

GoldMine 3.2 for Windows 95 Evaluation Copy

Installation Instructions

This is a network evaluation copy of *GoldMine 3.2 for Windows 95*. It is a fully functional version of the system but confined to a limited timespan of 60 days from installation.

Though you will find the following GoldMine evaluation program contains US formats, the program supplied by the UK Distributors, AVG Sales & Marketing Ltd, is fully anglicised for UK use.

To load the program:

Using File Manager, browse your CD cover disk and find the SETUP.EXE program below the GoldMine area. Double click on SETUP.EXE to setup the program. When prompted, enter your company name and enter the username of "MASTER" with a password of "ACCESS".

To order your full working version of GoldMine, or for further information, call UK Distributors, AVG Sales & Marketing Ltd, on 0171-335-2222.

Tel: 0171-335-2222

Fax: 0171-345-9126

Email: goldmine@avg.co.uk

Internet: <http://www.avg.co.uk>

“... a top-class contact manager”

PC PRO Recommended (Apr 97)

“... the best contact manager for the serious user”

Personal Computer World, Editor's Choice (June 97)

GoldMine is at the leading edge of the PC-based workgroup sales automation market, and has been designed from the ground-up for the network environment and remote sites/laptops.

GoldMine is an advanced contact manager, that is easy to use and can be quickly implemented into an organisation to provide long term productivity benefits for the workgroup. It is currently installed in over 82,000 sites world-wide where it is used mainly to increase sales productivity and revenues. GoldMine effectively integrates:

Salesforce management, sales forecasting, contact tracking, telesales scheduling, call logging, leads analysis, document management reporting, e-mail, task delegation, statistical & graphical analysis, and remote site synchronisation.

GoldMine is the first contact manager to incorporate “**Automated Processes Technology**”. This is the method by which GoldMine manages and performs the repetitive and time-consuming routine business tasks associated with customer contact, freeing salespeople to focus more effectively on prospects in the “critical buy mode”. The true power of GoldMine, however, lies in its ability to automate networked offices and remote users into efficient enterprise-wide teams.

Highlights

According to Andrew Voss, Managing Director of AVG, “*GoldMine for Windows 95* is more than just a 32-bit application. It successfully exploits those Windows 95 features that optimise contact management, including wizards, tabbed dialog boxes and TAPI support.”

Internet Web Import

GoldMine users can now direct GoldMine 95 to import and process contact data created from an incoming Internet e-mail message. The message can contain special instructions that direct GoldMine to check for duplicates, schedule activities or create new records. This feature allows prospect data entered on the Web page to be collected and then automatically sent to GoldMine for importing using CGI scripts.

Leads from the Internet are turned into GoldMine contact records and then automatically attached to an Automated Process. Instructions can even be created to have GoldMine e-mail messages sent to appropriate GoldMine users.

Dynamic New Calendar

An exciting new and improved graphical calendar allows users to control everything from the size of the calendar to the time increments of the day and week views. The calendar displays both timed and timeless activities, and even keeps track of to-dos all on one screen.

Requests from users such as the ability to have multiple activities viewable per time slot, multi-day event scheduling, color coding for activities, detailed month views, and a graphical planner view showing blocked times for multiple users, have all been incorporated.

Information Centre

A powerful, yet simple to use knowledge base Information Centre, allows users to create an expansive, customised library of information including text-based, graphic and multimedia files.

Company Hierarchies/Project Management

Users can now create organisational trees to display hierarchical views of companies. GoldMine 3.2 allows users to link related records to effectively manage multiple company locations, departments and individuals. Departments, levels and projects can now be tracked effectively.

GoldMine 3.2 allows you to activate and release an organisation tree allowing quick and easy fax, document and e-mail merging to individuals within the tree. Just drag-and-drop to rearrange records and sections in any tree, as well as linking individuals from other contact records within GoldMine.

Built-In Spell Checker

An easy-to-use spell check icon and expandable Dictionary are just a mouse click away! Users may now spell check any e-mail messages created in GoldMine before forwarding them. Entries in the InfoCentre can be proofed too, ensuring an accurate and professional knowledgebase.

New Wordpad Link

GoldMine now supports mail merging to Wordpad - the built-in Windows 95 word-processor. For those on-the-fly correspondences, users can now create

Rich Text templates to edit and print single letters and labels. Mass mail merges are available too.

Peg Board

The new real-time Peg Board offers a mechanism for tracking the activity and inactivity of GoldMine users working in networked workgroup environments. It does so by showing each user's log status and possible whereabouts. At anytime, GoldMine users can see where their peers are. When users walk away from their desks, they can "Log Away", indicating their whereabouts and the time they will return.

Time Clock and Userlog

GoldMine 95 now maintains a log of all users' login and logout times in a similar way to traditional time clocks. The Time Clock can be configured to track daily totals, track each login or turned off. The log also tracks the number of mouse clicks and keys pressed during a given GoldMine session.

Improved Act! Import

The GoldMine 95 Import Wizard now includes a profile to shamelessly convert the complete ACT! contact database, including all the notes, additional contacts, scheduled activities and history records.

Other new features include **GoldAlarm**, an external program that scans for GoldMine alarms while GoldMine is not running, and **Configurable Toolbar & Macros** which provide user-customised "short cuts" for repetitive tasks, vastly improving productivity and usability. Dynamic DDE links allow users to launch and link any DDE-capable Windows program, including Microsoft Office, Lotus AmiPro, WinFAX Pro and Excel.

System Requirements & Pricing

GoldMine 3.2 for Windows 95 runs on any IBM-compatible portable, desktop or networked PC. It is written in c++, using direct Win32 API calls, and is backward compatible with GoldMine 2.5 for Windows. Minimum requirements are a 486SX IBM-Compatible PC, VGA 8MB RAM, 10MB HDD, Microsoft Windows 95 and DOS 3.1 file record-locking compatible networks.

GoldMine 3.2 will be provided free of charge to existing GoldMine for Windows 95 users. Retail price is £195 & Vat (single user), £595 & Vat (5 user) with further network prices available on request. The product is available from the UK Distributor, AVG Sales & Marketing Ltd, and its nationwide network of GoldMine Resellers. In the first instance contact AVG on 0171-335-2222.