



In This Month's Newsletter...

- A Word From Charles
- Service Dealer Awards
- Windows 7 End of Life
- FarmAds Integration
- BAGMA Connect
- 2020 Training Courses
- Social Media
- Stay in the Know

Catalyst Users Win Big At Service Dealer Awards 2019

This month saw Catalyst return to the annual Service Dealer Conference & Awards as one of the Gold Sponsors of the event. Held at the Oxford Belfry, the event is always a staple in the horticultural and agricultural calendar and a great way to award those in the industry for their achievements throughout the year.

Throughout the day a range of speakers took to the stage including Catalyst friends Bob Clements and Sarah Hey of Bob Clements International. As the days events come to an end guests are then invited to the evening's awards ceremony, where awards are given to those that have stood above the rest in the industry throughout the previous year.



Catalyst would like to congratulate all of the dealerships and staff members that were nominated for and won awards on the day. The evening saw wins from multiple Catalyst customers including MKM Agriculture LTD who took home the 'ATV/Quad Dealer of the Year' award, as well as Ifan Davies of Arwels Agri Services who was named 'Apprentice of the Year'.



The Catalyst Team were also on hand to present the Catalyst-Sponsored 'Star of the Dealership Award', won by John Rowland of the Turney Group.

As always, thanks to all at Service Dealer for another impressive and well-run event. A special thanks to those who also came to visit us at the event, as well as those dealers who attended the event with us. We're already looking forward to 2020!

A Word From Charles...

It has been a very busy couple of months since I last wrote in the newsletter with both new customers and the joys and delights of MTD still keeping us occupied! We have expanded the support team with Rob joining us to help provide you with the support that you need. Platinum is a very powerful system and in the early stages, there are challenges to be overcome in learning how to carry out your day-to-day tasks in the easiest possible way, but also understanding the bigger picture and how what you do up at the sharp end impacts on others further down the line. Processes and procedures might in some instances appear to be more involved than they need to be, but there will be reasons for following the path laid down to gain benefits for yourself and for the business overall. There is a balance to be struck between spending all your time doing administration of the computer system and actually doing your job! From a Platinum perspective, there may be ways to speed up a process or procedure using macros and buttons – if you are always clicking on the same things to carry out a task, then it may be possible to turn this into a macro and create a button for it so that it becomes just one click! The knowledge base has some articles to help you with setting up macros and buttons.



We are adding features to Platinum Online so please keep yourself abreast of developments via either the website, the news feed or from Help, Software Support from inside Platinum itself. Sales Prospecting functionality has been added so that you can search for prospects and add contacts and media to them from your mobile device. In the Technician Activity, you can allow the technician to add a job to account for the emergencies and unforeseen problems that they have to deal with. Further updates are on the way.

At the risk of repeating myself, please also make sure that you keep your system up to date with the latest Platinum releases. Updates and modifications are being released regularly once they have been tested and checked, and it will benefit you greatly to keep your system up to date. Use the "Help", "Software Support", "What's new in Platinum" area from the taskbar in Platinum itself to see what has been released. You can also download a programme update at any time from "Help", "Software Support", "Download latest version" or from the website. Just remember that everyone has to be logged out to run an update.

As ever, Your Success is Our Priority.

Windows 7 End of Support - 1 Month Remaining

There is now only just over 1 month to go until Microsoft end support for the Windows 7 operating system. Whilst PC's running Windows 7 will still function, there will no longer be updates or patches released for the operating system meaning that bugs and virus vulnerabilities will not be fixed by Microsoft and updates will not be available, leaving your valuable information open and vulnerable to attack.



In order to decrease your systems vulnerability it is highly recommended that businesses running Windows 7 operating system upgrade before the January 14th deadline.

As a valued Catalyst customer, we want to help you reduce any possible vulnerabilities within your company's data. We will provide you with a free no obligation consultation about how this change may affect you, and the options you have to avoid these vulnerabilities after support is ended. This will involve either a simple software upgrade for newer PC's or for older PC's a full hardware upgrade may be advisable.

For your free consultation please contact our sales team who will talk you through all of your options and answer any questions you may have about this subject.

"Your Success is our Priority"



Platinum Integration - FarmAds

Platinum users in the Agricultural and Horticultural trades can now feed their machinery stock directly to Farmers Guide's 'FarmAds' machinery advertising website.

Using the 'Unit Sales' module, dealers can now list their machinery to FarmAds, among many other e-commerce sites, within seconds directly from your Platinum system, broadcasting your machinery to thousands of potential new customers.



For more information on how to add this feature to your Platinum system, please contact our sales team who will be happy to help.

Social Media

Follow us on Facebook or Twitter to keep up to date with all the latest Catalyst news and updates, whether that be Platinum software updates, or general Catalyst related news. We also have a range of tutorial videos available on our YouTube channel, so take a look!

www.twitter.com/CatalystDMS

www.youtube.com/CatalystDMS

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BAGMA Connect Meeting - Bury Transport Museum

This month the sales team attended the BAGMA Connect Meeting, held at the Bury Transport Museum on 26th November. The main focus of the day was discussion on digital marketing and cyber security in the agricultural trade. Discussions were also had on other subjects such as HR legislation and health and safety. The day was then rounded off with a tour of the museum and a chance to chat and network with other agricultural professionals.

The Catalyst team would like to thank BAGMA for putting on this event and inviting us along to take part in the discussions that were had throughout the day.

For more information on what BAGMA can offer your company visit www.bagma.com



2020 Training Courses Now Available!

As we approach the new year, now is the perfect time to gain a little extra training in using your Catalyst system. Whether it's training new staff ready to get up and running in the new year, or learning about new features which will help your business grow even further in 2020, there's a Catalyst training course for you!

Our Catalyst training courses cover a wide range of aspects of the Platinum system, from workshop management and vehicle sales, through to accounts, customer retention and so much more.

Our full list of 2020 training courses have now been released, here are just a few we have coming up at the start of the year.

Stock Control in a Day

Tuesday 14th January

Report Generator - So Simple

Tuesday 4th February

Logistics in a Day

Tuesday 25th February

Customer Retention Centre

Tuesday 21st January

Vehicle Sales in a Day

Tuesday 11th February

Stock Control in a Day

Tuesday 17th March

The Joy of Accounts

Tuesday 28th January

A Guide to Workshop Control

Tuesday 18th February

The Joy of Accounts

Tuesday 31st March

COURSES GO FAST SO BOOK YOURS TODAY!

MERRY
CHRISTMAS FROM
EVERYONE AT
CATALYST

"Your Success is our Priority"

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