sold or purchased.

Margin-driven pricing
Previously, you could define a minimum profit percentage for each item category and sub-category in CounterPoint. However, the values you specified were informational only; CounterPoint did not calculate prices based on these values.
In this version, CounterPoint allows you to define **Minimum margin** and **Target margin** values for each item category and sub-category, and then set **Price-1** values for your items based on these margins. In addition, every **Price-1** field throughout Counter-Point now includes an easy-to-read, visual indicator of whether its current value is above, between, or below the minimum and target margin values for the corresponding category or sub-category.

Prompting for tag-along item kit components
Previously, when a user added the parent item of a tag-along item kit to a ticket, all of the kit's component items were added to the ticket automatically. In this version, you can assign a **Component prompt** to any of the components of a tag-along item kit. This feature allows a user to decide, at the time of the sale, whether to add each prompted component to the ticket when the user sells the parent item in **Ticket Entry** or **Touchscreen Ticket Entry**.

Component items for which **Component prompt** values are not defined are still automatically added to the ticket when a user sells the parent item.

Forecast-driven replenishment
You can now create seasonal forecasts for your items, allowing you to more accurately estimate future demand based on historical sales, using proven forecasting methods. Once you have created a forecast, CounterPoint can use the forecast data to calculate and set the ideal minimum and maximum quantities for your items. In addition, you can generate purchasing advice based on the updated minimum and maximum values to ensure that you have the forecasted quantities on hand for each period or season.
This feature allows you to more easily evaluate your inventory needs, dynamically adjust minimum and maximum quantities, and automatically replenish your stock to meet changing demand for your items.
This feature relies on the aggregated historical data that is generated by the **CounterPoint Data Mart Update** scheduled task. If you are not already aggregating data for Dashboard, you must schedule this task to aggregate

Generating purchasing advice for lowest-cost vendors
Previously, when you generated purchasing advice, CounterPoint automatically used the primary vendor for each item that it recommended for purchase, regardless of which vendor offered you the lowest cost for those items.

In this version, you can generate purchasing advice for your lowest-cost vendors by selected **Lowest cost** from the new **Vendor** field on the **Purchasing Advice** report parameter window. This feature helps you ensure that you are paying the lowest possible amount for the items you are restocking.

Generating purchasing advice using purchasing units
You can now generate purchasing advice using purchasing units, instead of stocking units, by selecting the **Vendor** option from the new **Units** field on the **Purchasing Advice** report parameter window. This feature allows you to replenish items using your vendors' preferred units, without requiring you to modify the resulting purchase requests.

The new website is www.acclink.net (that's .net not .com) Our emails have also changed to reflect the new website.

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nkerns@acclink.net
cyoungman@acclink.net

Our new website and emails should be more reliable and the name easier to remember.