Edge News

There are so many ways to get in touch!

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Cheers to 11 years!

Edge celebrated our 10th Anniversary in January of 2020. We originally had great plans to mark this milestone, but like so many other events these past 15 months, Covid protocols put the "kibosh" on things. Nevertheless, we have had many things to be thankful for, including being able to continue supporting our amazing clients remotely throughout the pandemic.

As we begin to see glimpses of life returning to normal, we are once again looking forward to serving our clients and hope we get to see you soon, we have missed you.

Happy summer everyone! It seems so long since we have been in touch! Now that Lenore is back from maternity leave (with baby number 2) we are excited to send you our 3rd quarter newsletter. We hope that we are sharing some valuable information in this short bulletin, but as always, love to get feedback and welcome your comments! If there is something you would like more details on, please reach out. We wish you a safe and wonderful summer and look forward to connecting soon.

Shelley and Denise

We have a new Referral Program

Over the past 11 years our business has grown, in large part because of word of mouth from valued customers and suppliers. As a way of thanking you for referring us we decided to start a new referral program. To share the love, every new referral, where a client makes a purchase or uses our services, we will be issuing you a $50 gift card to a retailer of your choice. This is not a "one time only reward" but applies to every new client who signs up because of you.

Please take a few minutes to think about colleagues/suppliers/customers/friends etc. who might benefit from working with us. Once you make the introductions, we can take it from there.

We very much appreciate your business and as our company continues to grow we want to thank you for your support!

A referral is the highest honour a business can receive from a customer.

Spire Web Modules

Spire 3.6 introduced the ability to access the Customers, Vendors, Inventory, Sales, and Sales History modules with a web browser. This means that you can access these web modules from any device, including phones, tablets, and computers. Not all the features are available yet in these web modules, however, Spire continues to enhance and add more modules with every release.

Data that is entered, modified, or deleted in these web modules is live with your Spire database. The data you see with Spire Desktop is exactly the same as in the web modules, the only difference is the interface!

Customers with a spire-cloud hosted server can access their data from anywhere in the world as long as they have a decent internet connection. If you have your data on a local server, and want to use the web modules then you will need to get your IT company to set up a secure VPN to access your data outside of the company office.

More exciting changes coming in future releases. Contact us for more information.

10th ANNIVERSARY

Spire

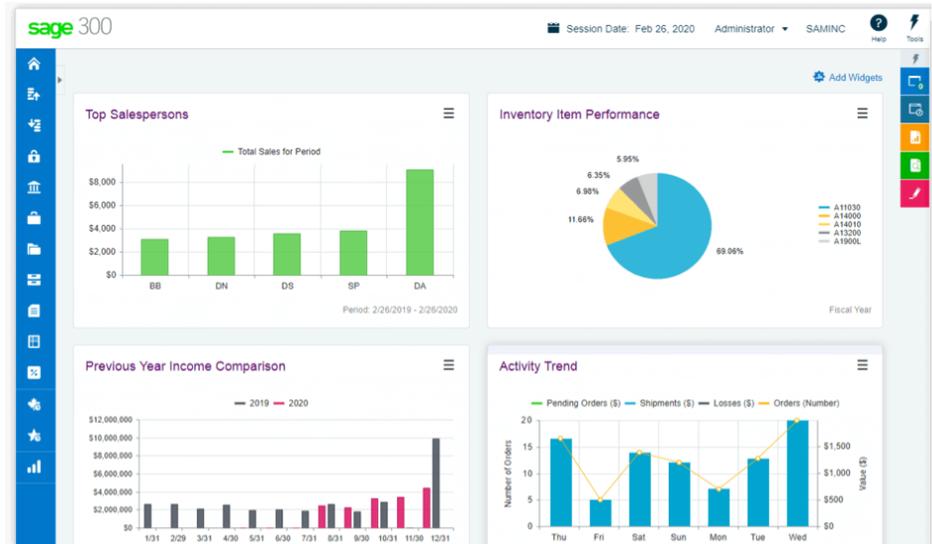# Sage Enterprise Intelligence (SEI) by Tangerine Software

The demands placed on your business are moving at a faster pace every day. On top of it, the amount of information everyone is expected to sift through is growing by leaps and bounds, and your company does not have the resources to continually organize and update data into meaningful reports for every team member. In fact, 47% of midsized businesses agree that too many decisions are based on inaccurate or incomplete data, and 90% of business decision-makers at midsized companies don't always have information available when they need it. This results in late decisions based on inaccurate data.
Good news! Now you can transform your complex, fragmented data into meaningful information by using a business intelligence software designed for medium to midsized businesses like yours.

Intuitive, Fast and Comprehensive

- ✓ Power to analyze and create business reports, dashboards or views on their own and specific to their job—with no special expertise required.

- ✓ Offers intuitive viewing through a web interface, mobile devices, or through an Excel-based interface.

- ✓ User-defined reports, dashboards, KPIs, visually create a personalized view, and drill down to view data.

- ✓ Connect to various databases including Sage 300, Sage CRM and Spire and more.

Denise is currently working on certification!

Welcome to the team!

Edge would like to introduce you to Robert Hicks, our newest consultant. He has been working with us since November of 2020 and has been a great asset to the team, specifically focusing on Spire software.
Some of you may have already worked with Rob, but you may not know he:

- Lived in Tokyo, Japan for 3 years
- Has an MBA specializing in finance
- Is an excellent cook
- An avid gardener
- And a proud dad of two

Cool Tools: Add-on Spotlight

TaiRox Collections for Sage 300

Manage overdue invoices, disputed invoices, promised payments, cases, notes and communications from a collections-focused dashboard. View collections metrics about your customers. TaiRox Collections is fully integrated into Sage 300.

Did you know? You do not have to upgrade Sage 300 in order to get the lastest TaiRox features! Current TaiRox programs work with Sage 300 versions from 2012 up to 2021.

https://www.youtube.com/watch?v=GmQ34Rsane8

KnowledgeSync for Spire

KnowledgeSync for Spire combines business intelligence, alerts and workflow to help businesses monitor and respond to key activities across the organization. Through alerts and warnings, business leaders and staff can easily identify conditions that require attention—such as leads that need follow up, stock items that require re-order and invoices that are overdue for payment—and use KnowledgeSync to generate automatic responses in real-time.

https://www.knowledgesync.com/

For more information on either of these Add-on's please reach out to Shelley or Denise 519-601-3359.

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