

accounting
integrators

EDI

BRAVO

SOFTWARE GROUP
e.Commerce

Internet

ASP

**Portable &
e.Solutions**



Table of Contents

Bravo Software Group...e.Commerce enablers	2
RemoteDesk	4
A suite of products for entering orders or invoices remotely, for direct posting to your central accounting system.	
RemoteDesk Administrator	6
A gateway located at your central office that integrates to and protects your accounting data.	
RemoteDesk Client	8
Create quotes or orders remotely on a laptop or PC.	
RemoteDesk Invoicer for Order Entry	9
Create quotes, orders and invoices remotely.	
RemoteDesk Invoicer for Accounts Receivable	9
Create open orders remotely using AR items and pricing, and post as an invoice directly to Accounts Receivable.	
RemoteDesk Customer	10
Connect your customers, giving them ordering convenience, while maintaining your security.	
RemoteCE	11
Empowers users of Windows CE/Pocket PC devices to process and send orders using simple e-mail or synchronization.	
RemoteDesk e.Commerce	12
Provides direct integration to your central accounting system from a web-based shopping cart.	
RemoteDesk Contact Management Add-ons	14
Integration to products such as GoldMine, ACT!, Maximizer, Contact Master and more.	
RemoteDesk ASP (Application Service Provider)	15
Takes the power of RemoteDesk and puts it into a pure Application Service Provider model.	
EDI-PAC/2000	16
Electronic Data Interchange integration for back-end accounting.	
Other Bravo Software Group products and Services	17

Visit our
website for
free
evaluation
versions of our
products!



Bravo Software Group

—e.Commerce enablers

Bravo Software Group continues to provide leading edge solutions for e.business & e.commerce that maximize the use of current technologies, while minimizing your costs.

Bravo Software Group has been developing integrated accounting solutions since 1985 and was the first company to provide Faxing, Remote Solutions and EDI integration to ACCPAC® Plus™ Accounting. We have won numerous awards, including the **ACCPAC International Windows Product of the Year Award** for RemoteDesk, the **VarBusiness Award** in North America for custom programming solutions, and were nominated for **Canadian Entrepreneur of the Year**.

Over the years, we continue to lead the industry in Windows development with our newest product, RemoteDesk

Beyond accounting experience

Bravo Software Group has integrated products distributed world wide for:

- **ACCPAC Windows**
- **ACCPAC Plus**
- **Great Plains Dynamics**
- **Adagio**
- **Simply Accounting**
- **QuickBooks**
- **and more!**

• e.Commerce. Our products and services will get you up and running, both on and off the web, with complete end-to-end integration from your back office accounting database to your corporate web site.

Let us show you how we can **dot.com** your business using our e.enabled products, services and dealer support network. In addition to making sure your web site

• integrates to your accounting system, we also have a team of dedicated professionals to help you design, create and publish your vision.

• **Bravo Software Group guarantees dependable, proven e.Business solutions, at affordable prices.**

• Our products capitalize on new technology and extend accounting into the electronic age with automated faxing, remote order/Internet processing & data capture/management to EDI integration. Our experience has given us a time-proven cycle of product development techniques from beta testing, documentation, quality testing, conformity testing, and user-friendliness, to service, support and upgrades.





Changing you to an e.business

What is "e.business"?

e.business represents the "digitization of business". While computing has been with us for over four decades, it has been used primarily as a crunching tool. Its main purpose has been data processing and warehousing. In the e.business world, the network and computing infrastructure becomes the driver of changes. These changes create a new environment for communication, interaction and transaction processing. Some quick examples of e.Business applications include drugstore.com, amazon.com, and E*Trade.

However, e.business goes beyond the web and some e.business applications may not even touch the web.

How do you get started?

You already have! By educating yourself, reading our literature, visiting our web sites, and contacting us so that together we can make it happen.

Making e.Commerce easy for you

e.Commerce is one component of e.business—the conducting of business on-line. **Components of e.commerce include:**

- ✓ electronic presentation of goods and services
- ✓ on-line ordering and payment processing
- ✓ automated customer account inquiries
- ✓ on-line bill presentation

Ways to implement e.commerce include:

- ✓ developing an interactive, database-driven, on-line catalog
- ✓ adding secure on-line ordering capabilities with electronic payment, real-time shipping, quotes and electronic receipts
- ✓ web-enabling billing statements for real-time presentation

Benefits of e.commerce include:

- ✓ increased order capacity and greater margins through streamlined processes
- ✓ improved customer service through providing customers "What they want, when they want it."

