

Release Notes

The most up-to-date compatibility information is on the **Product Compatibility Info** link at www.softtrak.com.

**Adagio**

Crystal Reports® 8.5 for Adagio
DataCare 8.1A
GridView 6.8A - 9.0B
Inventory 8.0A - 8.1B
Invoices 8.0A - 9.0A (note 2)
Lanpak 9.0B (note 1)
MultiCurrency 8.0C, 8.1A
ODBC 9.0A
OLEDB 6.8A - 8.0A

OrderEntry 6.8A - 8.1C (note 4)
Receivables 8.0A - 9.0A (required, note 3)

Other Products

MS Office 2003, 2007
MS Windows XP, Vista, 7

Enhancements and revisions in Adagio SalesCQ 8.1B (2010.05.31)

The changes and improvements to Adagio SalesCQ with this release are significant. To make it easier to review the various changes that have been made, we have grouped them by function in this release note. This release supports formatted addresses and related features found in Adagio Receivables 9.0A, as well as adding many new features specific to SalesCQ. SalesCQ remains compatible with earlier versions of Adagio Receivables.

General Enhancements

- ◆ Fully compatible with Windows® 7. Supports MAPI email interface to Outlook and other mail clients on Windows 7.
- ◆ Compatible with Adagio Receivables 9.0A. Compatibility with earlier versions of Adagio Receivables is maintained. The Enter Quotes function supports the Customer in Adagio Receivables 9.0A and associated new features where ever possible. Customer Alerts by module and function are supported. Address blocks in quotes do not yet support the North American formatting available in Adagio Receivables 9.0A although customer and ship-to addresses will be moved into the four unformatted address lines in the document as space permits.
- ◆ The Territory field increases from 2 to 6 characters when Receivables 9.0A is used.
- ◆ The date control has been updated to improve the speed of data entry. You can enter just the 1 or 2-character day in any date field without having to enter the month or year. The month and year are automatically populated with the initial values from the field. For example, if the date is 1/23/2009, typing "22" and tab changes the date to 1/22/2009. You can also enter just 4 characters for the day and month (zeros are required) and the year will be populated. This change speeds up data entry in most cases where you need to enter a date different than the session date or last remembered date.
- ◆ Excel Direct now has a progress bar and cancel button for use on grids with a very large number of rows.
- ◆ Supports the 'Implied decimal' option added in Ledger 9.0C (in the User Preferences function). The setting is by Adagio user, for all companies, and when set in any Adagio module it is set for all Adagio module versions that support it. Turn the option on if you want a decimal automatically entered before the last two digits. For example, typing 400 in an amount field and tabbing to the next field will result in the number being changed to 4.00; typing 400.00 and tabbing to the next field will leave the number as 400.00. With the option off, typing in 400 will result in the number being changed to 400.00 (the behavior in previous versions). Percent fields and exchange rate fields are not affected by this setting.
- ◆ The Help | About dialog now has a 'System Info' tab showing the version and path to various DLLs used by the program.
- ◆ Excel Direct (from finders, smart finders and from grids in some modules) can be configured to export an ASCII CSV file (instead of sending data direct to Excel) and start an application that automatically opens the file. This allows export when Excel is not installed and provides support for other spreadsheets such as OpenOffice.org. Note that unlike Excel Direct there is no formatting with CSV. To enable this functionality, entries must be made manually in the file \softtrak\system\ssi2xl.ini. Refer to the Configuring Excel Direct to Export to CSV section for details.
- ◆ Removed field verification option.
- ◆ The Help Menu has been modified to allow the user to launch the Adagio System Status utility (chksys.exe) and print the Adagio Lanpak registration form.
- ◆ Emailing setup ("reply to" etc) is now stored by company and optionally by user. The SYS user can copy settings to all users for a company. The default E-mail port number 25 can now be changed to another port if necessary when sending directly. Some ISPs

require use of port number 587 for SMTP transfers. Emails will now have the correct transmission time regardless of e-mail client.

