

September Newsletter

[Join Our Webinar](#)

Learn how our new release can help you win more customers and keep existing customers happy with Q&A at the end.

September 26, 3:30 ET
[Register Here](#)

[In The Press](#)

iBE.net founders weigh in on tech across the web. Take a look at some of their recent articles below.

[“ERP In The Cloud Gives Old School A Stormy Forecast”
Tools Journal | 9/12/2013](#)

The gap is widening between legacy ERP and cloud ERP as traditional on-premise tools are shifting toward delivery of applications over the Internet. What happens to legacy ERP systems as the cloud takes over? iBE.net CEO Richard Minney weighs in.

[“Zoom In: How to Speed Up Sales by Narrowing Your Focus” NJ Tech Weekly | 9/11/2013](#)

Simon Hopkins shows tech startups how to find highly targeted, granular channels to more effectively reach potential customers.

[“Is the Cloud Really Less Costly Than On-Premise?”
Cloud Computing Journal | 9/4/2013](#)

Founder and CEO Richard Minney sheds lights on the hidden factors businesses need to consider when choosing between cloud and on-premise software.

[Tech Trivia: Famous Founder Edition](#)

Which famous founder is red-green color blind, influencing



An integrated, collaborative solution for running your business in the cloud

[Projects](#) | [Time](#) | [Expenses](#) | [Billing](#) | [Analytics](#) | [CRM](#) | [HR](#)

New, Enhanced, Improved

Running your professional services organization from the cloud just got even easier



Now, potential and existing customers along with your employees can be managed from the same system that professional services love to manage their projects, time, expenses and analytics from. At iBE.net, we are continually working to expand the functionality of our solution while enhancing the current applications to make it easier to use. We are excited to announce awesome new

features that we think the end user will find helpful and intuitive. Below is an overview of our improvements and additions, or click [here](#) for an in-depth description.

What's New & Improved



Expansion of CRM Scope

In this release we are supporting leads, prospects and opportunities. From suspects to customers, iBE.net can help you manage the entirety of your sales cycle, with detailed tracking, automatic lead scoring, and analytics.



HR Solutions

Our HR functionality has been expanded to include a number of new setup options, like absence types, employee types, compensation types and codes, salary plans, and more. This highly customizable module can be adjusted to fit specific requirements of your HR department.



Integration With Existing Systems

If you're currently using a system such as QuickBooks, Financial Force or SAP, iBE.net's Griffon release can seamlessly integrate so that won't have to change the way you do business. If you're curious about integrating an existing solution, just ask us [here](#).



Ticket Management

We've added an easy, streamlined way for customers to raise helpdesk tickets, and for your organization to immediately assign and collaborate around them. With increased process visibility and corresponding analytics, you'll keep your customers happy.

the color scheme of his/her company?

Which famous founder was the photographer at Larry Ellison's wedding?

Which famous founder was recently spotted on a New York City subway, wearing his company's latest tech gadget?

Which founder famously drove the same Acura for over ten years?

Click [here](#) to check out our newest blog post and scroll down for the answers



Enhancement to Current Modules

In Griffon, you'll find that management of time, expenses, projects and tasks has been made more intuitive and more flexible. We focused on enhancing the overall usability with the help of feedback from our clients.

New From Our Blog

Power or Pop: Have We Sacrificed Functionality for Usability?

Why are functionality and usability so often at odds in the tech world? In the enterprise software game, older business platforms focused solely on functionality with little concern for the steep learning curves they were creating. To correct for this, the current trend has been consistently toward usability with companies such as Salesforce and FreshBooks grabbing larger and larger market shares based largely on a reputation for being easy to use. The remaining question is: have we over-corrected?



[>>Why you shouldn't settle in finding equilibrium between functionality and usability](#)

5 Project Management Myths Debunked



Project management: too complex, expensive and cumbersome? Not so. Misconceptions about project management tools deter many organizations from evolving past basic spreadsheets to streamlined, cloud-based project management tools that give deeper insight into project status, efficiency and profitability. If your project management isn't collaborative, mobile and backed by useful analytics, you might be getting left in the dust.

[>>Learn how the cloud has revolutionized project management, making it accessible and beneficial for organizations of all sizes](#)

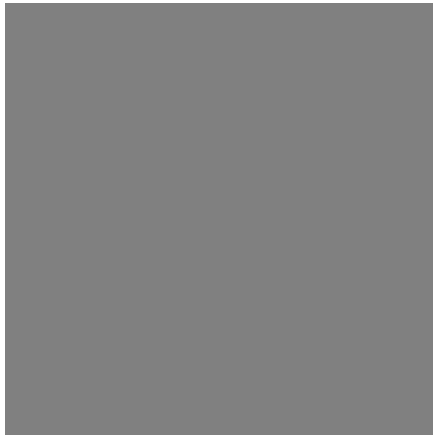
DCAA Requirements For Business & Accounting Software

Anyone in the US working for the Government has to satisfy Defense Contract Audit Agency (DCAA) requirements and Federal Acquisition Regulations (FARs). Sometimes, commercial organizations sub-contracting to other companies providing goods or services to the Government also have to meet these requirements. These regulations are complex, long and full of three letter acronyms. The good news is there are plenty of resources to help you meet such requirements.



[>>Understand how to fill DCAA requirements and what they mean for your business](#)

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