

BARCELLOS LIMITED



NEWSLETTER



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Introduction

Christmas 2006 Edition

In this Issue:

- Introduction
- Value Added Service
- "Taking the Heat"
- "I can't wait!"
- 12 months on
- Light at the end of the Tunnel
- New Kid on the Block
- Branching Out



Welcome to the Christmas 2006 Barcellos Newsletter.

It's been a rollercoaster year, with more ups than downs, fortunately.

John and Nick have been galavanting around the world, well Norway and Cyprus to be precise. Our first workwear installation in Norway was a complete success, and John's 15 User Global Schedule of Rates install in Cyprus went extremely smoothly.

We welcome James Goadby to the workwear/linen team. He has been up neck in manuals and training sessions since he joined us in August. By January he will be ready and willing to support our workwear/linen customers, alongside Nick, Paul and Martin.

The ever popular 'Barcellos Bargains' are available again. If you see anything of interest please contact either Gavin or Steven who will be more than happy to help you.

We are looking forward to 2007. With the launch of the Cash Till module and OneOffice, it certainly looks to be an exciting year ahead.

Finally, our christmas opening times/days are listed on the last page of our newsletter. It just remains for me to wish all our valued customers, a merry christmas and a happy new year.

debbie@barcellos.co.uk



Value Added Service

Welcome to my end of year newsletter article for 2006. I could run all the usual clichés past you, but I'm sure you've thought of them yourselves already!

2006, particularly the latter half, has seen quite a change in my daily role at Barcellos. The travel miles have significantly dropped; as has the consistency of those early morning motorway starts.

We live in a world of ever evolving technology and hardware, and it's fair to say that these days equipment is much more stable and reliable, I'd say primarily due to the volumes goods are produced in. Component manufacturing and production techniques and procedures have vastly improved, and I have seen this reflected first hand in my position out in the field. We've had very few complete component hardware failures on equipment provided in the last 12-18 months or so.

So where does that leave Barcellos in relation to providing hardware solutions to both new and existing customers? Where do we fit in? After all, why not just buy what you need from www.wevegotlotsofcheapcomponents.com and chance you'll have no problems or issues, after all it'll be covered by the suppliers or manufacturers return to base warranty, right?

Well I feel the value added service we provide still puts us ahead of others in terms of our worth to a companies operation. This is something that we are very proud of. Annual maintenance packages give excellent "downtime insurance", particularly on PC's and servers, with little or no wait time on contact, remote support and site visits. In this instance you are covered for all standard incidents, all year for the one fee. Where many of you have invoked support on a maintained piece of equipment, you have seen that loan or replacement equipment is left where possible. Most other support outlets are not able to offer this service, particularly at Barcellos rates.

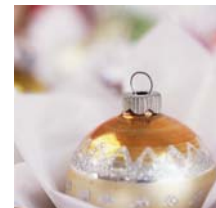
I have included three flyers in this seasons offering, covering Bargains, Updates and Services. Please call if anything catches your eye or you have any questions relating to their content.

2007 will be the year for Microsoft Vista. I've seen a Release Candidate version and it looks, well, how can I say, "very pretty"! I'd say very much aimed at the home user in terms of looks and feel, though that's just what we said with the introduction of XP. How will it fit into the business environment? Probably very well, though we'll have to wait and see, and ultimately await service packs I'm sure.

Next year also sees another 30th birthday – this time my own! To be honest it's not one that bothers me in the slightest, but who knows, I may feel differently once the day arrives! Let's hope not, as I'm far from ready to hang up my "raving shoes" just yet!

Have a Very Merry Christmas and A Happy New Year!

Best Wishes, Gavin@barcellos.co.uk





Taking the Heat



John@barcellos.co.uk

In October we received the largest single order that we have ever received for a Global Schedule of Rates system. It was from Cyprus for work relating to the MOD. It was a fifteen-user system and involved all of the PSA schedules, although they are not all in use on each screen. The worst part was that I had to visit them for training and installation, also some sunbathing, swimming, eating mezes, etc. It would be nice to get more sites abroad; unfortunately Schedules of Rates are used in a limited number of countries.