- ◆ Moved fax queue from QIFAX to generic filename starting with SD that is shared by all Adagio modules that send faxes.
- ◆ You can have database fields in the email subject line in Email covers. For example you may want to include a contact name when emailing an invoice to a generic email address for a customer or you may want to include the amount of the invoice.
- ◆ Adagio GridView 9.0A or higher is opened from the Adagio menu, Adagio OrderEntry will be displayed as the first line on the Select Module screen so you do not need to scroll down to find it.
- ◆ WebSafe changed to vitalEsafe™ in the Backup function to reflect the 3rd party name change.

Sign-on

- ◆ The Adagio Open Data Dialog has been significantly improved. The Previously Opened database list is now saved by Adagio User rather than for all users. The first time an existing user or a new user logs into Adagio SalesCQ 8.1B they will be asked "Would you like your historical company access list set up?" Answer yes to have all entries from the Previously Opened list from your prior use of SalesCQ copied for your use. The Open Data screen and Previously Opened database list now show the date the database was last opened by the user. You may also elect to have Adagio save your Adagio User Id and Password and default them when logging into Adagio. The saved information is based on your Windows authenticated user name. This option may be turned off by editing \sofrak\system\ADS.INI and adding the lines:

```
[Options]
RememberUser=0
RememberPassword=0
```

- ◆ Options have been added to open functions when the program starts up, including edit customer, edit prospect, scan list and quotes.

Backup

- ◆ Adagio SalesCQ will optionally create a backup of related data whenever a Data Integrity Check completes without errors. It will also offer to create a backup of a database prior to applying any "fix" as a result of the "Rebuild" option being selected to repair damaged data. Backup details are written to the log file. The multi-currency files for single currency databases are now backed up when you backup a 'Complete Dataset'.

Import / Export

- ◆ Old formats such as Lotus, Dbase and Clipper that are almost never used any more have been removed from import / export templates, leaving Excel, ASCII CSV (Delimited), ASCII Fixed Length and PSV Delimited. The old formats may be manually turned back on for sites that need them, but support for these other formats is no longer available. We recommend moving your import files to CSV if you are using one of these obsolete formats. See the Upgrading section below for details.
- ◆ If there are errors during any import function, the error message dialog displaying the error (e.g. "Errors have been written to the log file C:\sofrak\data\xxIMPERR.ddd.") now allows you to view or print the log file.
- ◆ Scan Lists can now be imported.
- ◆ Prospect Notes can now be imported and exported.
- ◆ The Expected Ship Date can now be imported on detail lines in quotes.

Customers / Prospects

- ◆ Added an Excel Direct button to various grids, including Edit / View Customer and the customer transactions tab for Receivables, OrderEntry, Invoices and Time&Billing transactions. Added to the Edit / View Prospects grid. Use the 'Enable SF Export' option in Edit User to enable or disable the Excel Direct button.
- ◆ Edit and View Customers functions include all new features found in customers in Receivables 9.0A.
- ◆ Edit and View Prospect functions include many of the new features found in customers in Receivables 9.0A, including multiple contacts / shipto addresses per prospect.
- ◆ Splitter bars have been added on all screens in Edit/View Customer that have 2 or more grids, to allow you to size each of the grids individually. The ratio is maintained when sizing the entire screen. The setting is remembered.

Edits / Inquiries

- ◆ SalesCQ includes enhancements to the item inquiry function added in Adagio Inventory 8.1B, including sizing screens and Alt Keys on tabs. When you edit or view an IC item you can see the purchase orders in Purchase Orders for Adagio. Edit/View Items now remembers the tab you were last on and uses that when first opening another record.
- ◆ Copy Callbacks, Reasons, and Text places you directly in the edit for the newly created record.

- ◆ The options 'Enable SF Export' and 'Enable SF Printing' have been added to the Edit User screen to allow you to disable Excel Direct in Smart Finders to help safeguard your sales data, customer list and other information in your database.
- ◆ An Items tab has been added to the Display OrderEntry History function to allow inquire by item.
- ◆ Display OrderEntry current and history functions now remember the tab you were last on and use that when opening another record.

