March11, 2023

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.

Happy National 311 Day

Today is not the day to recognize the rock band from Omaha, Nebraska called 311.

National 311 Day is an annual reminder that 311 is a resource for communities around the country to connect with their city and non-emergency services. The 311 system is the non-emergency number to call in many cities across the country for residents to report issues, find out about city services, and ask questions.

Today, the 311 system is available in most major cities and is spreading to smaller towns across the United States. A 311 system saves lives by diverting non-emergency calls from the 911 system so emergency personnel can focus on those who need it most.

You can observe National 311 Day by doing any of the following:
- Learn whether your city uses the 311 system.
- If so, be sure to use it to report non-emergency issues.
- If your city doesn't, encourage your city leaders to add 311 to their program.
- Get the word out about using 311 by making sure your friends and family know how to use it and when.

Dad Jokes | Misc. Edition

Q: Why was Cinderella cut from her soccer team?
A: She kept running away from the ball.

Q: What did the horse say after it tripped?
A: Help, I've fallen and I can't giddyup!

Q: What do you call an angry carrot?
A: A steamed vegetabe.

Q: How do you make an eggroll?
A: You push it.

Q: What would bears be without bees?
A: Ears.

Q: Why do cows wear bells?
A: Because their horns don't work.

Two guys walked into a bar.
The third guy ducked.

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ASWi Customer Spotlight | Trifecta Oilfield Services

ASWi is very humbled and proud to be able to serve our customers as an ERP solution provider and a trusted business advisor. We are very privileged to serve some of the most innovative organizations in the country.

Today, I would like to spotlight and introduce **Trifecta Oilfield Services**.

Trifecata are a family-owned business that provides oilfield services such as pressure washing, casing tally, hydro excavation, pressure testing and more. Their four locations serve the oil & gas industry in Texas and New Mexico with the largest fleet of vehicles and high-performance equipment in the industry.

Acumatica User Groups | Houston User Group Meeting

The Houston Acumatica User Group is planning its first meeting and would like to know the best week to have it. If you are a member of the Houston Acumatica User Group, you can provide your input here.

If you are not currently a member of an Acumatica User Group, you can join any of the following Acumatica Users Groups at https://community.acumatica.com/groups:

- Canada East (57 members)
- Greater Chicago (77 members)
- Houston (56 members)
- Mid-Atlantic, Northeast Region of US (96 members)
- Midwest Region of US (110 members)
- Minnesota (65 members)
- NorCal (57 members)
- North Texas (94 members)
- Northwest Region of North America (68 members)
- NY/NJ (89 members)
- SE (147 members)
- Seattle (90 members)
- SoCal (142 members)
- Southeast Region of US (81 members)
- Southwest, Mountain, Plains Region of US (75 members)
- SW Florida (70 members)
- UK/Ireland (13 members)
- West Region of US (81 members)

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Acumatica Cloud ERP Addons | Velixo - Customer Drilldown

The Velixo Reports Excel add-in includes a drilldown feature which provides the ability to obtain more detailed data about GL balances that are included in Velixo reports.

To access this, we can select a value in our report, and then click **Drilldown** on the Velixo ribbon within Microsoft Excel.
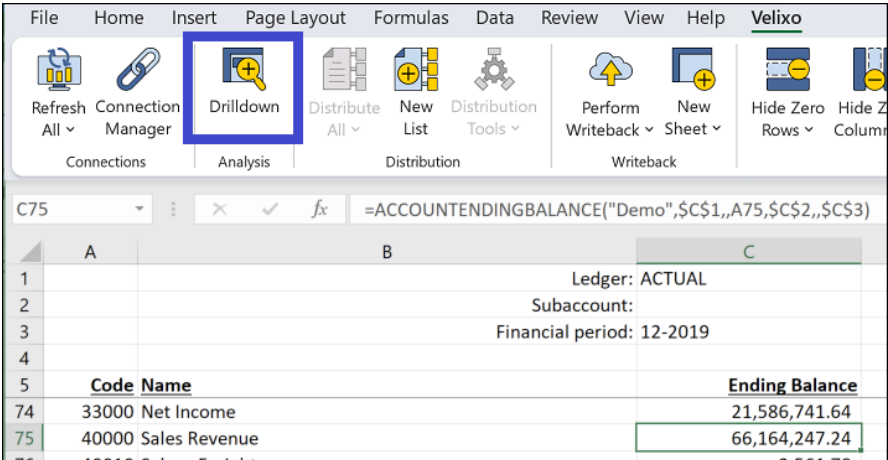
The created worksheet displays all the summary data which is used to calculate that original balance.

