

## Successful Start to the Year at LAMMA

Before the dust could even settle from the Christmas Holidays, agricultural machinery dealers from around the world were turning their heads towards the annual LAMMA Show. Two days of impressive agricultural machinery, amongst hundreds of other displays lay ahead for all attending the show, held at the Birmingham NEC.

After an extremely busy year exhibiting in 2019, the Catalyst Team couldn't wait to return for what promised to be an exciting and productive show.

Needless to say we were not disappointed. As soon as the doors opened at 8:30am on Day 1 the visitors began flooding in, and from there it was all systems go for the next 2 days!

It was great to see once again another extremely busy event, and it's easy to see why LAMMA is such an important event in the British agricultural calendar.



## Microsoft Officially Ends Support for Windows 7

Throughout the past 6 months we have been counting down to the date on which Microsoft will officially end support for their Windows 7 operating system. This deadline has now passed, therefore it is suggested any businesses still running hardware still using on this operating system upgrade as a matter of urgency.

Whilst PC's running Windows 7 will still function, there will no longer be updates or patches released for the operating system meaning bugs and virus vulnerabilities will not be fixed by Microsoft and updates will no longer be available. This may leave your valuable information open to attack or theft.

With the recent introduction of GDPR, businesses also risk receiving large fines should their customer data end up in the wrong hands. Business insurance may also be affected, should your company fall victim to a virus whilst using an outdated operating system.

As a valued Catalyst customer, we want to help you reduce any possible vulnerabilities within your company data. We will provide you with a free no obligation consultation about how this change may effect you, and the options you have to avoid these vulnerabilities.

For newer PC's a system upgrade may be all that is necessary, however for older machines a complete replacement may be required.

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 change.



# Windows 7

## A Word From Jeff

Big news, momentous times, it's farewell to the EU and a brand new deadly virus from the East. Happily neither of which impact Catalyst or our customers just yet. Right now we continue to push hard to make the everyday work for our valued customers and partners easier day by day.



Another great month here for software development with many projects being released and others reaching pre-release testing. A key area to watch out for is Platinum Online, where we have prospecting already released and follow up ideas already in testing including the ability to add prospects. Many of our customers are still not taking advantage of the benefits from Platinum in the pocket on smartphones & tablets. We have big plans for this already incredibly useful area of our software. Feedback for V2 has been great but there are still some of our clients who are not yet using Platinum Online, despite the fact that the first licence is completely free!

Also, watch out for new supplier price files available, and tighter linking to supplier systems. There's lots new in the pipeline especially for the Agricultural and Horticultural sectors.

We can now offer Linux servers as well as Windows servers. We now have the benefit of the two routes and can recommend which is best based on the requirements of individual businesses. Catalyst's own copy of Platinum is now running on a Linux server. From my stand point as a user, there appears to be no difference other than the fact that it's quicker than ever even though I confess to be still using an aging Windows 7 PC which is scheduled for retirement in days. There are however compelling reasons for individual businesses to go one way or the other (Windows server or Linux) and it puts us in a great position to be able to recommend and provide what we feel is most beneficial based on individual company requirements.

On the subject of Windows 7. Catalyst are currently in the midst of upgrading or replacing hundreds of Windows 7 PC's, including my own. If you still have any, or dare I suggest even older operating systems (Yes "XP" still lives in a few dark corners) please consider upgrading to reduce the risk of your valuable company data. This is all made more urgent by word from many insurers that they will not cover the risks posed by out of date software.

Happy new year to all, as ever "Your success is our priority", we mean it!



**Granite House, 58 Loughborough Road, Mountsorrel, Leicester, LE12 7AT.**

**Tel - 0116 230 1500 • Email - [sales@catalyst-uk.com](mailto:sales@catalyst-uk.com) • Web - [www.catalyst-uk.com](http://www.catalyst-uk.com)**



#### 'Same, Deutz Fahr' Manufacturer Price File

Manufacturer price files are an integral part of our system. The addition of a file to your Platinum system ensures that any parts purchased from the manufacturer or supplier are always logged in your system with the most up-to-date pricing, supplied by the manufacturer. All of this is done automatically in the background of your software, giving you peace of mind that what you're selling is consistently profitable.

Platinum users in the Agricultural Machinery trade can now benefit from a new addition to our ever-expanding catalogue of price files which see's SDF (Same, Deutz Fahr), one of the worlds leading manufacturers of tractors, harvesting machines and diesel engines, as the newest addition.



If you're interested in adding this file to your system please contact our sales team who will be happy to help.

Farming Technology. Since 1927.



[www.twitter.com/CatalystDMS](https://www.twitter.com/CatalystDMS)



[www.facebook.com/dealermanagement](https://www.facebook.com/dealermanagement)



[www.youtube.com/CatalystDMS](https://www.youtube.com/CatalystDMS)

#### Stay in the Know

Ensure you remain completely up to date with all of the latest Catalyst and Platinum updates by subscribing to our RSS Feeds. You can use your Outlook email as an RSS Reader and get instant updates to your email inbox. You can subscribe to various RSS Feeds, including;



- Catalyst News
- Platinum News
- Parts & Prices Updates
- Developer News

Simply visit our website ([www.catalyst-uk.com](http://www.catalyst-uk.com)) to find all the information you need on how to subscribe.

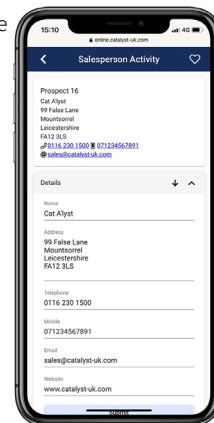
#### Platinum Online Update - Prospecting on the Move

Users of Platinum Online will be aware of just how much this tool can help keep staff connected whilst out of the office in an increasingly busy environment.

Amongst a long list of must-have features available in Platinum Online (including remote activity logging, stock allocation and electronic checksheets) a recent update now allows users to log prospecting activity remotely using a internet enabled device such as a smartphone or tablet.

This brand new feature is especially useful for sales staff who are regularly on the road. Contacts can be logged, and additional information such as prospecting images and general notes can all be added whilst on location. All of this information is then synced to the main Platinum system in real-time.

For more information about this update, or to find out more about Platinum Online, please contact our sales team who will be happy to help.



#### Get Ahead in 2020 with Catalyst Training Courses!

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

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

Here are just a few upcoming training courses we have in 2020. If you can't see a training course you're looking for feel free to contact our sales team, who will help find the right course for you.

**Unit Sales in a Day**  
Tuesday 11th February

**Logistics in a Day**  
Tuesday 3rd March

**A Guide to Workshop Control**  
Tuesday 21st April

**A Guide To Workshop Control**  
Thursday 20th February

**Stock Control in a Day**  
Tuesday 17th March

**Customer Retention Centre**  
Tuesday 28th April

**Report Generator - So Simple**  
Tuesday 25th February

**Unit Sales in a Day**  
Tuesday 14th April

**Stock Control in a Day**  
Tuesday 19th May



Granite House, 58 Loughborough Road, Mountsorrel, Leicester, LE12 7AT.

Tel - 0116 230 1500 • Email - [sales@catalyst-uk.com](mailto:sales@catalyst-uk.com) • Web - [www.catalyst-uk.com](http://www.catalyst-uk.com)