Quote Entry

- ◆ Option to sort quotes in reverse order (recent/highest at the top). To use this option, set 'Reverse order of quote list' on the Options tab in the Company Profile.
- ◆ The Enter Quotes function supports look up of customer or prospect by name and phone number when entering a new document.
- ◆ The edit quote screen is now sizeable. This allows more detail lines to be shown on the screen at one time.
- ◆ When the Quote date is edited, the Expected close date and the Expiry date are updated automatically.
- ◆ The Territory can be defaulted from the Ship-to Address if Receivables 9.0A is used.
- ◆ The Salesperson can be defaulted from the Ship-to Address if Receivables 9.0A is used.
- ◆ A new feature of Adagio Inventory 8.1B allows editing the Category code on an alternate price list item to be different than the category for the master item. This category is now used when the alternate item is entered on a quote and is transferred to the order in OrderEntry, allowing for revenue and cost of goods distribution by Price List.
- ◆ When the Costing Unit for an item is different than the Pricing Unit, the unit cost was in the Costing Unit of the item, instead of the Pricing Unit. The Extended Cost was correct and the costing in the GL was correct if the quote was ultimately posted as an invoice in OrderEntry. If you used GridView or a specification driven document to show the Unit Price and Unit Cost of an detail, the cost could be significantly different and appear wrong, as compared to the price. The Unit Cost and the display cost are now converted to the Pricing Unit. This way the order entry clerk can compare "apples to apples". This change has been made for new quotes entered.

In some cases, if the units of an Alternate price list item were different than the master item units, the wrong Cost Unit was displayed. If you have items that use user-define costing, where the Pricing Unit does not match the Costing Unit, you should revise the cost. Note: If your Pricing and Costing Units are always the same, none of this applies to you and can be ignored.

- ◆ For Standard cost items, including Alternate price list items, the unit cost is now always the Standard Cost.
- ◆ Supports the 'Active' flag in customers in Receivables 9.0A. When you attempt to create a quote for an inactive customer a warning will be displayed. The warning prompt allows you to make the customer active or cancel entry of the quote.
- ◆ SalesCQ supports the option 'Always use special price?' in the Company Profile, System Options tab of OrderEntry. Use this option to force the special price by item or category to be used for the customer even if that price is not the lowest price. For example where additional services or equipment are supplied, or broken package costs are reflected.
- ◆ The Territory can be defaulted from the Ship-to Address if Receivables 9.0A is used. Note: leave the Territory blank in the Ship-to Address if you want Adagio SalesAnalysis to track sales by Bill-to rather than Ship-to for quotes sent to OrderEntry.
- ◆ The Salesperson can be defaulted from the Ship-to Address if Receivables 9.0A is used. Note: leave the Salesperson blank in the Ship-to Address if you want Adagio SalesAnalysis to track sales by Bill-to rather than Ship-to for quotes sent to OrderEntry.
- ◆ It is now possible to automatically add a flat or percentage surcharge for items and print a total of such charges on a quote. For example, recycling fees on electronics are required by the Ontario Environmental Stewardship program. To accomplish this, for a flat fee, define a Tax Jurisdiction for it in the Tax Group, specifying an Account/Department to track the fee for reporting purposes. Set the tax base for the Jurisdiction and set the 'On invoice as' option as 'Total'. Set the rate to a very high amount so the fee will always be charged. Note: printing the surcharge in the details section is not supported.
- ◆ When entering a quote, the Prices button will optionally display the historical purchases of an item and its price to a customer from OrderEntry history.
- ◆ The Expected Ship Date can now be entered on each item line on a quote and printed on quotes using specification code D68, Expected Ship Date.
- ◆ Adagio SalesCQ will now optionally remember the last line type entered when auto-add items on quotes is enabled and the new option 'Remember line type' is set in File | Options.
- ◆ Fields added to quote header: Created by User, Created Date, Created Time, Last Updated by User, Last Updated Date, Last Updated Time. All these new fields can be shown in Adagio GridView.

