⏩ ASWi HAPPENINGS

ASWi Customer Newsletter

Happenings Purpose

The purpose of a newsletter is an opportunity for the ASWi team to provide you and the rest of our clients with information on all the new ASWi and Acumatica related things (or "happenings") that you may not otherwise be aware of.

Please feel free to share this newsletter with any/all of your team. Pease let me know if anyone on your team who would like to be added to the mailing list for the next issue and removed.

Build Your Masterpiece

Happy International Lego Day!

Legos were first patented by a Danish carpenter over 65 years ago. Besides the interlocking design, another innovation of the Lego company was their early adoption of injection mold machines, which enabled the first plastic Lego brick to be created in 1949.

There are lots of great ways to celebrate Lego Day:

- **Play with Legos** Whether you are helping the littles ones in your family or making a sculpture by yourself, it's a great way to both relax and get your creative side engaged.

- **(Re-) Watch the Lego Movie** A very funny and family friendly movie that will make all ages laugh.

- Visit a LEGOLAND or a Brick Fest event. Here's a couple of sculptures that were at the Brick Fest event when it was in Austin:

Dad Jokes | Hugs Edition

Q: What dance to Lego people like most?
A: Square dancing.

Q: What did the small battery scream out after it stepped on a Lego?
A: AAA!

Q: What time is when an elephant steps on your Lego sculpture?
A: It's time to build a new one.

Q: What aren't Lego people good basketball players?
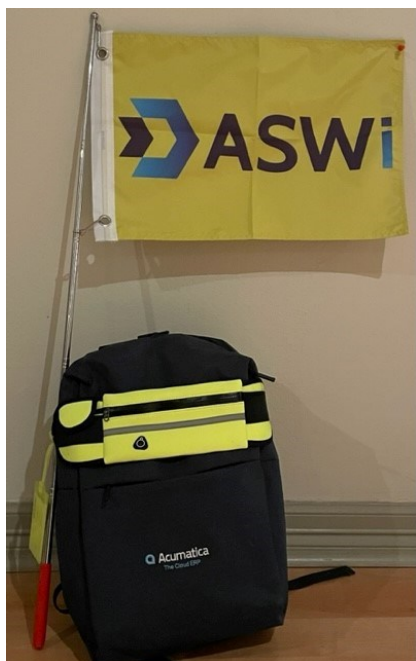A: Everything they shoot are bricks.

Grandson: "Why are you so happy, Grandpa?"
Grandfather: "The Lego sets box said 5-12 years, but it only took me 2 months to finish it!"

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Welcome to Acumatica Summit 2023!

We are very excited and honored to have **15 existing and prospective ASWi clients attending this year's Acumatica Summit 2023.**

Most of the attendees will see some combination of Nick, Luke and me in a "stylish" white minivan as we pick you up at the Las Vegas airport.

As you make your way around the Summit, be on the lookout for other ASWi clients sporting the stylish fluorescent yellow running belt on their backpack or their person.

And I will be "waving the colors" at a table reserved for ASWi clients to congregate at for the Monday and Tuesday breakfast and lunch meals.

Thank you to all of our customers who have made the investment to "sharpen the saw" over the upcoming 3 days on Sunday, Monday and Tuesday.

Acumatica SaaS Addons | Data Backup Options

Acumatica Backs Up Your Data Every 15 Minutes
As part of an Acumatica Cloud SaaS subscription, Acumatica backs up your instance's data every 15 minutes. If your Acumatica Cloud ERP instance's Microsoft SQL Server database was ever corrupted by Acumatica, there will not be a charge for Acumatica to restore to the latest uncorrupted backup

Database Rollback/Restore, Refresh, Manual Backup
This is an option for Acumatica to perform manual services such as database rollbacks, restores, refresh, upgrades, and backups. There is a $400 price charged per occurrence or incident. Service includes databases up to 100GB and include either a current backup or the prior day's backup. Databases bigger than 100GB and smaller than 5TB are priced at 2 times the standard service. There is also an option to designate the 15 minute timeframe you wish to be restored for an additional fee.

Backup Access Services
This automated service allows Acumatica SaaS subscribers to download and store a copy of their backup data using SFTP. This service does not modify standard backup procedures, but it does grant on-demand access to download the latest 10 daily backup files. For databases bigger than 100GB and smaller than 5TB, the price is 2 times the standard service price of $ 1,860 annually.

