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Upcoming Web Seminars

Project Tracking Series

Oct 12, 10:30 am
Oct 26, 10:30 am

[View Agenda](#)
[Register](#)

Billing Series

Sept 14, 10:30 am
Oct 3, 10:30 am
Oct 17, 10:30 am

[View Agenda](#)
[Register](#)

Advanced SmartList

Oct 11, 10:30 am
Oct 25, 10:30 am

[View Agenda](#)
[Register](#)

Note: all times are scheduled in CST

Encore's Sales Incentive Pays

Encore is pleased to announce that Anthony Tumlin from Computer Business Applications will be receiving an AMEX gift card (\$500.00 value) for participating in the partner sales incentive for the month of August.



Partner Services

Did you know Encore provides the following services?

[Customer Direct Consulting](#)

[Product Training](#)

[User Group Meeting Support](#)

Custom Development

Need Help with Custom Development? Our team of developers has experience working with Dexterity and .NET technologies.

[Learn more](#)

Partner Testimonial

"We do business with Encore whenever we can. Encore has stable, quality products and excellent support to back it up."

Brian Gallagher, CEO, Insico

Contact Information

Has your contact information changed? If so, [let us](#) know

Having attended many of Microsoft's Business Building Conferences in the past, I am very excited to see The Partner Channel reinventing this valuable networking and educational forum for partners in Fargo at the end of October. Encore is proud to be a sponsor at the event and we're excited to showcase our most recent product release.

I look forward to meeting you there and maybe mother nature will delay the first snowfall until November.

Sandy Bergman, VP Sales



● COMING SOON ~ RCB.NET

Encore is pleased to announce Recurring Contract Billing 9.0 Extensions ~ RCB.NET.

We are excited to release this version of Recurring Contract Billing because it was developed using our very own DexToNET development tool and the feature set is a direct result of feedback received from customers and partners. You spoke and we listened!

With DexToNET we were able to create a new intuitive .NET user interface for Recurring Contract Billing. The new interface enables users to take a more streamlined approach to carrying out their daily job functions.

Bookmark our website at www.encorebusiness.com and watch for the 'Now Shipping' announcement around this product.

Where to position Recurring Contact Billing

Sixty one percent (61%) of Encore's Recurring Contract Billing users are in the Service industry and 30% are in the Business Services industry? That's right – businesses who provide ongoing services to other businesses or consumers.

A few examples include:

- Rental of office space
- Internet hosting
- Security monitoring
- Commercial building cleaning
- Lawn maintenance
- Directory advertising
- Magazine subscriptions
- Membership

Think about every service you use and every bill that comes to your home. Chances are if it is a service you pay for monthly, quarterly or annually, the vendor supplying this type of service is a great prospect for Encore's Recurring Contract Billing.

[Product information](#)

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● ADVANCED SMARTLIST

Selling to new and existing customers has never been so easy!

Offer your customers an immediate time saving tool by positioning Encore's Advanced SmartList as a replacement for complex Crystal Reports. If your customers have to submit report requirements to their IT team and wait weeks for the results, it is time to show them how to take control of their own reports, quickly and easily.

Any Dynamics GP user can generate custom queries without having to know database table structures or complex reporting tools. The information will be at their finger tips and in decision makers' hands faster than ever before. Their return on investment is immediate.

Read what a current partner had to say about Advanced SmartList:

"Advanced SmartList is included in every new install of Dynamics GP I sell, it is included in every image I use to demo, and every existing client I show it to gives me the ok to buy it for them on the spot."

Brion Bonkowski, Senior Accounts Manager, MIG & Co.

[Request](#) a copy of Encore's ready-to-use sales letter to minimize your sales efforts.

[View a short demo.](#)
[Read product literature.](#)

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● WHERE TO POSITION ENCORE'S PROJECT TRACKING

Project Tracking

Did you know Encore's Project Tracking and Budgeting capabilities can be installed and configured for any customer in a matter of hours rather than days or weeks as with some competing products?

This saves your customers time and money, provides industry-leading value, and enables integration to Encore's Project Tracking Importer and Advanced Analytics features; both designed to empower your customers with superior business decision-making capabilities.

[Product information](#)

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● LAPSED ENHANCEMENT PLAN PROMOTION

For the month of September & October, if you have a customer with an expired Enhancement Plan we will waive the lapsed fee of 9% to 19% (based on time lapsed).

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● THE ENCORE PRODUCT SALES & MARKETING TEAM AT YOUR SERVICE

Introducing the Encore Product Sales & Marketing team...

Morgan Willacy-Comrie, Business Development

Morgan.Comrie@encorebusiness.com

Responsible for building new partner relationships, introducing Encore products and services and scheduling product demonstrations.

Shauna Allan, Marketing Coordinator

Shauna.Allan@encorebusiness.com

Responsible for providing marketing support to the business units at Encore, creating marketing collateral and executing product/service campaigns.

Robert Hagenstein, Manager, Technical Pre- Sales

Robert.Hagenstein@encorebusiness.com

Responsible for responding to product functionality inquiries, technical presales and product demo assistance.

Leslie McLaren, Customer Care Representative

Leslie.McLaren@encorebusiness.com

Responsible for product renewals, quotes and registration keys.

Keep our solutions and services in your 'back pocket' and [contact us](#) to learn how we can help you present any of our products to your customers.

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● CONTACT US

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ISV Software Solutions
Microsoft Business Solutions