Account	Subaccount	Subaccount Name	From Period	To Period	Branch	Beg Balance	Debit	Credit	Ending Balance
40000	000000	Default	12-2019	12-2019	PRODWHOLE	1,973,653.27	-	183,716.66	2,157,369.93
40000	000000	Default	12-2019	12-2019	SERVEAST	11,000.00	-	1,000.00	12,000.00
40000	CON000	Consumer Goods	12-2019	12-2019	PRODRETAIL	7,554,881.48	-	720,584.43	8,275,465.91
40000	CON000	Consumer Goods	12-2019	12-2019	PRODWHOLE	5,512,610.39	-	536,655.00	6,049,265.39
40000	CON000	Consumer Goods	12-2019	12-2019	SERVEAST	9,665,760.91	-	1,044,102.53	10,709,863.44
40000	ELE000	Electronics and Computers	12-2019	12-2019	PRODRETAIL	1,396,519.90	-	131,145.84	1,527,665.74
40000	ELE000	Electronics and Computers	12-2019	12-2019	PRODWHOLE	5,833,160.90	-	450,847.80	6,284,008.70
40000	ELE000	Electronics and Computers	12-2019	12-2019	SERVEAST	1,124,538.75	-	102,276.25	1,226,815.00
40000	FDI000	Food Items	12-2019	12-2019	PRODWHOLE	12,445,627.27	-	1,239,813.68	13,685,440.95
40000	FDI000	Food Items	12-2019	12-2019	SERVEAST	1,431,189.60	-	146,979.30	1,578,168.90
40000	FDI000	Food Items	12-2019	12-2019	SERVWEST	1,074,938.75	-	144,168.32	1,219,107.07
40000	IND000	Industrial Equipment	12-2019	12-2019	PRODWHOLE	7,386,068.04	-	542,387.37	7,928,455.41
40000	IND000	Industrial Equipment	12-2019	12-2019	SERVEAST	590,666.78	-	53,696.98	644,363.76
40000	IND000	Industrial Equipment	12-2019	12-2019	SERVWEST	27,293.00	-	3,899.00	31,192.00
40000	NSS000	Non-stock and service items	12-2019	12-2019	SERVEAST	2,523,002.28	-	115,000.00	2,638,002.28
40000	NSS000	Non-stock and service items	12-2019	12-2019	SERVWEST	529,799.53	-	17,281.09	547,080.62
40000	WID000	Widgets	12-2019	12-2019	PRODRETAIL	409,972.14	-	56,650.00	466,622.14
40000	WID000	Widgets	12-2019	12-2019	PRODWHOLE	428,537.50	-	4,560.00	433,097.50
40000	WID000	Widgets	12-2019	12-2019	SERVEAST	666,042.50	-	30,950.00	696,992.50
40000	WID000	Widgets	12-2019	12-2019	SERVWEST	45,190.00	-	8,080.00	53,270.00
						60,630,452.99	-	5,533,794.25	66,164,247.24

If we want even more detailed information, we can click on the View Transactions link for any of the summary items.

Transactions	Account	Subaccount	Subaccount Name	From Period	To Period	Branch	Beg Balance	Debit	Credit	Ending Balance
View Transactions	40000	000000	Default	12-2019	12-2019	PRODWHOLE	1,973,653.27	-	183,716.66	2,157,369.93
View Transactions	40000	000000	Default	12-2019	12-2019	SERVEAST	11,000.00	-	1,000.00	12,000.00

This takes use directly to the Account Details screen in our ERP, where we see all the underlying data for that value:

And from there we can even view the individual transactions on a batch-by-batch basis.

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Acumatica Cloud ERP Addons | Velixo - Customer Drilldown

This is a great feature. There are times, however, when it might be convenient to view the full list of transactions at one time – and to do so within Excel.

Step by Step

Let's assume we have a report to which we want to add the ability to show underlying transactions:

Step 1 - Generic Inquiry

First, we're going to need the Velixo-GLDetail Generic Inquiry that has been created to retrieve transactional data from the ERP. Here you can see that we have imported the "Velixo-GLDetail" inquiry into our ERP:

This inquiry retrieves the data for every transaction in our general ledger module. Obviously, we don't want to bring all our GL transactions in an Excel report; instead, we will want set up a worksheet in our workbook which will allow us to display a specific subset of the data from that inquiry.

Step 2 - Create a "Details" worksheet

You can see here that we have created a worksheet that allows us to specify one or more branches, accounts, subaccounts, and a range of financial periods for the transactions we want to see:
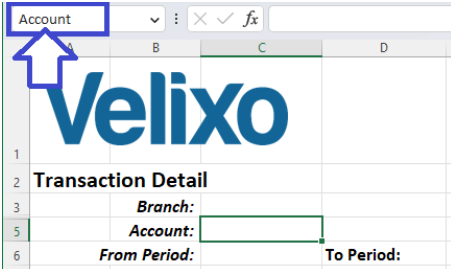
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We've even assigned names to the various cells to make it easier for us to reference them later:

Let's put in some sample information and configure a filter that we can use to get data form our generic inquiry (for now, we won't bother with a subaccount, so that we can see all transactions for the accounts we entered):

Step 3 - Create a Filter

Now, let's use the Velixo GIFILTER function to define the filter we will use for retrieving the data.

