

Lodge-ical News – January 2006

Paul and I hope each of you had a happy holiday season. We wish everyone a Happy New Year that brings you much success and good health.

Many of you have expressed an interest in our version 7.0 upgrade. We have begun to take names of those clients who are interested in receiving the upgrade. This newsletter will focus solely on the upgrade and what value it will bring to you.

Version 7.0 Overview

This version of Lodge-ical is considered to be a “major” release. It has been rewritten in the latest version of Microsoft Access. During the rewrite process, we have streamlined our coding procedures and added many new enhancements.

We have added many new features to the Client module. Based on your feedback, some of the enhancements include the ability to a) attach a photo to each client, b) differentiate between a client and a sub client (a sub client is defined as a member of a reservation who will not receive any mailings but who is important enough to start tracking Personal Data), c) record follow-up dates for each correspondence record that you add to the correspondence log, d) view an “Upcoming Follow-up” list that will be displayed to you upon opening up Lodge-ical (showing you all follow-ups required for the particular date).

Our reporting process has been enhanced to allow you to select report sort orders and date criteria. Our archive process has been retooled to allow you to easily archive any prior reservations but to still have the full ability to print any historical report.

Our Trip Fees section has been completely rebuilt to give you the flexibility to set up to 4 different taxes, 2 different fees, and one gratuity calculation method for each of your rates. Additionally, you can set different deposit calculation methods for each of your rates (for example some of you require a 50% deposit for your summer trips and a \$500/per person deposit for your hunting trips).

Our Store Inventory module has been enhanced to include an inventory system for store and bar items. Also included is the ability to track inventory orders and remind you when quantities are low.

Version 7.0 Rollout

We are working on the release based on a modular approach. We have completed the Outfitters version (Clients/Reservations/Activities/Employees and related reports). We are scheduled to complete the Guest Ranch/Lodge version by the middle of February (the Outfitters version plus Room Assignments, Personal Data, Store and Bar Inventory). We are scheduling the Wingshooting version to be complete by the middle of March (the Guest Ranch/Lodge version plus Memberships, Gamebird Inventory, Detailed Wingshooting activities, Prepaid Birds). Any client who has custom modules built into their version will get the lowest priority as we will give our core versions first priority. If you are unsure of which version you have, please ask us.

Version 7.0 Pricing

Outfitters version 7.0 upgrade - \$185 (includes a \$75 yearly maintenance and support fee)

Guest Ranch version 7.0 upgrade - \$375 (includes a \$150 yearly maintenance and support fee)

Wingshooting version 7.0 upgrade - \$450 (includes a \$180 yearly maintenance and support fee)

Version 7.0 Maintenance and Support Agreement

Version 7.0 will be our first version of software where we introduce a yearly maintenance fee. As you all know, up to this point, our maintenance and support has been complementary. We will be investing your maintenance fees to a) continue to support your phone/email requests, b) provide releases on a more frequent basis which would include periodic bug fixes and minor enhancement requests, c) continue to work on new product features and modules. At the beginning of each year, you will be invoiced to renew your maintenance agreement.

Version 7.0 Ordering

At this time we are taking names of those interested in upgrading. Your version of Lodge-ical will dictate the estimated delivery date. The first quarter of every year also our busiest time of the year for new clients and trade show visits. However, as has always been our practice, we will work on a first-come, first-serve basis.

Version 6.0 and Lower

Although we hope everyone takes advantage of our new release, we will not require you to upgrade to version 7.0. If you choose to stay working with your current version of Lodge-ical, please understand that a) we will fix discrepancies as they come up and b) make any changes to your guest correspondence (i.e. inquiry letters, confirmations) at no charge. We will not be adding any new functionality to version 6.0. All enhancement requests will be billed back to you at an hourly rate.

Lodge-ical Internet Version

At this time our internet version of Lodge-ical is on hold. Over the past 2 years we have worked with 2 developers. Neither of them produced a product that we feel is worthy of using. As a reminder this is not an online-booking tool. This is the ability to actually use Lodge-ical over the internet from anywhere in the world simply by opening up your Internet browser and typing in an address. Many of you have expressed an interest in this version. We will keep you posted with our progress.