Why you should buy ACEware Systems Software (vs. building your own or using the Campus Credit System or buying from the competition..)

You would be in good company!

There are over 300 ACEware Software users throughout the nation and the world. These schools have generated millions of registrations with ACEware Systems Registration Software.

You would be gaining a partner who will be with you for the long term!

ACEware Systems, Inc. has been developing software to meet the needs of workforce training, career centers, lifelong learning programs and college and university continuing education since 1988. Registration software is our only business, and we tend to our business. We are constantly listening to customers and researching business and marketing trends with the aim of improving our product. Our programming staff is continuously improving the system, and these updates are available to users instantly.

You would be able to have all your needs met by one source!

ACEware offers a complete solution to your registration needs. Our software offers scalable power and detail that lets you tailor it to fit the needs of your program. As your program grows, or as your needs change, you can add new features on your own time schedule.

You are NOT stuck with an out-of-the-box one-size-fits-all solution!

While we aim to provide you with plug- and- play solutions, with user choices on customization, system behavior, system look and design, we also recognize that each partner is unique. We do offer system customization, at reasonable rates and established delivery times. So if you do have some unique widget issue, ACEware is willing to help you handle it.

Your registration efficiency would improve dramatically!

With ACEware, you would gain:

- *One time data entry* - End the time wasting re-entry of basic name/course information. Once a name/course is entered, you never have to type it again!
- *Built-in data validation systems* - The software helps you provide guidelines for your data entry staff so they enter data quickly and accurately. A user can add a registration, record a payment, and print a receipt in less than 28 seconds.
- *Live Web registration* – You have real-time 24/7 web services. Publish your classes, allow students to register on line, and handle e-commerce.
- *Flexibility* - you can collect as much (or as little) information as you like.
- *Integrated EMAIL support* – Save money on postage and printing. Send confirmations, invoices, announcements - by email.
- *User Control* – You have hundreds of user definable options. Turn features on and off with a click of a button! Turn data fields on and off! You have complete control of what you choose to record and use.

- ***Built-in mailing list, integrated simple CRM and powerful marketing tracking tools*** - With unlimited coding ability, you have a 360 view of your prospects and students and can target, segment, and measure performance each group.
- ***Powerful and complete financial recording and reporting tools***.
- ***Technical staff on call 24 hours a day*** - Our support program offers round the clock support.
- ***Personal Support Representative*** - You know the name and direct phone line to your support tech.
- ***A company that knows the business!*** - Our staff has over 175 years of experience in continuing education and workforce development.
- ***A history of commitment to users -*** Our support staff are committed to your success! ACEware staff are always willing to go the extra mile to get you the answers you need, when you need them!
- ***Integrated support for Contract Training Classes and Workforce Reporting*** - There is no need to purchase expensive add-on modules. Financial Aid Tracking and State Reporting are also available.
- **Data Migration Services-** Our staff can convert data from legacy systems. We can import your registration history and, if desired, payment history.
- **Outstanding Reports, and plenty of them -** You are provided hundreds of ready-to-run reports that have been developed specifically for continuing ed and workforce education. With the built-in report writer, you can modify existing reports or create new ones! Report types include: receipts, invoices, class rosters, course schedules, cash/daily deposit, mailing labels, nametags, certificates, enrollment reports, statistical reports, marketing evaluation reports, transcripts, profit and loss reports, faculty contracts, "deadbeat" reports, and more.
- **Flexible Pricing** - Order the package that you need and can afford right now, then upgrade later to add additional modules and functions as your budget allows.

"My campus has just spent millions on a campus-wide system. Why shouldn't I use that?"

No matter how much money a campus- wide student registration system costs, the issue for you (as a continuing education or workforce training department) is: Does the tool fit my needs? P erhaps even more important - can this mega-tool help me do my job? The problem with trying to use a campus credit/traditional student system to manage CE or workforce programs is that it does not fit. The bottom line is that the needs of a CE/WF unit (to record data, to report data, to quickly change business models, track finances at the program and event level, to manage and track marketing data, run quick and flexible statistics, etc) are NOT the same as the needs of the "regular" campus. Their time is measured by semester, customers are measured as class year, and the GPA calculations and scholarship status typically trump market demographics and profit and loss issues.

Most customers find that they can increase staff productivity by using our product. Even with a small staff, you can amortize the investment in this software within a couple of years.

Help in getting your old data converted to ACEware:

We provide two hours of free data conversion services. If you can get an export of data from your current package into Excel, Access or any ASCII data format, we can work with it. We would be happy to provide you a free estimate of the total time required to convert your data. Most systems take between 6 and 12 hours to convert. Labor costs for data conversion is billed out at $150 per hour.

Transparent pricing and plenty of support:

We keep our pricing simple.   We offer a lifetime license to use our software. You can purchase our software and never need to pay any other fees. With the initial purchase, you receive 90 days of unlimited toll-free technical support.   Support is available by 800 phone from 7 am to 6 pm CST five days a week, with an afterhours emergency number available. We also have internet support available via email and via our web site.   We have a list serve and an ACEware Users' Forum, where users can post messages, questions, and technical tips for other users.

While this is optional, after the initial 90 days of free support, we offer a value packed Support and Maintenance Agreement (SMA) plan. The SMA is based on 15% of the list purchase price of the package and covers 12 months of support.   In addition to free unlimited support (including a private phone number to a specific ACEware tech staff person), users participating in the SMA receive unlimited free upgrades, discounts on training seminars and special prices for the annual users conference.

We are in the education business too…. educating customers:

To help you be successful, we offer several training options:

1) Internet based training
   We offer private training via the web. You pick your topic and we can work with a group of 1 to 6 people.   The cost for this is $150/hour.   Three hours of free internet based training are provided with the purchase of ACEware.

2) Private on-site training
   Two days of on-site training is $2500 plus travel and per diem. Travel is from Manhattan, Kansas.

3) Public Training seminars
   We offer regularly scheduled public training sessions in various locations on a quarterly basis.   These sessions are two days in length and cost $695 per person.

4) Free Webinars
   We offer free one- hour focused webinars for users.   These highlight a specific topic and invite user questions and feedback. All past webinars are archived and are available to customers for reference.

5) Annual Users' Conference
   This is our premier learning event.   The event brings together ACEware users from across the nation to share ideas that help you better market your programs and serve your students.

Have we mentioned outstanding Technical Support?

Our technical support staff is the best in the business. Our people have over 175 years of combined experience in working with CE/WF programs.   Our team is committed to making you successful.   From answering a simple question to providing advice on program management issues, our staff are your partners to help you provide the best possible service to your students and your school.

What do I think?

Of all the reasons to go with ACEware, I feel that our technical support is what sets us apart from the rest of the pack.   We assign each customer a personal tech representative.   Our average tenure of tech support staff is eight years.   So, you are able to develop a long term relationship with your tech, and s/he can become familiar with both your personnel and your program.   This personal relationship helps them understand your needs and situation, and allows them to serve you better.

You are invited!

Call me and schedule a private personal tour of the ACEware Suite of Registration Solutions. Invest 45 minutes of your time and discover what an ACEware partnership can do for you and your program!

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