Printing Quotes and the Spec Designer

- ◆ New toolbar icons in the Order Designer provide a cleaner look and differentiate this new version visually.
- ◆ The Designer supports UNC paths. If you open Invoices data with a UNC path (rather than a mapped drive) then the Open Quote Specification dialog changes and does not have a folder view but uses a browse instead. In previous versions the dialog gave an error. If a mapped network drive is used the dialog is the same as in previous versions.
- ◆ New specification codes, including formatted addresses, have been added to the Quote Designer:
 - C145, address 1 (formatted)
 - C145, address 1 (formatted)
 - C145, address 1 (formatted)
 - C145, address 1 (formatted)
 - C145, address 1 (formatted)
 - C150, Name (line 2)
 - C151, City
 - C152 State/Province
 - C153, Country
 - C154, Comments 2
 - C155, DUNS
 - C156, Salesman name
 - D68, Expected Ship Date
- ◆ There is a new way to extend vertical lines through the Detail section(s) specifications. Place the vertical line object at the position where it should begin printing, right click and select 'Extend Thru Detail'.

Reports

- ◆ Added 'Report Preview Options' in the File | Options function to allow you to set the default preview zoom factor (percentage) and preview window state (full screen or partial screen) for previewing reports to screen. These settings are saved by workstation. Note: this applies to previewing reports only (but not previewing invoices or credit notes).
- ◆ A Printer Setup button has been added to the print preview window. This allows you to select a different printer after previewing a report.

Adagio SalesCQ issues fixed

- ◆ Items using Markup pricing calculated the price based on most recent cost rather than the standard cost.
- ◆ Editing items on an existing quote refreshes the cost for the quote line.
- ◆ The expected close date of a new quote was determined based on the session date rather than the quote date.
- ◆ The quote specification code H31 (Tax group description) printed H30 (Tax group code) instead.
- ◆ If you changed the Tax Status in a prospect, all further edits of prospects showed the Tax Status from the first prospect edited rather than their own Tax Status, but only if you had not first edited a customer during the session. The same problem occurred for the Customer Type field.
- ◆ The Total Amount field in email covers now includes tax.
- ◆ When an email is send with the "send now" option rather than adding it to the email queue the database fields were not merged in the email cover sheet.
- ◆ When you do created a new quote specification in the designer the default sections were not created automatically.
- ◆ The Callback Date was blank in the Scan List grid for Customers in most cases. This has been corrected. Note that if there is more than one callback for a customer or prospect, only the first one appears on the grid.
- ◆ The correct details for the quote selected on the Transactions tab did not display in the Edit and View Customer functions in some cases.
- ◆ When an imported quote included that Shipto Code the Shipto Address was not looked up and the customer's main address was used on the quote.
- ◆ Quote Notes always showed from the first quote viewed in the View Quotes function.
- ◆ The Unit Cost and Extended Cost were wrong in the quote if the Pricing and Costing units were different (costs were correct if the quote was transferred to an order).
- ◆ The specification codes D59 - Optional Date 1 and D60 Optional Date 2 IC items did not print unless some other specification code for IC item fields was used on the quote specification.