One schedule required in Cyprus was one that we have never created, the 2001 Landscape Management schedule. It may seem old to you, but it is the latest and an update percentage can be applied to the rates to bring them up to date. That schedule is now available. Talking of old schedules, the latest Roadworks Schedule is 1994 and that is still in fairly widespread use.

The new Psa Schedules for Mechanical and Electrical Work 2006 databases have been completed by Debbie and myself, we have the sore fingers to prove it. Our first user is the Belfast Education and Library Board. Does anyone else require it?

We have a recent new user with a Houses of Parliament contract; it's good to see the software being used in such a noble place. After our Edinburgh University installation, we are now in discussions with another University and hope to report on that in the next newsletter.

We have carried out a number of enhancements recently, including several listed below. These will be released shortly when fully tested in the field. But if you would like a copy now then let us know.

The Selected Order Ledger Report can be run for a selected Cost Centre.

To give greater flexibility, substitute wording can now be entered for Priority, Net Rate, Dayworks and PC Sum.

In Enter/Amend System Variables (Program Defaults/Actions – Part 1), in the Print/Display Order Details frame 'Print any Order Notes beneath Heading on Page 1' has been added. If ticked then when Print/Display Order Details is entered that message in the Options frame will be ticked, otherwise it is not. Also added, but only on NHF contracts, is 'Print Short/Long or Both Descriptions (s/l/b)'. When Print/Display Order Details is entered that message in the Options frame will show this entry.

If on Enter Order Details, the system variables are set such that only Total Quantities are entered, then Amend/Delete Order Details (dimensions) instead of showing the dimensions will now only show the Total Quantity as well.

Amend/Delete Order Details (Dimensions) allows a code on an order that uses the dimensions of a previous code, to be changed such that it can have its own dimensions. A button shows with 'Allow dims to be entered for this Record', click this and you can then enter dimensions.



"I can't wait!"

It's amazing how quickly the year has gone by yet again and **I can't wait** to see what new technology is around the corner. I'm really looking forward to the launch of Microsoft's new operating system Windows Vista, which should be released early next year. We have a beta version installed on a PC here at our office and it looks great and very different to Windows XP. There will be new versions of Office for it as well. You may notice that there is hardware and computers being sold already that say Vista capable on them. Mark and myself tried a Global GX connection on it, but it would not work, but T.I.S will resolve this when the operating system is launched.

On a personal note, I'm a big Formula 1 fan and **I can't wait** for the new season to start, even though the season has just finished. With Michael Schumacher retiring from the sport and Fernando Alonso becoming world champion again, I also got to see him win his home grand prix in Barcelona, which was fantastic. I was so happy when Jenson Button won his first grand prix in Budapest at last. I'm really looking forward to next season with Fernando Alonso at McLaren and Kimi Raikkonen at Ferrari.

I wish you all a Merry Christmas and a Happy New Year.

steven@barcellos.co.uk



From WW V8.0 to V8.0e

Christmas!! Is it really that time of year again? Where does the time go, it only seems like yesterday that I was packing away the tinsel for another year.

Well looking back it has been a truly hectic year. Many of our workwear/linen customers have made the upgrade to the New Version 8, in which the menus were totally restructured to make our system very easy to navigate and use. We are now at Version 8e of the software which has even more little tweaks and bits added to make the system even more user friendly, so if you haven't made the plunge and moved to Version 8, then maybe you should add it to yours Santa's wish list?

So what's the New Toy on the block for everyone this year? Well just like the Play Station 3, everything comes to those who wait, and the Till System is certainly worth waiting for. This is really a must if you already have, or are thinking of having a shop front to sell your services to the General Public. This Till software will happily link into our system, or can be stand alone, with lots of features that record drop off's, collections, account customers, bonus point discounts for regular users, and lots lots more, forget the Play Station 3 and grab some Till software (while stocks last)!