Bravo Software Group has specialized in these areas for 15 years. We have delivered software that takes new technologies and incorporates them into cost-effective methods of business automation.

RemoteDesk™

RemoteDesk is an internet and e-mail based e-commerce solution that allows you to receive orders, quotes or invoices from customers, sales staff, distributors or branch offices, for direct posting into your central ordering system, 24 hours a day. It is an efficient way to capture, process and manage sales orders from multiple sources.

This is electronic commerce made easy!

Benefits to your company:

- ✓ faster and more accurate order processing with no more re-keying of faxed or hand written orders, invoices and customer data
- ✓ bi-directional updating of items, current price lists, inventory quantities, order status, AR balances and much more
- ✓ improved customer service and lower overhead, through an accelerated order cycle
- ✓ reduced paper handling, inventory and labor costs
- ✓ the elimination of data entry errors by putting the responsibility of ordering at the source
- ✓ no more lost or delayed orders—order confirmations keep remote sources informed
- ✓ increased customer loyalty by helping them place orders easily, whenever they want

Who needs RemoteDesk? Businesses that...

- sell products
- have high order volumes that want to provide better service
- want to bring customers closer and manage order processing more cost-effectively
- have a sales force and want to send orders into the office automatically
- have distributors and retail chains who have multiple partners or resellers and a central distribution warehouse
- have regional branches that want to do their own order processing, yet keep all accounting records centrally at head office

**RemoteDesk
continuously
evolves to
contain the
latest features
and add-ons
to satisfy
diverse
markets, so
that you can
stay connected
on your terms.**



RemoteDeskTM at-a-glance

RemoteDesk Administrator



Central Office Accounting Data

Orders, invoices, customers, ship-to addresses,
credit card information



red Data has errors. Check and resend if necessary.

yellow Data contains invalid ship-to, customers, or item locations. Check before posting.

green Data verified and checked. Ready for posting.



Items, quantities, customers, A/R balances,
ship-to addresses, order statuses



Sales Reps



Branch Offices



Customers



World Wide Web

Remote Modules:

RemoteDesk Client
RemoteDesk Invoicer
for Order Entry
RemoteDesk Invoicer
for Accounts Receivable
RemoteDesk Customer
RemoteCE for WindowsCE/
PocketPC and WAP Technologies
RemoteDesk e.Commerce
RemoteDesk
Contact Management Add-ons

Input Devices:

Laptop
PC
Scanner
Mobile Phone
PocketPC Device

There are **6 ways** to get data to the RemoteDesk Administrator:

- 1. Network:** use RemoteDesk as a quick order entry system on your Network. Each user has their own client copy, where they can customize the input screen, and the RemoteDesk Administrator organizes the incoming data for posting
- 2. RemoteDesk Client:** sales reps or branch offices create quotes and send orders to head office using e-mail
- 3. RemoteDesk Invoicer:** sales reps or branch offices can create quotes, and send orders and invoices for updating order entry or accounts receivable
- 4. RemoteCE:** sales reps use a Windows CE/PocketPC device to place orders for sending back to head office via e-mail or cradle synchronization
- 5. RemoteDesk Customer:** customers send in orders with 24-hour convenience using their laptop or PC, for direct processing at your head office
- 6. RemoteDesk e.Commerce:** internet surfers and customers order through your on-line web-based shopping cart system for back-end posting

**Experience
the next best
thing to being
fully on-line,
without the
costs!**

RemoteDesk™

Administrator

Controls the flow of data using e-mail technology, maximizing your system while minimizing your costs.

The **Administrator** will efficiently manage any number of remote sites. It is the traffic controller of remote sourced data, monitoring and protecting the flow of information into and out of your accounting system.

- ✓ Its direct interface to accounting eliminates the errors experienced with rekeying
- ✓ You can set up remote sites in minutes by downloading pre-defined templates and configurations
- ✓ It handles high volume ordering and automatically keeps remote sites informed with updated price lists, items, quantities, order status, and customer profiles
- ✓ It maintains user-definable tables such as ship-to addresses, salesperson, territory, ship-via and more
- ✓ Simple multi-site management of communication and file transfers
- ✓ Send data with confidence, utilizing built-in data security with private key encryption & compression unique to each and every site
- ✓ Add-ons for contact management systems such as ACT! and GoldMine complete the sales force automation cycle

Communication

RemoteDesk Administrator

communicates with all sites via e-mail on the Internet using SMTP/POP3, MS-Exchange Mail or Lotus cc.Mail type systems.