- ◆ When an order was restored from History, the Unit Cost on the detail screen was not refreshed.
- ◆ The list of printers available from Windows is now refreshed immediately before printing reports and forms such as invoices. When a user with a shared local printer logs in under Terminal Services the list of printers available to Windows changes because one more printer has in effect been added. If other users were in Adagio applications this resulted in the selected printer being changed in Adagio in some cases. If the user did not notice this and reselect the correct printer before printing then their report or form randomly and unexpectedly printed on a different printer.
- ◆ When you size a screen containing a grid, the size is automatically adjusted so that an entire line will be visible for the last grid line. This corrects a problem where double-clicking on a partially displayed last line selected a different line than the one intended.
- ◆ A Separator character other than the comma character was not saved in import / export templates.
- ◆ The Import Orders function did not correctly handle the Ship-to code field in version 8.1B. When only the Ship-to code was imported on the "S" line, the Ship-to address lines on the order were not loaded from the Ship-to file.
- ◆ The Most Recent Cost is used in quotes instead of the Moving Average Cost (MAC) where the costing method of the item was Moving Average items if the MAC quantity is zero or negative.
- ◆ Under File | Options added new options 'Auto add items on quotes' and 'Auto edit items on quotes'.
- ◆ The Most Recent Cost was used in quotes where the costing method of the item was Moving Average and this was reflected on the Profit Analysis report. The Moving Average Cost is now used. Note that the MRC is used for LIFO and FIFO.
- ◆ The cost stored in quote lines extended the stocking unit rather than the alternate unit. This was reflected on the Profit Analysis report.
- ◆ The Profit Analysis report showed the Margin as 100 times too big on multi-currency databases.
- ◆ The Quote List report now uses Quantity Quoted instead of Quantity Originally Quoted.
- ◆ The text on Item details was not being displayed in the Customer transactions drilldown to Adagio Invoices.
- ◆ Deleting a customer from SalesCQ resulted in an error in some cases when OE data was present and the OE program was 8.0A (2005.04.19) or older.
- ◆ Mail Merge gave an error if the letter did not contain any merge fields.
- ◆ The Quantity Originally Quoted is set to the quantity entered rather than zero for lines added to an existing quote.
- ◆ When editing an existing quote to add new items the Unit Cost was displayed correctly for the first item added but displayed zero for any further items that were added.
- ◆ The Tax Status dropdown on the Edit Detail screen on quotes used the Customer Tax Status for Items and Miscellaneous Charges instead of the Item Tax Status. In the case of Miscellaneous Charges the wrong Tax Status was used in the quote, and depending on your tax table, this could cause the wrong tax to be calculated.
- ◆ Email address field verification now allows special characters: '!', '#', '\$', '%', '&', '*', '+', and '~'.
- ◆ The time sent on email using the Direct method was always set to UTC (GMT) and was not adjusted for the local time zone.
- ◆ If an item uses the Standard Costing method, it is writing the wrong cost to the quote header and detail if a Price List is used on the quote.

Enhancements and revisions in earlier versions of Adagio SalesCQ

- ◆ Initial release of SalesCQ.

Installing

To install Adagio SalesCQ you need the serial number and install code from the Product Label that came with your Product CD or in the email from Softrak Systems.

If you are installing an upgrade, you need the serial number and install code that came with your upgrade. A previous version of Adagio SalesCQ or Adagio Contacts should already be installed on your computer before installing the upgrade. If a previous version is not already installed, you can still install the upgrade. After entering the upgrade serial number and install code, you will also have to enter the serial number and install code from a previous version.

Read the section 'Upgrading to this Version' below before installing an upgrade.

To install Adagio SalesCQ (or an upgrade), insert the CD in the drive. If the install program does not start automatically, run ADAGIO.EXE from the root of the CD. Or, if Adagio SalesCQ was downloaded, run the program file you downloaded. Once the install program is running you can click the View button to open the Readme file for detailed instructions. If Adagio SalesCQ is installed on a network, you must also do a workstation install for each workstation running Adagio SalesCQ. Refer to the manual or "Installing on a network" in the Readme help for instructions.

NOTE 1: SalesCQ requires Adagio Lanpak 9.0B or higher.

NOTE 2: SalesCQ only supports Invoices 8.0A and higher. If Invoices 9.0A is used, invoice and credit note transaction from Invoice history are shown on the Transactions tab in Edit/ View Customer but drill-down to history screens is not supported.

NOTE 3: SalesCQ requires Adagio Receivables.

NOTE 4 SalesCQ requires Adagio OrderEntry if quotes are used. SalesCQ works with OrderEntry used stand-alone with a price list (Adagio Inventory is not used).