In
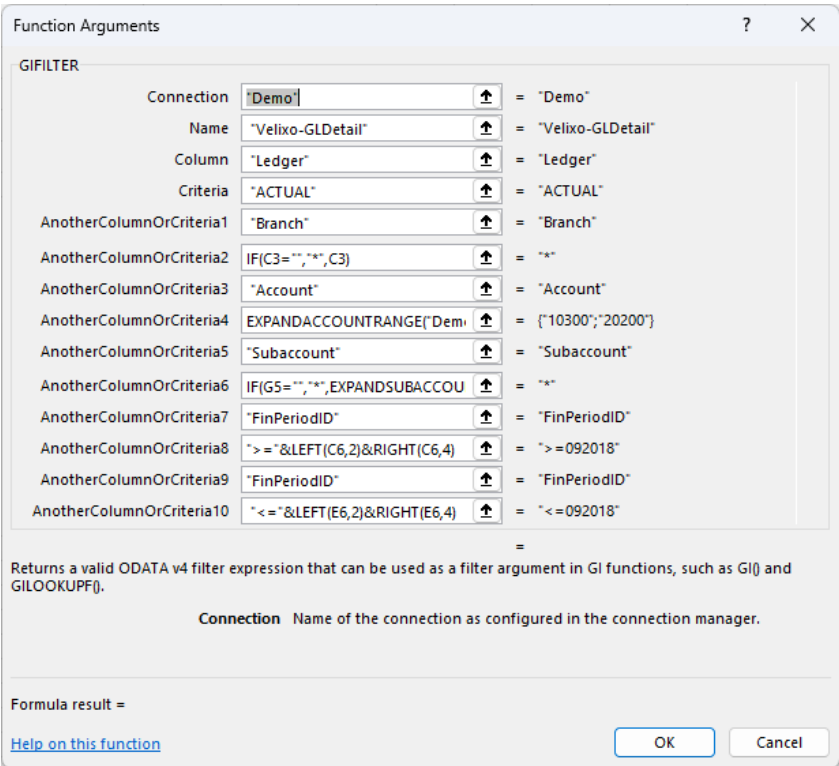
addition to the name of our Connection and the name of the generic inquiry (this is why it was important that we remember that name), we've included filters for the Ledger, Branch, Account, Subaccount, and range of Financial Periods. You can refer to the documentation for the GIFILTER function for more information about each of the parameters.

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Now it's time to pass our filter to the generic inquiry and get back the desired data.

Step 4 - Bring the filtered Generic Inquiry data into Excel
1. The name of our connection
2. The name of the generic inquiry
3. The filter we want to use to define the data we want to retrieve
4. The fields we want to display
5. Whether or not we want to display the field names that come from the database

For the Filter, you can see that we entered reference to the GIFILTER function we just created in cell B8. For the fields we want to display (the Select parameter), we simply entered a list of the fields (separated by commas) that match the header we created earlier. Once we click OK, the data for the transactions we have asked for is displayed:

You can refer to the [documentation for the GI function](#) for additional details on using that function.

Step 5 - Show transactional data from our report
Let's go back and look at our report, again and suppose that we want to see the transactional data for this 115,000 value.

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If we expand the behind-the-scenes areas, we see the highlighted branch, account, and period information used to retrieve this value.

Let's just manually plug that information into our newly created GL Detail sheet.

Once we put in the same branch, account number, and financial periods, we see the underlying data on which that 115,000 value is based:

Step 6 - Automate the process with a Macro

What we want to do, now, is create the ability to do this without having to manually type the information on this sheet. So, our next step is to create a simple Excel macro which will copy the necessary information from our report to our GL Detail sheet.

Here in Excel's Visual Basic editor is a macro that does that:


```
Public Sub ViewGLDetail()

    GLDetail.Range("Branch").Value = Trim(Range("PLBranch").Text)
    GLDetail.Range("Account").Value = Cells(ActiveCell.Row, 2)
    GLDetail.Range("Subaccount").Value = ""
    GLDetail.Range("FromPeriod").Value = Cells(1, ActiveCell.Column)
    GLDetail.Range("ToPeriod").Value = Cells(2, ActiveCell.Column)

    GLDetail.Select 'Activates and shows the GL Detail sheet
End Sub
```

The macro takes the information from our report (based on the specific line and column of the value we select - "ActiveCell.Row" and "ActiveCell.Column") and places it in the appropriate cells in our GL Detail sheet. You can see that the macro uses the names we assigned to those cells (Branch, Account, Subaccount, etc.). The last line of the macro then displays our new GLDetail sheet.