It sends all data, including configuration information, to the remote client so they can be fully operational within an hour. You select what type of remote they are—customer, branch or sales rep—and this will determine what type of data they will receive. It also

- determines what fields they can access at data entry.

- Data is then automatically shared and quickly updated to all client sites from the central office by e-mail transfer, keeping the client informed of shipping progress and invoicing. In addition, you can send any unrelated files such as budget spreadsheets, or word processing documents to your remote clients, providing even more flexibility.





Unique advantages:

- **Use your existing hardware.** RemoteDesk runs on any 32-bit system such as Windows 95/98 or NT Server with a modem. No special server or firewall is required.
- **Use your existing Windows Exchange and Internet e-mail connections.**
- **No additional e-mail box or connections required.** The only thing RemoteDesk requires is that all users have their own e-mail address. It will only retrieve e-mail specific to RemoteDesk, all other files are left alone. RemoteDesk is MAPI compliant and can even work with products such as Lotus cc.Mail and Outlook.
- **No Internet delays or line dropping.** All relevant data resides on your PC. Recall quotes, check order shipping status and enter new information instantly.

Benefits of batch mode

- **Maintain complete control over the accounting data.** The data is brought in safely through RemoteDesk where you can check it, post it, and back it up BEFORE you send it to your live database for posting. Nothing gets through unless you want it to.
- **Batch mode processing is perfect for short burst connections.** Take advantage of off peak transfer times for cellular or long distance calls. Send 50 orders in under 2 minutes.
- **No corporate security risk.** By keeping data secure and offline, there is virtually no exposure to external hacking.

- × **No expensive firewalls**
- × **No security issues**
- × **No special hardware**
- × **No special technical staff**
- × **No exposure to accounting data**
- × **No dedicated connections or lengthy log on times required**

No Risks
with our 30 Day
Money Back
Guarantee!

RemoteDeskTM Client

Bring your users 24 hour ordering convenience while eliminating costly data entry errors.

RemoteDesk Client is a full order entry and quote system that synchronizes head office data such as customer, inventory and pricing, including shipping status and account balance, with a central database for 24 hour a day ordering convenience.

- ✓ Speed up data entry by 90% using pre-set defaults, templates, custom order screens and archived orders
- ✓ Create sales quotes, recall them later and turn them into orders. Archive orders for use as standing or blanket orders for quick recall and modification
- ✓ Add new customers and ship-to addresses "on-the-fly" at order entry time
- ✓ Order items by item code, partial description, or a scroll list.
- ✓ View customer profiles on the road, check previous quotes, and access current order statuses instantly
- ✓ Send contacts and sales orders to head office without any re-keying

"Lets you keep inventory and accounts receivable at a central location, while giving your remote offices an effective way to process orders or invoices for easy updating at head office."

Rob Alstrin, Augustan Wine Imports

Connect sales reps and branch offices easily!

Every remote user has a remote client version of RemoteDesk that contains data and parameters that were downloaded to them at set up time.

Sites do not require any other accounting software modules, saving thousands of dollars in software, setup and training.

- Set up is as simple as entering an e-mail address. Orders and data files are sent as e-mail attachments by RemoteDesk, after they have been uniquely encrypted and compressed for each site to ensure data security. Only new orders and, if applicable, customer and ship-to records are sent back to the head office for processing.



RemoteDesk[™] Invoicer

for Order Entry

RemoteDesk Invoicer enables your sales reps or branch offices to invoice at their site, and update head office accounting with the details. **A great product for...**

- **Companies with branch offices who need to sell stock and invoice at their location**
- **Sales reps who carry stock, or sell stock on a shop floor**

Expedites Sales

Processes

- ✓ Prints invoices on-site
- ✓ Automatically posts invoices and new customers to head office accounting
- ✓ Automatically depletes inventory at head office
- ✓ Provides a handy reference of all customer invoices
- ✓ Easily converts standing & blanket orders to invoices

for Windows

Accounts Receivable

Allows users to create orders, and convert them to invoices for direct posting to ACCPAC Accounts Receivable for Windows. **A great product for...**

- **Companies who want the ability to produce an order, but don't need the complexity of Order Entry or Inventory Control**

Discover

Order Entry Power for your AR

- ✓ Direct importing of invoices into head office A/R eliminates the need to re-key
- ✓ Automatically updates the "Remote" with customer, balance and item pricing
- ✓ Create new sales orders and complete invoices while on-site
- ✓ Recall purchase history and pricing for quick re-order and easy monitoring of trends

Turns your laptop into a portable office.



