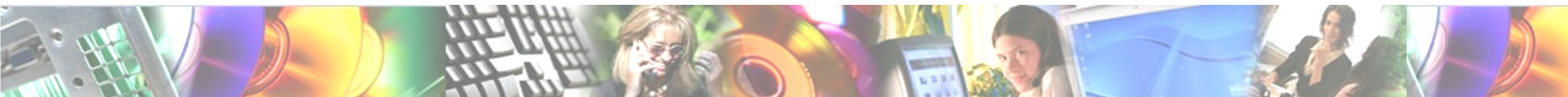


# THE SOURCE!

For Workflow Resources News & Sage Pro ERP updates, tips and tricks



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## Keep for Reference

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## Customer Success Story: E&M Machinery

E & M Machinery is California's leader in Automation, boasting an extensive customer base including Chevron, the City and County of San Francisco, Lockheed, Pacific Gas and Electric and many more. Their 50-year history of successful projects and satisfied customers has established them as the "go to source" for automation solutions in California.

### E&M Loses Power under the Old System

What started as a small, family-owned business in the 1950's, has since grown to a multi-million dollar company. With their continual growth and desire to reach new and competitive markets, E&M Machinery was in dire need of upgrading their accounting and inventory management software so that they could better manage their business. Steve Deas, President of E&M Machinery recalls that, "20 years ago, we recognized that our company would have to embrace changes in technology in order to grow. Our services range from not only providing and selling parts, but also customizing factory automation machinery for distribution, which required us to re-evaluate the existing system being utilized to manage the diversity of our operation." In 1989, E&M took their first big steps toward modernizing their technologies when they transitioned their SBT brand Macintosh-based software to a new Unix-based System. In the mid-90's they upgraded again to the user friendly Windows-based software solution, Sage Pro ERP and have been managing their operation with it ever since. "The software is great for continuing upgrades," Steve comments, "We've been able to convert all of our historical data and custom reports throughout every upgrade process."

Most recently, E&M recognized the need to upgrade to the current version of Sage Pro ERP 7.4. "Under the old version, we did not have the ability to send a customer a quote,

*Continued on page 2*

## The Economic Stimulus Package of 2008

In February 2008, Congress enacted the Economic Stimulus Package of 2008. This legislation is designed to make increased spending by business more attractive for the 2008 tax year. This legislation provides companies with incentives to purchase assets such as software, and improve their business. By understanding the full benefits provided by the passage of this act, and taking full advantage of them in 2008, companies can reduce the cost of qualifying property by purchasing it and placing it in service in 2008.

The key components of this legislation that focus on business include an increase in the 21 U.S.C. 179 maximum deduction, an increase in the maximum amount of qualifying property that can be placed into service during the 2008 tax year, a bonus depreciation and an increase in the "luxury" auto depreciation.

*Continued on page 2*



WORKFLOW RESOURCES, INC.

## The Upside of a Recession

By Robert Croston & Patrick Cahill,  
RainToday.com

The market drops 370 points in a single day, corporate earnings disappoint & housing prices continue to sink. We are in uncertain economic times. We may be in a recession right now, or could slip into one next week...or next month.

As optimists, we don't like forecasting difficult economic times. But, even optimists have to come to grips with the realities of our uncertain marketplace.

With economic anxiety looming, many of our clients are asking: how should I position & market my firm in the year to come? Assuming yours is a healthy company, here are our general recommendations.

### The Cumulative Power of Marketing

The laws of marketing never change, even in a recession. In fact, if played correctly, they can compound in your favor. Marketing, in any economic environment, is about sustained & integrated activity.

Like the principle of compound interest, a little investment, applied consistently, will pay great dividends down the road. There are of course short term benefits - marketing assists in generating immediate sales - but the real power of your marketing program is cumulative. This cumulative effect drives awareness & ultimately preference in your service so, at the elusive time of need, your prospect thinks of you first.

A sustained marketing effort will help ensure that your pipeline is consistently replenished, leads are properly nurtured, and your market presence is maintained.

To read the rest of the article, visit:  
[www.WorkflowResources.com](http://www.WorkflowResources.com)

### Continued: E&M Machinery Success Story

and then later turn that quote into a sales order," Steve recalls. "We had to do manual data entry multiple times just to fulfill the order request, which inevitably resulted in errors. We needed a customized solution that could streamline that process, and eliminate the time spent on redundant data input, which in turn would increase the accuracy of the information within the system." E&M Machinery has shared a longtime relationship with the team at Workflow Resources, who have been involved in their system upgrades since the Macintosh and Unix conversion. Once again, E&M turned to their partners at Workflow Resources, relying on their technical expertise to customize solutions within Sage Pro ERP 7.4 to improve their business operations.

### Workflow Resources Takes E&M on a Smooth Ride

David Platt, President of Workflow Resources states that "we have been involved in understanding the nature of E&M's business operations from the beginning, which allowed us to recommend an appropriate software solution. E&M not only provides products, but they offer specialized services as well, all of which are tracked and maintained on multiple systems. It was imperative to integrate the information captured within these systems into the new solution while maintaining an informational link between them. The beauty of working with Sage Pro ERP is that the software is extremely flexible and can be customized in a variety of ways to meet the needs of our clients."

### Continued: The Economic Stimulus Package of 2008

The "Bonus" provisions of the Act are only applicable to assets purchased and placed in service during the 2008 calendar year, while the Section 179 deductions are applicable to the 2008 tax year. Companies that have tax years that do not match the calendar year can only take advantage of both of these tax incentives at the same time during the portion of their 2008 tax year that falls within 2008.

For the rest of this article and more information on how Workflow Resources can help you benefit from this package, visit our website at [www.WorkflowResources.com](http://www.WorkflowResources.com).

### Technical Tip: Troubleshooting in Windows Vista

Are you among the many people experiencing the frustrations of Windows Vista? If so, here's a technical tip for fixing common driver problems that may help you troubleshoot through some of your issues. When hardware installed in or attached to a computer doesn't work properly, it is often because of a driver problem. If you had a device on your computer that used to function properly but is no longer operating, try these quick tricks:

1. You may need an updated driver. Updated drivers are available through windows Updates. When you check windows Updates, click **View Available Updates** to see if an updated driver is available for your device.
2. If you can't find a new driver through Windows Updates or from the manufacturers website, find the disc that came with the device and put it in the CD Drive. With the disc in the CD Drive, update the driver for the device.

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