

DEBT\$NET®



CHOOSE YOUR PATH: SQL OR FOX PRO



October 31st marks the end of the first year of Debt\$Net® SQL Release 7.0. It's now time to ask, what's next for Debt\$Net® ? The answer is that from this point forward there will be two distinct product lines: Debt\$Net® Release for SQL, and Debt\$Net® Release FP.

As you know, the platform that has been used for many years for Debt\$Net® is Visual FoxPro, a Microsoft® product. Over the next few years, we will continue to release upgrades to the FoxPro version of Debt\$Net®. Naturally, we also plan to release upgrades and enhancements to the SQL version of Debt\$Net®. This means you have a choice. Either product line will keep pace with the needs of your agency and changes to the collection industry.

However, while the planned releases for both products will have similar features, they will not be identical simply due to the underlying technology. Some functions allowed by SQL are just not available in Visual FoxPro. Nevertheless, we believe both versions will continue to be among the most robust and effective collection products in the industry!

So, what choice do you make? Should you convert to Debt\$Net® SQL Release 7.0 or stay with Visual FoxPro? First, we recommend talking to your sales associate about the advantages of SQL. Switching to the SQL Release 7.0 version provides access to new security and data integrity features. It removes file size restrictions and makes third party report writers available. A disadvantage can be that you might need a higher level of IT support, either through your own staff or by outsourcing this function. It is important to understand the SQL Release is basically an entirely new product line.

Staying with the Visual FoxPro version means that you will not have to transition now, saving you time and money in the near term. Eventually, however, this technology will become obsolete.

In the mean time, the two product approach means that continuing your technical support plan with upgrades is still a great strategy. It preserves your investment in the software and positions you to keep pace with advances to Debt\$Net®. However, once you have made your choice, you will only be entitled to the upgrades for the product line you have selected. A person staying on Debt\$Net ® Release 6.9 FP under a tech support plan with upgrades, will receive the FP upgrades for that product line. Again, switching product lines after you have made a choice, will involve purchasing the upgrades, other associated costs, as well as the upgrade assistance package designed for that SQL Release.

Call your sales associate today (800-552-8397) so you can make an informed decision on which product line you want to follow. The choice is yours!