RemoteDesk™ Customer

Lets customers e-mail you orders 24 hours a day, and puts the power where it belongs—with the customer. **A great product for...**

- **Companies with customers who currently order products by phone, fax or e-mail**

Empower customers

- ✓ Provides your customers with the ability to place orders from their computer 24 hours a day, without the hassles of “being logged on the net”
- ✓ Easily updates customers with A/R balances, items, quantities, order status and prices specific to them
- ✓ Provides on-site order tracking, maintenance and the printing of orders and customer details
- ✓ Automatically posts orders to a central office without rekeying or faxing
- ✓ Automatically depletes the inventory at head office, without data re-entry or order processing delays
- ✓ Accepts order numbers from the remote location or re-assigns them at head office
- ✓ E-mail transfer saves money on long distance phoning and faxing

.....

“Customers want convenient ordering—RemoteDesk can provide your customer with a simple way of sending you orders 24 hours a day, just by using their e-mail. RemoteDesk Customer updates inventory items, A/R account balances, special pricing and order statuses automatically, AND posts orders directly into the accounting system.”

.....

Mike Burch, BurCom Consulting Ltd.



Increase customer loyalty, improve customer service, and reduce overhead, all through timely order processing and 24 hour convenience.

RemoteCE provides access to corporate customer data and item pricing on a PocketPC device. Complete portability ensures that critical customer information and sales order updating is only an e-mail away. RemoteCE gives busy sales reps **the power of ordering right in the palms of their hands.**

Complete portability plus...

- ✓ Lets you place orders quickly on your PocketPC with 24 hour a day convenience and complete portability
- ✓ Prints using portable printers (IrDA) so sales reps can leave customers with order copies
- ✓ Update via e-mail using a modem or PCS digital cellular phone and eliminate the need for cables and 'on-the-road' hook-up; or synchronize back at head office using the cradle
- ✓ Automatic posting of orders to a central office without rekeying or faxing
- ✓ Automatically depletes the inventory at head office—no need for re-entry or order processing delays

Puts the power of ordering right into the palm of your hand.

Off-line ordering saves you time and money!

The screenshot displays two overlapping software windows. The 'Order Header' window on the left contains fields for 'Order No.' (100), 'Customer /ST', 'Sales ID' (dropdown), 'Reference', 'Order Date' (7/10/00), and 'Comment'. It has 'Details' and 'Exit' buttons. The 'Order Detail' window on the right shows 'Order No.' (0) and 'lines: Lines:'. It includes a 'Select item' dropdown, 'RDITEM.ITEMNO', 'Quantity' (0) with 'Each' unit, 'SRP EM.PRICE', 'Disc \$' (0.00), and 'ORDDTOT'. It features 'Insert', 'Delete', 'Print', 'Header', and 'Done' buttons.

Inquire about our custom PocketPC programming services.



RemoteDesk™ e.Commerce

RemoteDesk provides an affordable leading edge solution, so you turn today's technology into your competitive advantage—without breaking the bank.

e.Commerce, or conducting business on-line, includes buying and selling products with digital cash and/or Electronic Data Interchange (EDI).

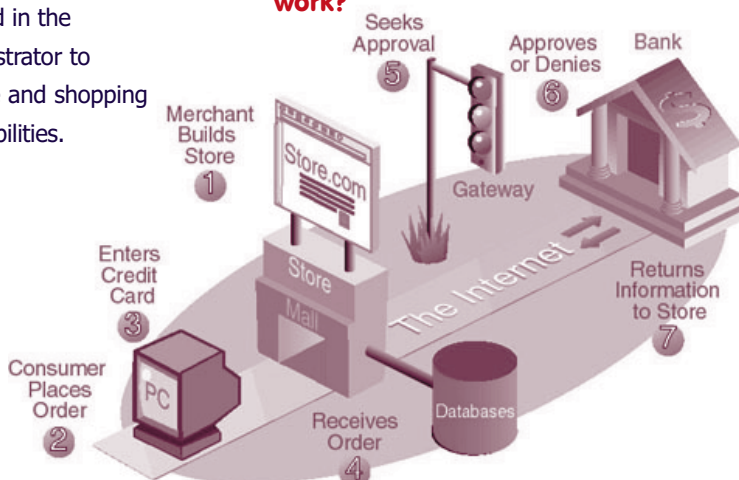
RemoteDesk e.Commerce takes remote source ordering one step further by offering inexpensive integration to any web site with shopping cart capabilities. RemoteDesk e.Commerce takes the data from your web to your back office accounting system. **This guarantees system security and the integrity of your live data!**

Full e.commerce functionality with:

- ✓ Integration to your back-end accounting from ANY third party shopping cart or hosted system, giving you automatic posting of orders to a central office, without rekeying or faxing
- ✓ Allows visitors and existing customers to place orders on the net 24 hours a day
- ✓ Provides a seamless fit for your internally managed web-based B2C customer shopping
- ✓ Two-way integration supports outbound data such as customer profiles and item price lists, and inbound data such as orders and new customer profiles

How does RemoteDesk e.Commerce work?