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Acumatica Addons | Vendor Qualification for Quality Mgmt

eWorkplace Apps have added the Vendor Certification functionality to the Quality Management Suite for Acumatica.
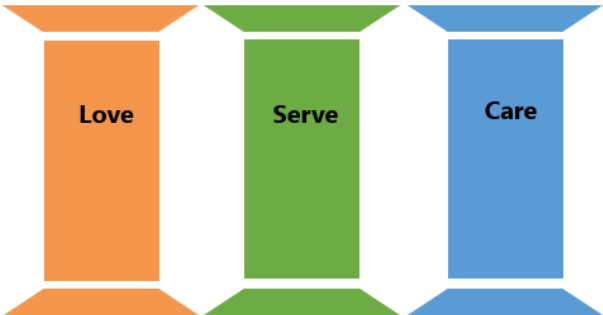
Vendor certification management is the process of ensuring that vendors/suppliers meet standards or requirements set by an organization. The new feature allows evaluation and approval of vendors based on factors such as quality, compliance with regulations, and ability to meet the organization's needs. Ineffectual management of key vendor relationships leads to delayed schedules, cost overruns, and uncontrolled risks. Using vendor certification, an organization can establish that the vendors are reliable, trustworthy, and able to safeguard high-quality standards for products and services. Beyond company needs, vendor certification is required for compliance with industry standards and regulations.

Please let Keith Wood (keithw@aswius.com) know if you would like more information about this great new capability within the Quality Management Suite for Acumatica.

ASWi | Our Values, Mission & Focus

Provide Substantial Value that's sustainable, scalable & Systemic

Love   Serve   Care

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Business 101: Effective email Introductions

by Cotter Cunningham

We all get a mountain of email. Some of it is helpful, some of it is stressful and some of it connects us with new people and opportunities. The trick is having just a little bit of grace in how you manage all these messages.

Here's my 3-step plan for email introductions:

Step 1.
Get everyone's permission. More than once I have had someone I don't know well introduce me to someone I don't need to know. Without asking. Personally, I find this super annoying. Always ask. I mean, if it's your bestie and they have said, "I want to meet any startup execs you know," and you meet a startup exec, well, game on. But in general, ask. Especially if it is a salesperson. Sorry, salespeople, but you know I'm right.

Step 2.
Write an email explaining briefly who each person is and why they should meet. At a minimum, it will jog their memory that this is the person you asked them about. I also will usually throw in an "as we discussed" for further memory-jogging.

Step 3.
Get out of the way. Let them meet—or not! But your job is done. (Unless you are one of their bosses and you are brokering a meeting, in which case, yeah sure.)

Acumatica Summit | Acumatica User Groups Meetup

The Acumatica User Groups, including the Houston and North Texas chapters, have a little "meet and greet" area to hang out at, chat, and get to know each other. It will be located directly behind the Welcome table.

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Movies of Note

Date	Movie
1/24	IIG | AcuRental overview
1/26	acu-connect | What to Know Before You Go to Acumatica Summit 2023
1/24	BigCommerce | NRF 2023 - Big Ideas Session w WineDirect

Acumatica Webinars

Date	Time	Webinar
2/28	1:00 pm CT	Why Acumatica Beats Brightpearl at Business Resilience
1/31	Noon CT	LeaseQuery | Post ASC 842 Audit

Acumatica Blog

Date	Article
1/26	The Acumatica Summit 2023 Virtual Experience
1/25	Make the Most of the Acumatica Marketplace at Acumatica Summit
1/24	Everything You Need to Know Before Acumatica Summit 2023
1/23	CEO John Case on Acumatica Summit 2023: The Power of Community

Acumatica Community Discussions of Note

Thread
Congratulations to the 2023 Acumatica MVPs!
Add User-Defined Fields or Bank Information per Branch
Copying from Tables
Project Managers Can Only View Their Own Jobs
Outsourced Manufacturing

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Calendar of Events

Date	Event/Activity	Notes
1/29 - 2/3	Acumatica Summit 2023	Wynns Las Vegas. Visit Summit website here.
1/31 - 2/2	NAHB International Builders' Show	Las Vegas Convention Center. Register Here.
2/26 - 3/1	ASD Market Week	Las Vegas Convention Center. Register Here.
3/14 - 18	CONEXPO-CON/AGG	Las Vegas Convention Center. Register Here.
3/20 - 23	PROMAT	McCormick Place, Chicago, IL. Register Here.
5/10 - 12	AICPA CFO Conference	Salt Lake City, UT. Register Here.
6/14 - 15	Retail Innovation Conference	McCormick Place, Chicago, IL. Register Here.
6/21 - 23	CICPAC Annual Conference	Chicago, IL Register Here.
7/15 - 19	CFMA Annual Conference	Aurora, CO Register Here.
7/30 - 8/1	RetailNOW 2023	Orlando, FL More Info.
9/11 - 13	Pack Expo International 2023	Las Vegas More Info.
9/11 - 14	FABTECH 2023	Chicago, IL More Info.
9/18 - 20	PROCORE Groundbreak	Chicago, IL More Info.
10/31 - 11/3	SEMA 2023	Las Vegas, NV