Well must be off now to feed the Turkey, to make sure its nice and plump for the big day. May I take this opportunity to Wish You All A Very Merry Christmas and A Prosperous New Year.

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12 Months on

[By mark@barcellos.co.uk](mailto:mark@barcellos.co.uk)

So what has happened over the past 12 months?

From this



Over the past 12 months things have grown, not only my dog Harvey from a little puppy causing havoc to a much larger doggie still causing havoc but I would not be without him. He is now house trained and loves to play and go for walkies.

I have had him chipped so that we can use him to demonstrate our Global Workwear system using transponders... only joking.

To this



Barcellos has also grown by taking on a new support person to assist in the day-to-day support of our Workwear and Linen products. Our customer base has also grown this year with the addition of several new customers. Our software portfolio has also grown this year due to the completion of the Shop till module commissioned by Angorabesco of Jersey. This software can be run standalone or it will integrate with our Workwear/Linen products.

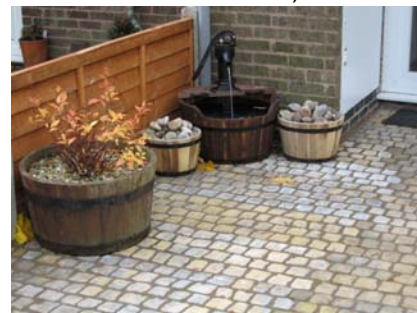
(The front is now complete including the old-fashioned water feature!)



Last year I completed my back garden with the help of one of our suppliers Wayland Timber Products Ltd. Well this year I gave the front garden a makeover with the assistance of Wayland Timber Products for the fencing, Rollings Builders merchants for the posts, gravel boards and building materials and last but not least EBay for the carpet stones (cobble) and the water feature. This has given me something to do when I managed to get some time off from work.

Oh and yes I actually got my first entire weeks holiday with no telephone calls when in Cornwall. Reception is really poor in that part of the country so if you need a place to go free of mobiles then Cornwall is the one, as well as the pasties and cream teas!!

In between the cobbles I have been updating all my Global 3000 Version 5 add-ons to work



with the new Global 3000 Version 6, as this is now the current version of accounting products that Barcellos is supplying. V6.0 has numerous features and benefits over V5.0. If you would like to see what they are please call for a demonstration.

Due to being busy I have yet to push hard the OneOffice3000 application but now my muscles are not being put to use at the weekends I will have the time to generate the interest that this product deserves, so watch this space.

I would like to take this opportunity to thank all of our customers for their support over the past 12 months and hope that they all have a very good Christmas and a prosperous New Year.



Light at the end of the Tunnel

Well from introducing myself as a newcomer to Barcellos six months ago, the time has just flown by and I feel as though I've been here forever, even though its only 15 months.

The Till system settled in nicely at its initial location during the summer and after a few weeks was installed at our Customer's busiest shop in Jersey. After a few hiccups and tweaks it is now settling down again, (my thanks to the two Sonia's from Madeira for their help and patience over the last six months). With their input additional features have been identified and added to the system.

I've now entered into the twilight world of Workwear and Multi Frequency... scary or what? Nick says there is light at the end of the tunnel. I'll believe it when I see it!

Christmas is still 5 weeks away and I've finished my shopping already – not bad for someone who usually only starts the week before. I'm looking forward to a few days in Prague in December. It's a magical place all year round but with its Christmas market, decorations and pilsner from 60p a pint, it's extra special at this time of year.

I wish you all a joyous Christmas (and you, Bah Humbug of Maidenhead – you know who you are :o), and a happy New Year. Hopefully a year that sees us all prosper and the Blades staying in the Premiership (well, I can dream!!)

Martin@barcellos.co.uk



New Kid on the Block New Kid on the Block

Hi, my name is James Goadby and I'm the new recruit. I have now been working for Barcellos for about 3 ½ months. It has been very enjoyable and yet very challenging. All the people here are really friendly, and have helped me settle in very well.