Now that we have our macro, let's make it easy to access. Going back to our report, we've placed a View GL Detail button on the worksheet:.

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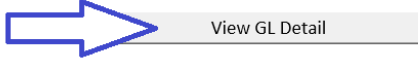
It's a simple task to assign our macro to this button (we just right click on the button, select Assign Macro, choose our new macro from the list, and click OK).

Now, we can select a value in our report...

...click the View GL Detail button, and we're automatically taken to our GL Detail worksheet where the correct values have been placed in the parameter cells and the transaction data has been retrieved from the generic inquiry:

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Sales 101 | Some Will, Some Won't, Who's Next

By Mike Brooks

It took me years to believe this. At first, it seemed almost rude to utter it…

But let me ask you:
Out of ten prospects you pitch to, how many end up actually buying?

My guess: Two.
Yep, two out of ten prospects you speak with turn into buyers.

And this means that you spend hours each day pitching to people who are never going to buy!

That's why most people get burned out in sales. That's why most salespeople find sales discouraging. That's why many sales teams don't make their quotas.

The answer, of course, is simple:
Only pitch and spend with those prospects who are actually going to turn into sales—yep, those two people…

I know you still have to prospect and spend time with the other eight, but how about reducing that time? How about disqualifying them early and revealing that they are never going to buy from you?

How do you do that?
You do it by qualifying, asking the tough question, being honest about what they are telling you and being willing to walk away.

Never skip the important qualifying questions at the beginning of your pitch like:
- "What is your timeline for making this decision?"
- "What kind of budget do you have set aside for this?"
- "Besides yourself, who else is involved in making this decision?"
- "From what we've just gone over, do you think they would like this?"

There are many other qualifying questions, of course, but the above questions will always reveal who the two out of ten buyers are.

And it will also reveal who the other eight are.

Now that you've got the questions to help you decide who to spend time with, will you use them?

Remember, "Some will, some won't. Who's next?".

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Movies of Note

Date	Movie
3/7	Acumatica Payments preview
3/3	BigCommerce | Customer Success Story - Skullcandy

Acumatica Webinars

Date	Time	Webinar
3/14	1:00 pm CT	How Olympia Chimney Supply Optimized Fabricated Metal Operations with Acumatica Manufacturing Edition
3/14	11:00 am CT	Acumatica Inventory Optimization with Acumatica Inquiries
3/15	1:00 pm CT	Building a Solid Foundation for your Construction Business
3/15	8:00 am CT	Netstock | Pivot Forecasting
3/15	5:00 pm CT	Netstock | Pivot Forecasting
3/15	2:00 pm CT	PASBA | Back to Basics w Balance Sheet Reconciliations
3/15	Noon CT	Processing Manufacturing Suite for Acumatica
3/15	2:00 pm CT	Prospero Financials Reporting & Budgeting Demonstration
3/16	1:00 pm CT	Field Service Management Essentials
3/16	Noon CT	Workforce Go! | Recruiting & Hiring Great Employees
3/21	1:00 pm CT	Prepare for what's next with Comprehensive Retail Compliance
3/21	1:00 pm CT	Power Work Forward with Exceptional Usability in Acumatica Cloud ERP
3/22	Noon CT	Validation as a Service for Acumatica
3/22	1:00 pm CT	Modernize Manufacturing Operations with a Comprehensive, Multi-Modal System
3/23	1:00 pm CT	Retail Tools to Strengthen Customer Experiences
3/28	1:00 pm CT	Automated Inventory and Order Management with Acumatica Distribution Edition
3/29	2:00 pm CT	Prospero Financials Reporting & Budgeting Demonstration
3/30	1:00 pm CT	Distributors: Acumatica Cloud ERP Leaves Epicor Prophet 21 in the Dust

Acumatica Blog

Date	Article
3/9	How a Strong Order Management System Will Provide Value for Your Business
3/7	Predict Customer Behavior with Cloud ERP Technology

Acumatica Community Discussions of Note

Thread
How to restrict Approvers to only see documents that require their approval
How to modify the default value for Shipment Date on Sales Order form
Selecting multiple values for the picker
SendGrid - Acumatica Dynamic Templates
Report Designer: Barcodes displaying their Value

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Calendar of Events

Date	Event/Activity	Notes
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

ASWi | Our Values, Mission & Focus

Provide Substantial Value that's sustainable, scalable & Systemic

Love   Serve   Care