



Why you should buy ACEware Systems Registration Software?

(vs. Building your own or using the Campus Credit System vs. buying from the competition)

You would be in good company!!

There are over 480 ACEware Software users throughout the nation and the world. These schools have generated millions of registrations with ACEware Systems Registration Software.

You would be gaining a partner who will be with you for the long term!

ACEware Systems, Inc. has been developing software to meet the needs of continuing education since 1988. Registration software is our ONLY business, and we are very focused on our business. We are constantly listening to customers and researching business and marketing trends with the aim of improving our product. Our programming staff is continuously improving our software based on customer comments and research. These enhancements are incorporated into the program and the updated program is posted on the web. Customers with current support agreements can download the upgrade at no charge at any!

You would be able to have all your needs met by one source!

ACEware offers a complete solution to your registration needs. Our software offers scalable power and detail that lets you to tailor it to fit the needs of your program. As your program grows, you can add new modules or add real time on-line registration... publishing courses on the web and taking web registrations 24-7.

Your registration efficiency would improve dramatically!

With ACEware Student Manager, you would gain:

- One time data entry - end the time wasting re-entry of basic name/course info. Once a name/course is entered, never have to type it again!
- Built-in Data Validation Systems - The software helps you provide guidelines for your data entry staff... so they enter data quickly and accurately. A trained user can add a registration, record a payment, and print a receipt in less than 28 seconds.
- Live Web Registration – With the optional web registration module, you have real-time 24-7 web services. Publish your classes, allow students to register on line, and handle e-commerce.
- Flexibility - You can collect as much (or as little) information as you like.
- Integrated EMAIL support – Save money on postage and printing... Send confirmations, invoices, announcements ... by email!
- User Control – You have hundreds of user definable options. Turn features on and off with a click of a button! Turn data fields on and off! You have complete control of what you choose to record and use.
- Built-in Mailing List and Marketing tracking tools - With unlimited coding ability, you can manage multiple lists and track performance of your promotional efforts.
- Powerful and complete financial recording and reporting tools.
- A support staff on call 24 hours a day - Our support program offers round the clock support.
- A Personal Support Rep. You know the name and direct phone line to your support tech.

- A company that knows the business! - Our staff has had over 175 years of experience in continuing education and workforce development.
- A history of commitment to users - Our support staff are committed to your success! ACEware staff are always willing to go the extra mile to get you the answers you need, when you need them!
- Integrated support for Contract Training Classes and Workforce Reporting (no need to purchase expensive add-on modules), Financial Aid Tracking and State Reporting.
- Data Migration Services: Our staff can convert data from legacy systems. We can import your registration history and, if desired, payment history.
- Outstanding Reports... and plenty of them! Again you get hundreds of ready-to-run reports that have been developed specifically for continuing ed and workforce ed. AND with the built-in report writer, you can edit and/or make new ones! Report types include: receipts, invoices, class rosters, course schedules, cash/daily deposit reports, mailing labels, nametags, certificates, enrollment reports, statistical reports, marketing evaluation reports, transcripts, Profit and Loss reports, Faculty Contracts, "Deadbeat" reports, etc.
- Flexible Pricing - Order the program that you need and can afford right now, then upgrade later to add additional modules and functions as your budget allows.

My campus has just spent Millions on a Campus-wide System, Why shouldn't I use that?

No matter how much money a campus wide student registration system cost, the issue for your department is: Does the tool fit my program's needs? Or perhaps even more important, can this mega-tool help me do my job? The problem with trying to use a campus credit/traditional student system to manage CE or workforce programs is IT IS NOT MADE FOR CE/WF. The bottom line is that the needs of a CE/WF unit (to record data, to report data, to quickly change business models, track finances at the program and event level, to manage and track marketing data, run quick and flexible statistics, etc) are NOT the same as the needs of the "regular" campus. Their time is measured by semester, customers are measured as class year, and the GPA calculations and Scholarship status typically trump market demographics and Profit and Loss issues.

A full featured registration system can be set up for under \$13,000. You can go with the deluxe (complete with Web Registration and E-Commerce) and it will still come in at under \$27,500. Most customers find that they can increase staff productivity by 15-25 % by using our product. Even with a small staff, you can amortize the investment in this software within a couple of years.