My job title is Software Support Technician. This involves helping customers with Workwear / Linen support. Also, when Nick or Martin update the system, I am getting involved with the testing aspect as well, ensuring that the software is released with the minimum of bugs or errors. In the future, when I have a better understanding of the system, I will be updating the manuals and providing an online help.

Now that you know what my role is within Barcellos, I thought I would let you know about myself. I support both Leicester City F.C. and the Leicester Tigers. I'm a Tigers season ticket holder, and go to every home game. Currently, I am a member of a local badminton club. I also like going to the cinema and the pub now and again in my spare time.

I look forward to speaking to you over the phone in the future.

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Branching Out

Having partnered with a Norwegian Software distributor, we saw our first Workwear and Linen installation in Norway take place in October, with a second to follow sometime in January. All the screens have gone through a translation routine and appear in the native language. We can even translate reports!

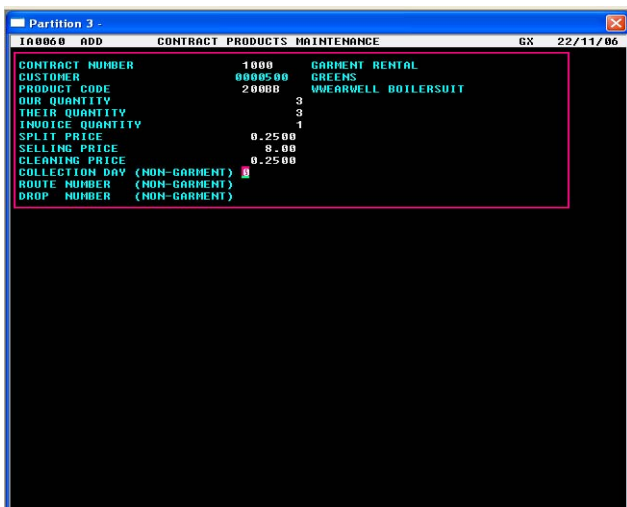
Thank you for all your positive feedback as we have rolled out version 8 over the past few months. Comments ranged from "I like that" and "Much better" to "At last – a decent menu" and "I can see a lot more data from the one screen now".

Martin will soon be fully certified in Workwear and Linen development, so expect many more changes next year, as we both continue to improve and add to the product line-up.

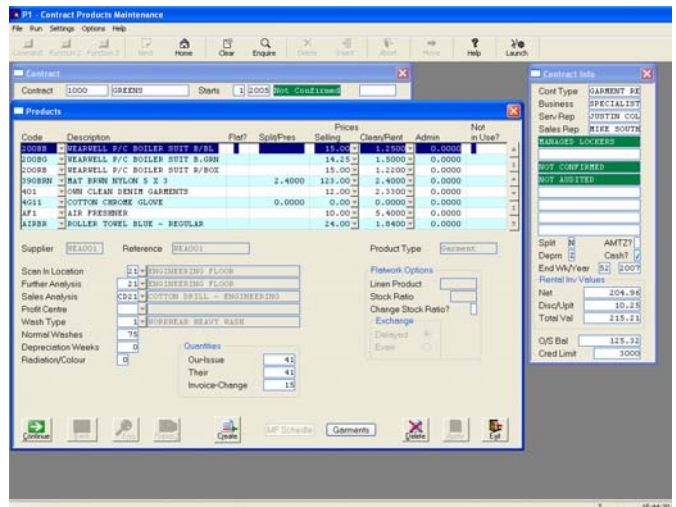


You may have seen this logo appearing on our letterheads recently, and next year will see Workwear and Linen dashboards integrating with the new Workspace environment. This will allow us real-time integration with any ODBC compliant data source.

I can't believe that there are still a few of you that haven't yet taken the plunge into version 8! Don't get left behind as the software moves forward next year.



Version 2 – Released in 1988



Version 8 – Released in 2006

That's how much it's changed!



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