DeltaNews

Delta Systems
software, networks, websites
www.deltasys.com

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"The Missouri Innovation Center appreciates Delta Systems' commitment to SoccerPro's success. Delta Systems is an important resource for Columbia ventures seeking to be national players."

- Jake Halliday

www.missouriinnovation.com

See more comments at deltasys.com/hugs

Business Tech Summit is October 23rd!!

The 2007 Business Tech Summit is a great place for you to find out what is happening in the world of business technology.

Register NOW at http://www.businesstechsummit.com

Microsoft, Novell, Toshiba, and Intel will be there to give presentations and award prizes. The topics that will be covered are new technology rollouts in 2008, server virtualization, document imaging and management for a paperless office, tablet computers in business and education, Linux on the desktop and more.

The price to get through the door is $29, which **includes lunch**, 4 sessions with the aforementioned technology leaders and great prizes at the end of the day.

For readers of this newsletter, we are also offering a one time $5 discount off your transaction when you sign up. Just enter the code DELTA when you go the site. We also have some scholarships left, so call Aaron to find out <u>how to go for free</u>!

Register NOW at http://www.businesstechsummit.com

New Websites

1. ThePhysicianInvestor.com
2. UnitedWay-Columbia.org
3. SMSG.org (certified secure eCommerce Updates)
4. MissouriRAIN.org
5. TrueBlueLand.com (Integrated Google Maps, Inline Editing)
6. TrimAndFitForever.com (converted from a brochure)
7. REGFORM.org (uses WordPress – built in 9 hours)

Want more? Check out. . .
our blog: www.deltasys.com/blog
our portfolio: www.deltasys.com/portfolio

Test Drive Customer Relationship Management Systems (CRM)

Delta Systems always carefully considers many factors when advising clients. The biggest factor is always "buy versus build". Is it better/cheaper/faster to just buy an off-the-shelf system?

Or does the client need a completely customized solution?

Perhaps there is room for a hybrid solution?   Either way, Delta can do all of these and advises clients as such.

We can't beat QuickBooks on price or features, but we can write systems that integrate with all versions of QuickBooks.

We can't beat Goldmine on price or features, but we can write systems that push or pull data from that CRM solution.

Some of the better tools we have reviewed include:

Highrise (http://www.highrisehq.com)

This has a free trial and is very easy to setup. The easy-to-follow one page tour makes this look very good for the needs of most clients. "Cases help you keep related notes, files, images, and people together on one screen." http://www.highrisehq.com/tour It's limited to 50,000 contacts before you have to create another account.

GoldMine (http://www.goldmine.com)

Goldmine has an online 'webinar' many days at 3pm central time: http://www.frontrange.com/Company/ListWebinar.aspx?ccid=131

SalesForce.com (http://www.salesforce.com)

Also has a tool that we could use to build you a custom app based on SalesForce.com. See http://www.salesforce.com/platform/

ACT! (http://www.act.com)

Live online demo every Tues and Thurs at 2pm
See http://www.act.com/products/premium07cl/demo/index.cfm

Did You Know. . .

Delta provides hosting *for websites and systems that use a database.*

Delta does training only 1% of the time these days.

*The rest of our time is spent **maintaining computer networks** and building information management **systems** for companies just like yours.*

Office 2007 – Tips and Tricks

Create a PDF directly from within Office 2007
http://tinyurl.com/y2fh2b

Making Microsoft Office 2007 Documents Viewable by Previous Versions
http://tinyurl.com/y4eeye

What is .docx, .xlsx and .pptx?
How do I open Office 2007 documents in Office 2003? And more. . .
http://tinyurl.com/yphkwz **(Word Document)**

In Our Next Issue. . .

*1. Going to **Outlook 2007 but still on Exchange 2003**? Bye Bye Public Folders - welcome to Patch City*

*2. **Why can't I link contacts together** in Outlook 2007? How do I fix that?*

3. Our webpage appears to never finish loading in IE7

4. Scrolling our webpage chops words off in IE7

*5. Plus, 13 ways to **speed up your web site***

*6. **New Websites**: Rainbow House, ShelterABC.com, IYNAUS, etc.*

Delta Enhances Client Communication

We recently received a phone call from a woman looking for development help. As silly as it sounds, we were the thirteenth organization she called; but we were the first that actually answered the phone.

In addition to answering the phone, Delta Systems recently started using **Basecamp** to keep track of the several dozen projects being worked on by our staff. Basecamp has significantly streamlined and further opened communications with all of our clients.

Along with our hyper-detailed billing reports, Basecamp is a logical extension to Delta Systems' collection of tools and systems used to provide transparency and communication with all of clients. Check out Basecamp at **www.basecamphq.com** or give us a call today.

Heck, we'll probably even answer the phone! ☺

What Does D Do?
Find out in the CBT soon . . .