

ACT!

by Sage



**Make contacts.
Build relationships.
Get results.**

ACT! by Sage 2006 enables individuals and organizations to instantly access key contact and customer details, manage and prioritize activities, and track all contact-related communications so they can build productive business relationships.

Renowned for its ease of use and intuitive interface, ACT! offers advanced high-impact functionality and best-in-class levels of quality and performance for a low total cost of ownership.

Upgrade today!

For more information about ACT! 2006:

- Call 1-888-ACT-2006
- 5 users or more?
Call 1-888-855-5222
for Corporate Licensing
- Contact your ACT!
Certified Consultant
- Visit www.act.com

sage
software

Your business in mind.

ACT! by Sage 2006

Currently using ACT! 6.0/ACT! 2004?

ACT! 2006 delivers many new, high-impact, end-user productivity features designed to help you access customer data faster, manage your time and tasks more efficiently, and organize your contact data more productively. There's also better administrative support and security.

Here are a few of the reasons why you should upgrade to ACT! 2006 today!

Top 10 New Features and Benefits

1. Manage your Contacts at the Company level –

Manage your customer interactions either at the contact or company level with the new Company Record feature. Now you can create company and division records, associate key contacts to those records and view all associated Notes, Histories and Opportunities for a complete view of your relationship with that organization. By linking contacts to a Company Record, when core company information is updated such as address or Web site, it is automatically updated in each contact record as well.

It's easy to start using Company Records! If you used Groups in the past to perform this function, these can easily be converted into Companies for easier account tracking and management.

2. Analyze data using One-click Excel' export – One-click Excel export allows you to export Contact, Group, Company or Opportunity Lists to a Microsoft® Excel spreadsheet for sharing with non-ACT! users or for further analysis. All column customizations are maintained when exporting for easy viewing.

3. Use separate Note and History tabs for more accurate tracking – Separate Note and History tabs help you better track your relationship details. Share notes and histories with multiple contacts, make a change in a note and history for one contact and have the option to update the note for all contacts that share this note. Rich Text Formatting is available when adding details, allowing for colors, different fonts, bullets, etc. in all Notes, History items and Opportunity details.

4. Maintain up-to-date customer information with enhanced database synchronization – Database synchronization is more reliable and accurate than ever! It's based on a query to ensure you're always seeing contacts you want to see. The subscription list gives you an easy way to handpick contacts you always want to see, regardless of the query. And templates and attachments synchronize to other users.

5. Manage contacts with dynamic and static Groups – Create and maintain static or dynamic Groups. Dynamic Groups are those in which contacts move in and out of the Group based on the criteria you specify, with no additional work. You can create Groups for all your customers in a specific area or for all your customers in a given month that are up for renewals. The Groups feature can now accommodate up to 14 levels of Subgroups so you can segment your Groups to be as detailed as you like. Easily see relationships using the Tree View for quick, easy navigation. From the Contact Detail View, users can view all group memberships for that contact, whether they were manually added to groups or if they are dynamic members based on a group definition.



1 Requires Microsoft Excel 2000, 2002 or 2003.



Should you be considering ACT! by Sage Premium for Workgroups 2006?

It provides:

- Scalability to accommodate larger workgroups and teams.
- Automatic database synchronization and backup to ensure up-to-date customer information.
- Custom user permissions to maintain database security.
- Group Scheduling for your entire workgroup to increase team efficiency.
- Ability to grant contact access to multiple users at once to get users up and running quickly.
- Customizable Opportunity fields to tailor ACT! to your unique business.

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8800 N.Gainey Center Drive
Suite 200
Scottsdale, Arizona 85258
www.act.com

- 6. Save time with improved e-mail performance and functionality** – ACT! e-mail is designed to save you time! You can use the ACT! e-mail client as a standalone or in conjunction with Microsoft Outlook® or Lotus Notes®².
- 7. Integrate ACT! and Outlook calendars** – Now your ACT! Calendar can stay up to date with your company's Outlook calendar. Edit activities created in Outlook directly within ACT! and synchronize those changes back to Outlook. You can even synchronize in the background so there's no lost productivity.
- 8. Gain better visibility into your business with Improved Opportunity tracking** – Opportunity tracking within ACT! is reaching new levels! Utilizing the new List View, you can access, update and filter opportunities by User, Estimated Close Date, Status, Sale Stage, Amount or Probability of Close. While ACT! provides its own sales process, this can be easily tailored to meet your unique business. You can track as many products as you like on each opportunity and specify product discounts and costs for each item. Just like other areas of ACT!, Opportunities can be tracked using Lookups so you can find information quickly.
- 9. Track data unique to your business with customizable Priority, Activity, and History types** – Create your own activity, history, priority or other field types for better tracking and analysis. For example, you can define "Billable Hours" as an activity type instead of just using "Meeting", "Call" or "To-Do".
- 10. Create advanced field types for more accurate reporting** – With advanced field types, you can add picture and memo fields and even allow users to select multiple values from most other field types. By using multi-select, you can better track information that often requires more than one selection such as ID/Status Source or Referred By, and then report accurately on that information. And, with the picture field, you can store images of people, real-estate or any other photo image required to run your business effectively.

² Requires Lotus Notes v6.5.

Important Note for customers upgrading from ACT! 6.0/2004 to ACT! 2006 or ACT! Premium for Workgroups 2006: Customer activation and registration are required to use ACT! 2006 and ACT! Premium for Workgroups 2006. Certain features have changed or are no longer available, including inbound caller ID functionality, WinFax integration, recording and playback of macros, e-mail/modem-based database synchronization and SideACT!. Several aspects of the system requirements have been updated. It is recommended that you carefully review the system requirements for compatibility and acceptance prior to upgrading.

Important Note for all customers:

Compatibility with ACT! Products: ACT! 2006 and ACT! Premium for Workgroups 2006 are not compatible with ACT! Premium for Web 2005, ACT! for Palm OS® 1.0 or ACT! Link for QuickBooks®. Compatible versions may be released in the future. Please see www.act.com for product updates and announcements. **Regarding ACT! Add-on Products:** Certain ACT! add-on products may not be compatible with ACT! 2006 and ACT! Premium for Workgroups 2006. Please visit www.actsolutions.com or check with your add-on product provider to determine compatibility.

About ACT!

ACT! is the #1 selling contact and customer manager that enables individuals and organizations involved in selling or other contact related functions to Make contact, Build relationships and Get results.

ACT! helps you instantly access key contact and customer details, manage and prioritize activities, and track all contact-related communications, so you can build productive business relationships.

ACT! has an 18-year track record for being easy to use, customizable and affordable for the small business market place. With more than 2 million registered users and 30,000 corporate accounts standardized on ACT!, ACT! continues to be the market leader in contact and customer management.

About Sage Software (formerly Best Software)

Sage Software offers leading business management software and services that support the needs, challenges and dreams of more than 2.4 million small and mid-sized business customers in North America. Its parent company, The Sage Group plc (London: SGE.L), supports 4.5 million customers worldwide. For more than 25 years, Sage Software has delivered easy-to-use, scalable and customizable software for accounting, customer relationship management, human resources, time tracking and the specialized needs of accounting practices and the construction, distribution, manufacturing, nonprofit and real estate industries. For more information, please visit the Web site at www.sagesoftware.com/moreinfo or call (866) 308-2378.