

Meet the Team: Tony Liu

Sage Accpac Consultant

With a strong background in IT and Accounting, Tony Liu came to IWI as our Sage Accpac Consultant two and a half years ago. Assisting customers regarding Accpac installations, database and support, he enjoys being able to meet with different organizations every day, "I really like being able to solve a client's problems and help them meet their goals with this software," he stated.

Tony first realized he was talented with computers in high school, when installing programs and getting what he needed from them came easy. He recalls, "Not only did I do it for my own, but I was the 'go to guy' for all my friends who needed help with their computers as well. It was a natural talent."

Tony is originally from Harbin China, a city in the north east portion of the country, and came to Canada 13 years ago at the age of 23. "I had a lot of family here and wanted to be closer to them," he said. One of the things he's most proud of is that he came without knowing any English, and only spoke Mandarin. For three years he taught himself the language through the use of his language dictionary, quite an achievement!

When he's not working hard for IWI's clients, you're likely to find Tony spending time with his two daughters, Floria age 4, and Florence age 5. "My favorite thing to do is to play hide and seek with them. I have their picture as my desktop wall paper – so many of our clients are already familiar with their faces."



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Best of the Best - Referral Program Update

You may recall that we introduced our new **Best of the Best** referral program last month. As some of the *best* new prospects come by way of referral, it is likely that our *best* clients and business contacts may benefit from your services, and that your *best* clients and contacts would benefit from ours! In working together to mutually refer each other business we can usher in more success for all! We are excited to announce that our first **Best of the Best** partner is our valued client, ICECORP Logistics; a leading provider of International and Transborder Forwarding, Customs Brokerage and Distribution solutions. With offices across Canada and a strong network of partners around the world, they design customized solutions to facilitate the total supply chain management process.

Linda Barnes of ICECORP Logistics has been working with the IWI Group for a couple of years now and has nothing but good things to say about her relationship with them. Linda comments, "IWI Group is a small but mighty organization with exceptional customer service. They are professional, eager to assist and met all of our requirements. IWI Group was particularly attentive and supportive in escorting us through the installation, set up and management of Sage Accpac ERP and HRMS. "

If you'd like to learn more about ICECORP Logistics visit their website at www.icecorp.ca, or email Sarah Barnes at sbarnes@icecorp.ca.

Additionally, if you'd like to be a part of our **Best of the Best** referral program give us a call! We'd love to discuss with you the *best* way we can promote your business and provide you with information to do the same for us. Here's to success!

Microsoft XP: The end is near...

As you've probably heard, as of April 14th, 2009 Microsoft is no longer selling and/or supporting the following products: Windows XP, Office 2003, and Exchange 2003. This will not affect you if you have already upgraded to the newest version of these systems, or if you don't plan on adding new computers to your system any time soon. However, if you are on legacy software and you plan to add new computers - then you will need to take action.

One action you can take now, which will delay the need to upgrade, is to purchase several XP loaded CPU's and save them until they become necessary. But, don't delay as there are a lot of organizations in the same situation, likely doing the same thing which will ensure a quickly diminishing inventory. Additionally, InformationWeek.com has some practical advice for keeping your current XP systems operating smoothly. Read "Windows XP's Final Days: A Practical Guide" for more information.

If you've decided to hold off upgrading with the thinking that you'll skip Vista and wait for the highly anticipated Windows 7, you should also read *XP To Windows 7 Leap Won't Be Easy*. Both articles mentioned here can be found on our website on our online newsletter at www.IWIGroup.ca/iwigroup/news.aspx.

The other option is to upgrade to Vista and Vista compliant applications. It's important to note that this could also require upgrades to your hardware, as Vista has some significant operating requirements.

Ultimately, if you are currently using Windows XP or software that isn't Vista compatible, you'll want to start planning. Upgrading is inevitable. If you need assistance or would like to discuss this further, please give us a call—we'd be happy to help.

Ontario's new Harmonized Sales Tax (HST)

Dwight Duncan, Ontario's Minister of Finance recently announced that the province will harmonize the existing 8% Ontario retail sales tax (RST) with the 5% federal goods and services tax (GST) effective July 1, 2010.

Application of HST

Under the new Harmonized Sales Tax, a 13% rate will be collected by the federal government, of which 8% will accrue to Ontario on sales of eligible goods and services previously covered by the GST.

For those businesses which are currently permitted to claim input tax credits in respect of GST paid on their expenses, the HST will represent a significant cost savings over the existing RST; no credit was available for RST paid on taxable goods and services, whereas a full input tax credit will now be available for HST paid on taxable goods and services, subject to the temporary restrictions.

If you'd like more information regarding this new tax please consult your Accountant. We will also update our website as we receive new information so continue to check back at www.iwigroup.ca.



Authorized Partner

Training Opportunities

- Sage Accpac: Advantages of moving to the Extended Enterprise Suite
- Sage Accpac: How to achieve end-to-end efficiency using an Integrated System
- Sage Accpac: Introductory Premier to Sage Accpac HRMS
- Sage Accpac: Reporting and Business Intelligence with Sage Accpac Insight
- Sage Accpac: What's new in version 5.5?

To view any of these webcasts go to :

www.sageaccpac.com/products/demo

310 - 80 Acadia Avenue Markham, ON L3R 9V1

Tel: (416) 499-4821 Fax: (416) 499-9120 Toll Free: (866) 916-3851 E-mail: sales@iwigroup.ca - www.iwigroup.ca