A feature is activated in the RemoteDesk Administrator to provide e.Commerce and shopping cart integrated capabilities.



Once the order processing cycle has completed on the web site, RemoteDesk then polls the web or e-mail system for orders for direct posting into your back-end.



Getting **on-line** is **easy!**

Three easy ways to get on-line:

1. Set up a simple HTML form that lists your products and their prices and captures the order in ASCII format. RemoteDesk e.Commerce then takes the file and prepares it for direct posting to your accounting system. (Visit www.bravosw.com/order.htm for an example)
2. Use one of our approved ISP's with shopping cart facilities and have RemoteDesk poll the orders for back office processing. (Visit www.bravosw.com/rdshop.htm and go through our live store)
3. Take your existing HTML or shopping cart output, and use RemoteDesk to post to your back-end accounting system

**End-to-end
integration
improves your
bottom line by
increasing
your revenue
and
decreasing
your
overhead.**

Why

select the **Bravo Software Group** solution?

That's **Easy...**

- ✓ For over 15 years we have continued to provide leading edge solutions at cost-effective prices
- ✓ We have extensive, in depth knowledge of the technology, the services, e.Commerce, accounting systems, HTML, JAVA, ActiveX, XML and the internet
- ✓ Top quality, priority technical support
- ✓ RemoteDesk serves as the hub for all remote back office integration which allows your sales reps, branch offices, or customers to use laptops or handheld devices-**in addition to the web!**



The
possibilities are
endless!

RemoteDeskTM Contact Management Add-ons

Completes
the sales
force
automation
cycle by
providing
CRM
capabilities.

RemoteDesk is
Goldmine
and ACT!
authorized

In addition to RemoteDesk Client, each sales rep can also have a contact management add-on, to provide easy access to your contacts, with the direct accounting interface you need. Complete sales cycle management lets you increase sales and maximize your productivity!

Creates **professional quotes** easily

- ✓ Automatically create quotes using your Contact Manager contacts and prospects
- ✓ Always have up-to-date items, quantities, pricing, discounts and AR balances
- ✓ Quick search by contact, order date or reference
- ✓ Ability to maintain original quote pricing or allow for refresh

Automatically **converts quotes** to orders

- ✓ Automatically turns your quotes into orders, without retyping
- ✓ Conveniently send orders 24 hours a day via e-mail to head office for processing
- ✓ Maintains a constant status of your customers' orders
- ✓ Saves on long distance charges by sending orders via e-mail

Integrates to head office **accounting**

- ✓ Automatically posts orders to head office accounting
- ✓ Eliminates rekeying, faxing, and lost or delayed orders
- ✓ Improves customer service through speed and efficiency

Free 30-day
trial included
with the
product!



RemoteDesk[™] ASP

Takes the power of RemoteDesk and puts it into a pure Application Service Provider model.

What is an ASP?

An ASP is a third party firm which deploys, manages and remotely hosts a pre-packaged software application (such as RemoteDesk) via a centrally located server in a 'rental' or 'lease' business model. The ASP performs the implementation, integration, controls the data center and provides continuous, uninterrupted connectivity and support. The ASP manages the client relationship, acting as a complete end-to-end solution provider.

Quotes Orders Invoices...

RemoteDesk ASP can provide global integration of your business documents from external sources such as your sales force, registered customers, branch offices and dealer networks.

RemoteDesk ASP automates the sending of information back to the central site in the form of reports or data files to be updated to your accounting system at your location, or on the ASP. This approach will provide complete end-to-end business integration, with minimal expense, expertise or costly technical staff.

All for posting to popular back-end accounting systems such as:

- ACCPAC
- Great Plains
- Adagio
- Simply Accounting
- QuickBooks
- and more!

Eliminates time delays, keying errors and ensures complete accuracy from both the operational and setup perspective.