TIP: Often reasoned logic does NOT work. After all, you are dealing with policies (...you ARE in an institution you know..). In some cases, the word "Registration Software" is the blocker (Because the campus spend \$\$\$\$ on that big credit student "Registration package") In these cases, an alternate approach is for you to propose acquiring a package like Student Manager for the purpose of "Continuing education/Workforce training **Management and Reporting**". Most Campus Computer Technology departments are used to spending tens of thousands of dollars for "reporting tools" that fit on their large campus system. You might want to try "selling" the purchase of an ACEware package on the Reporting vs. the Registration basis. (Then after you have the system in house, and can demonstrate the efficiencies you can achieve with your ACEware package (faster, more accurate data entry, better reporting, etc., etc.), you might even get them to let you disengage your noncredit registrations from the campus registration system.)

Help in getting your old data converted to ACEware

We provide two hours of free data conversion services. If you can get an export of data from your current package into Excel, Access or any ASCII data format, we can work with it. We would be happy to provide you a free estimate of the total time required to convert your data. Most systems take between 6 and 12 hours to convert. We bill \$150 per hour for data conversion time above and beyond the two free hours.

Again, Lots of Support:

We provide 90 days of unlimited toll-free technical support with the purchase. Support is available by 800 phone from 7 am to 6 pm CST five days a week, with an after hours emergency number available. We also have internet support available via email and via our web site. We have a list serve available for users, where users can post messages, questions, and technical tips for other users. A brand new service is the ACEware User's Forum, where users can explore special topics that relate to their institution or area of practice.

After the initial 90 days of free support, users may sign up for a Support and Maintenance Agreement (SMA) or buy support on a per call basis. The SMA is based on 15% of the list purchase price of the package and covers 12 months of support. In addition to free unlimited support, users participating in the SMA receive unlimited free upgrades to their 7.2 version, discounts on training seminars and special prices for the annual users conference. The per call plan is charged at \$150/hour of technical help, with a 1/2 hour minimum charge.

We are in the Business of Education... Educating customers:

To help you be successful, we offer several training options:

- 1) Internet based training
We offer private training via the web. You pick your topic and we can work with a group of 1 to 6 people. The cost for this is \$100/hour. (You receive three hours of free internet based training with the purchase of ACEware).
- 2) Private On-site training
For two days of on-site training, the cost is \$2500 plus travel and per diem (Travel is from Manhattan, Kansas)
- 3) Public Training seminars
We offer regularly scheduled public training sessions in various locations on a quarterly basis. These sessions are two days in length and cost \$695 per person.
- 4) Free Webinars
We offer free one hour focused webinars for users. These highlight a specific topic and invite user questions and feedback. (All past webinars are archived and are available to customers for reference... a on-demand training library of over 60 hours of content <http://www.aceware.com/Webinars/>)
- 5) Annual User's Conference
This is our premier learning event. Now in its sixteenth year, we focus on sharing ideas that can help ACEware users become more productive and efficient. For complete information about the Annual Conference, see our web site: www.aceware.com) (NOTE: one of the benefits of your SMA is that you receive a partial scholarship to the Annual User's Conference).

Have we mentioned outstanding Technical Support?

Our technical support staff is the best in the business. Our people have over 150 years of combined experience in working with CE/WF programs. Our people are committed to making you successful. From answering a simple question to providing advice on program management issues, our staff sees themselves as partners in helping you provide the best possible service to your students and your school.

Bottom line... 110% Money back guarantee

Finally, we offer an unconditional one year, money back plus guarantee. If after one year of use, our program does not meet your needs, we will offer you a full refund (Plus an extra 10%)

What do I think?

Of all the reasons to go with ACEware, I feel that our technical support is what sets us apart from the rest of the pack. We assign each customer a personal tech representative. Our average tenure of tech support staff is eight years. So, you are able to develop a long tem relationship with your tech, and s/he can become familiar with both your personnel and your program. This personal relationship helps them understand your needs and situation, and allows them to serve you better.

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