Upgrading to Version 8.1B

Note 1: If Adagio Receivables is 9.0A, the following modules (if used) must be at the version indicated, or higher, to be compatible with Adagio SalesCQ 8.1B.

Inventory	8.1A (2009.02.17) Service Pack
OrderEntry	8.1C

Do not install this upgrade until you are certain the upgrades required above have been released and you have them available to install. The upgrades to the other modules may be installed before or after installing the OrderEntry upgrade.

If Receivables 9.0A is used it must be version 9.0A (2009.05.11) or higher. If you have Receivables 9.0A (2009.03.31), you must install the Receivables Service Pack.

Adagio SalesCQ 8.1B is not compatible with DataCare 8.0A. It is only compatible with DataCare 8.1A or higher.

Adagio SalesCQ data must be converted for use with 8.1B but Adagio SalesCQ 8.1B remains downward compatible with earlier versions of Adagio Receivables. A conversion will take place even if SalesCQ is used with versions of Receivables previous to 9.0A.

The conversion of databases can be done in any order. It is recommended Receivables be converted before converting SalesCQ.

The Previously Opened database list is now saved by Adagio User rather than for all users. The first time an existing user or a new user logs into Adagio SalesCQ 8.1B they will be asked "Would you like your historical company access list set up?" Answer yes to have SalesCQ add all entries from the Previously Opened list from your prior version. It is no longer possible for all users to share the same Previously Opened list.

The Territory field increases from 2 to 6 characters in SalesCQ. The Territory is 6 characters regardless of the version of Receivables used.

If you have custom reports (CustomRP folder) or modified reports (ModRP folder) for Adagio SalesCQ that reference tables in Adagio Receivables and you are upgrading to AR 9.0A you will have to adjust or recreate these reports. See the Adagio Receivables Release Note or Readme help for details. GridView views for SalesCQ tables that reference AR tables will also require adjustment.

Old formats such as Lotus, Dbase and Clipper that are almost never used any more have been removed from import / export templates, leaving Excel, ASCII CSV (Delimited), ASCII Fixed Length and PSV Delimited. The old formats may be manually turned back on for sites that need them by editing \sofrak\lacwin\lacwin.ini and adding section format lines as required:

```
[Import/Export Formats]
Lotus 123 ( Version 1.0 - 2.x)=1
Lotus 123 ( Version 3.0 - 5.0)=1
dBase III & IV=1
FoxPro (all versions)=1
Clipper (all versions)=1
Symphony (Version 1.0,1.1)=1
Quattro Pro (Version 1.0 - 6.0)=1
```

The Import Customers function has been removed. Customers must be imported using the import function in Receivables. Most fields previously found on the Contact tab in the customer in earlier versions can be imported to Receivables 9.0A Contacts/Shipto addresses.

Upgrading from Adagio Contacts 8.0A

Local Scan Lists (file located on your station rather than on the server) are no longer supported. Local Scan Lists were originally provided for performance reasons but in practice they did not provide any measurable performance increase. Local scan lists did not

support multiple company databases as you were limited to one scan list per station. Local Scan lists could not be accessed by GridView or Crystal Reports for Adagio, and were not included in backups. For these reasons they are no longer supported.

Local scan lists are not converted. Existing local Scan Lists should be completed or entries noted prior to installing and converting to SalesCQ. Scan Lists can be regenerated easily in SalesCQ, and with the added benefit of having multiple Scan Lists.

The 'Disabled text color' option has been removed from the company profile, options tab. This is consistent with other Adagio products. The color of the text will be the standard blue, regardless of what it was set to in Adagio Contacts.

The Crystal Reports for Adagio table installed by Adagio Contracts has been changed from `qrtACW80` to `qrtCQ81A`. While existing custom reports will continue to work, all new reports should be created from the new table. The original table for Contacts is not installed. Therefore existing reports should eventually be changed to use the new table.

-- end --