EDI-PAC™/2000

EDI-PAC/2000 is an Electronic Data Interchange document management system that provides simple to use menu functions to operate EDI communication, translation, and integration to your accounting system. This includes:

- ✓ Real-time or batch posting of EDI orders (850's), invoices (810's), order confirmations (855's) and debit/credit adjustments (812's) directly to your accounting system, to update your inventory, orders, invoices and purchase orders without re-keying!
- ✓ Simple menus for inbound/outbound communication, translation, and posting
- ✓ Seamless integration between your EDI translator and your accounting data
- ✓ User-definable translation tables for item numbers and ship-to-codes
- ✓ Direct reading from your accounting system for easy trading partner selection
- ✓ Automatic distribution of items headed for multiple ship-to destinations (SDQ's) to a single purchase order
- ✓ Automatic or specific order numbering
- ✓ Special tracking and audit features to prevent duplicate processing
- ✓ Integration to any translator with mapping functionality or web based/XML systems

www.bravosw.com/edi2000.htm

Summary of steps to setting up EDI

1. Identify the Trading Partner
2. Select Communication Method and VAN (Value Added Network)
3. Select communication, translation and accounting integration software
4. Integrate to your back-end accounting (i.e. EDI-PAC)
5. Set up your Trading Partner
6. Establish Trading Partner Mapping
7. Test the Setup (the software, the communications scripts, and the modem with the VAN and mailbox)
8. Start Live Processing, monitoring the data and making any necessary adjustments.

Bravo Software Group have been providing EDI solutions since 1990, making EDI-PAC/2000 one of the most powerful integrated products on the market.



Bravo Software Group Products & Services

ACCPAC Plus Integration

ACCFAX— Easily fax all of your invoices, statements, orders, order confirmations, quotes, collection notices and more. www.bravosw.com/accfax.htm

Remote Order Entry— Lets head office receive and post orders, invoices or credit notes from branch offices or sales reps that use ACCPAC Plus.

www.bravosw.com/remoteoe.htm If you are looking for a Windows product, take a look at RemoteDesk, which works with Plus and Windows.

EDI-PAC— Provides seamless integration to transactions such as purchase orders, invoices, order confirmations, orders, shipment and billing notices, and many more. Combined with your EDI translator, it is the premier solution for EDI and ACCPAC Plus.

www.bravosw.com/edipac.htm For a Windows version, see EDI-PAC/2000.

Shipping Management Link— Seamless integration to an external manifest shipping system eliminates rekeying errors and operational delays.

www.bravosw.com/shipml.htm

Services

Custom Programming— BSG offers in-depth experience in developing solutions for electronic commerce, Electronic Data Interchange and accounting integration. Join companies such as Pitney Bowes, ScotiaBank, Toronto Dominion Bank, McCain Foods, Snapple Beverages and more, who depend on our software to keep them automated.

Web Design and e.Commerce integration— We take you from the front end of your customer, to the back-end of your accounting system. Our design team can create the look you want to present to the world, and connect your company, customers and staff, cost-effectively.

EDI Integrators— As EDI consultants and solution providers since 1990, our experience has grown to a network of professionals worldwide, to ensure that our software continues to improve and satisfy real life business encounters.

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**Bravo
Software
Group—the
number 1
choice for your
e.business!**



accounting
integrators

Our family of
products
continues to
expand to
ensure you
keep ahead of
the ever
changing
marketplace,
and your
competition.

Software for the new era!



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Get to know us...

- ▲ www.bravosw.com – Master Bravo Software Group Website
- ▲ www.bravosoftwaregroup.com - Master alternative name
- ▲ www.remotedesk.net – RemoteDesk suite of products
- ▲ www.remotece.com – PocketPC/Windows CE add-ons
- ▲ www.timetrakr.com - PocketPC site for timetrackr products for AR and PR
- ▲ www.ec-bravo.com – BSG site dedicated to electronic commerce and EDI education
- ▲ www.edipac.com or edi-pac.com– Electronic Data Interchange
- ▲ www.goldminequoting.com – BSG site for GoldMine add-ons
- ▲ www.buy-ebooks.com - BSG bookstore
- ▲ www.bravobucks.com - BSG net money earned from software, book, CD purchases etc. that can be used for BSG software purchases
- ▲ www.ifyoucanimagineityoucanhaveit.com – BSG programming and website design
- ▲ www.mystepingstones.com or my-stepping-stones.com – Unique site to help you design and track your personal goals
- ▲ www.global-evolution.com – This will excite us all when it is ready!