



## IAUA Sets New Attendance Record

The 2006/2007 International Alert Users Association Conference (IAUA) was a big success! Under the theme "Rental Profit University," the three-day event set a new record for rental store participation. The 21<sup>st</sup> annual meeting also received an "Excellent" rating from 95% of 115 rental business owners and managers who attended.

As an added bonus for attendees, Alert Management Systems introduced its new revision at the conference, which was then available for early download by IAUA members. Alert EasyPro Revision 8.0 was delivered on schedule after successful beta testing in the summer and fall by clients who participated in our Accelerated Delivery program. Long time clients as well as new converts reviewed hundreds of new and easy-to-use features. 100% of items "voted-in" by last year's IAUA member/attendees were included in Revision 8.0.

Pre-conference activities included 5-hour meetings of our three Advisory Councils: General Rental, Heavy Equipment, and Party/Event Rental. The constructive feedback from these volunteer groups (open to all IAUA members) is invaluable to our future development efforts. For example, 100% of last year's agreed-upon Advisory Council improvements were included in either the 8.0 "Baseline" (FREE with your Support Plan, except for custom code), or as part of the growing library of Advanced/Alert Options™ that can be purchased separately.

### In this issue:

- Spring-time in January Sale
- Alert EasyPro 8.0 Available for Download Now!
- User Manuals Available for Alert EasyPro 8.0
- Announcing...a new staff addition
- End of Year Procedures

Keynote speakers, Fred Hageman and Gary Stansberry, principals of Hageman, Stansberry & Associates, kicked off the conference with their presentation entitled "THE FINAL RENTAL –Preparing to Sell Your Business." It included numerous concepts and ideas to improve the profitability and net equity of rental store operations, regardless of when you decide to sell your rental business.

Following the Keynote speakers, the member's meeting and the election of new officers to the IAUA board, numerous other presentations and classes were all devoted to getting the most value out of your Alert system investment by maximizing sales and profits.

There is already buzz about the next IAUA Conference, which we expect to be even bigger and better! Mark your calendars for November 7-10, 2007, at the Antler's Hilton Hotel in Colorado Springs. It is sure to be another profit-building experience!



The Alert Newsletter is a periodic publication of Alert Management Systems, makers of the Alert EasyPro rental management software system. It is a service for members of the International Alert User's Association (IAUA). All rights are reserved. Contact Information: 555 East Pikes Peak Avenue, Suite 205, Colorado Springs, CO, 80903. (800) 530-8050. [www.alertms.com](http://www.alertms.com)

## **Spring-time in January Sale!**

At last November's user's conference (IAUA), we introduced Alert EasyPro 8.0. Alert clients were introduced to hundreds of new and easy-to-use features that are FREE with the new revision. We also unveiled several new Advanced/Alert™ Options, dramatically expanding the Alert EasyPro library of optional software.

Many new or improved Alert products qualify for promotional pricing, like Signature Capture, Driver's License Imaging, GPS Equipment Tracking, Integrated Credit Card processing, Integrated Fax and E-mail, Cut-Sheet Laser Contract Printing and more!

Special pricing is available now through The Rental Show in Atlanta, February 7<sup>th</sup> – 10<sup>th</sup>. You will get \$500 off any Alert software purchase of \$2,000 or more. (Some restrictions apply. Special pricing offer expires on February 19<sup>th</sup>.)

Contact the Alert sales department to take advantage of our Spring-time in January Sale! You can reach us Monday through Friday, from 8:00am to 5:00pm MST by calling (800) 530-8050 ext 4 or emailing us at [sales@alertms.com](mailto:sales@alertms.com).

## **Alert EasyPro 8.0 Available for Download Now!**

NOW is the best time to upgrade your Alert system to the exciting new revision. Upgrades can be downloaded FREE from [www.alertms.com](http://www.alertms.com) or they are available on CD for an additional \$19.95 media and mailing charge. Please check your available disk space prior to running the upgrade – you will need 3 GB free space on the drive where Alert is currently loaded. If you would like a technician to verify that your hard drive has sufficient space to accommodate Revision 8.0, please call the Alert Help Desk at (800) 326-0079 ext 5 and we will provide that service FREE as part of your Support Plan.

### **Summary of New Features added to Alert EasyPro 8.0:**

- New Graphical Main Menu with "Tree" Navigation, Favorites, and More
- Expanded Search Keys (phone number, address, P.O., job, etc.)
- Sort Order on Demand by Clicking Column Headers
- Faster Ticket Handling, with Display/Load/Copy Options
- New "Right-Click" (mouse-driven) Menus
- Back Office Shortcuts, including Hyperlinks
- Better On Line Help (click to current manuals in context)
- Damage Waiver Automatically Applied When Insurance Expires
- Environmental Fees and Reports
- Expanded Related Item Functionality
- Unlimited Attachments to Tickets
- Copy Open Tickets
- Instant Access to Meter Information
- Option to Save New Jobs to Customer Record from the Counter
- New Venues Can Be Added/Changed from the Counter
- Return Serialized Items Feature
- Ticket Barcode for Quick Check-in, Truck Loading, and More
- New Check-In Report by Department for Party Businesses
- Exception Report Now Tracks Meter And Tax Changes
- New Tax Reporting by State
- New Rolling Rental Inventory Report

### **New Advanced/Alert Options™ (available for additional cost) Include:**

- Purchase Order System (Now with fixed asset purchasing)
- Sales-to-Rent System (Quickly deploy assets from sales inventory)
- Sales Item Import/Export System (Great for manufacturer catalogs)
- Signature Capture System (Integrates with rental contract imaging)
- New Integrated Credit Card/Debit Card System
- Alert GlobalTRACS Interface (GPS-tracking of rental equipment)
- New Cut Sheet Laser Printing Option (Uses lower-cost color forms)

### **Announcing...**

...the addition of David Van Ness to the sales team. Welcome home, Dave! Dave was a founding owner of Interactive Management Systems and its first Vice President of Sales. He also helped design the first version of Alert. He started a spin-off company in 1989 called Compass (along with Cindy Wagner, another Alert "Alumni"). He operated Compass successfully through 1996, when he sold out to a competitor in the field of fund-raising software. Dave is moving back to Colorado Springs later this spring. Stop by the Alert booth at ARA in Atlanta (Booth # 2859) and join us in welcoming Dave to the team!

### **User Manuals Available for Alert EasyPro 8.0**

System manuals and Advanced/Alert Options™ manuals are available for download on the Client Source for revision 8.0. The Client Source can be accessed by navigating to [www.alertms.com](http://www.alertms.com), then clicking on the Support link. Log in using your username and password. A link to the manuals is available on the right hand side of the screen. You will need to have Adobe Reader to read the new manuals. This software is available for free at [www.adobe.com](http://www.adobe.com). Available manuals are as follows:

- Counter System Manual
- Customer Manual
- Setup Manual
- File Maintenance Manual
- Parts and Sales System Manual
- Sub-Rental System Manual
- Time Card System Manual
- Cash Register System Manual
- VCQ Report Writer Manual
- Preventive Maintenance System Manual
- Work Order System Manual
- Purchase Order System Manual
- Depreciation System Manual
- Advanced Delivery System Manual
- Sales-to-Rent – located in the File Maintenance Manual
- Sales Item Import/Export – located in the File Maintenance Manual
- Environmental Charges – located in the Setup Manual
- Ticket Bar-coding – located in the Setup Manual
- Return a Serialized Item – located in the Parts and Sales System Manual
- Cycle Billing – moved to the Customer Manual
- End of Year Instructions – located in the Setup Manual



Are you looking for information on a newly released Advanced/Alert Option™? Use the cross-reference list:

## **End of Year Procedures**

Although the end of the year has already passed, if your fiscal year ended in December, there are still a few simple procedures that need to be completed before the end of January (if your fiscal year end was Dec 31<sup>st</sup>). Please log into Client Source ([www.alertms.com](http://www.alertms.com)) and search for "End of Year" to view the list.