

TOROMONT SOFTWARE NEWS

Toromont Sales Link Version 2

This major new release of Sales Link, will be available in late March. It is currently in beta test at Hawthorne, Western States and Toromont. There are many new features including:

- Sales Leads and Opportunities module (including connectivity to iQuote, Customer Order To Invoice and Pipeline)
- Campaign Management module
- Changes to the look and feel
- Ability to import prospect lists (in Executive version)
- Region/Sales Manager administration
- Budget Year switching administration

For more information about Sales Link Version 2, contact Linda Nikkel.

A new optional UCC module is also available with Version 2, for dealers in the United States. If you would like to see your UCC data integrated with your Toromont Sales Link information, you are going to be excited to see what we've done!

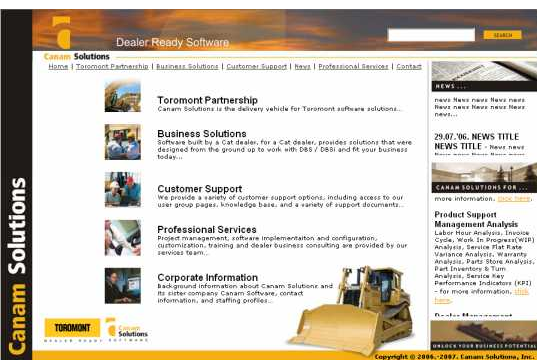
Toromont iQuote Version 2

Version 2 of iQuote will also be available in late March, and is in the beta test stage together with Sales Link Version 2. This is a major upgrade including all major enhancements we've made so far—improvements that continue to expand the readiness of the software to handle more and more varied needs for different dealer quoting situations. In addition, we have made changes to the user interface to the new look and feel, compatible with those in Sales Link Version 2. We have also added new integration with Sales Link, as well as with the Customer Order To Invoice module.

Canam Solutions new web site now online!

Our web site www.canamsolutionsinc.com has been completely redesigned, and is now available. All licensed Toromont software users have access to the web site—others may get a temporary

userid and password by applying online or contacting Linda Nikkel. If you already have a user id and password set up on the previous Toromont Software site, it has been migrated to the new site and will work as usual. Please let us know what you think of it—we'd be delighted to hear your ideas for other features or content you would like to see.



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New Dealers - Welcome!

We would like to extend a warm welcome to nine new dealers who have become part of the Dealer Ready Software community since our last newsletter - we hope to see all of you at the next user group!

Next User Group—June 2007

We are delighted to announce our second Dealer User Group meeting to be held in Toronto June 6-8, 2007. This will be the second group meeting with the dealer community, after our first successful get together this past November in San Diego. We welcome all our licensed Toromont Software dealers to attend, as well as interested non-licensed dealers, and our friends from Caterpillar. Registration and other details are available on our website in the news area.



The agenda will include a reception Wednesday evening from 5:00 – 7:00 pm, giving everyone the opportunity to explore the many fine restaurants that surround the area. The venue for the meeting is the Holiday Inn on King which is located right in the heart of downtown Toronto—click www.hiok.com for additional hotel info. Thursday will be a full day of sessions with a dinner cruise on the Toronto Harbour in the evening. Friday's meetings will wrap up at 4:00 pm.

We are currently working on the agenda items and would like to solicit feedback from the dealer community on topics that you would like to see discussed. There are two such topics on the drafting board already:

- Increased support within our applications for RENTALS
- Sales & Marketing Executive Dashboard

Please give some thought to what you would like to review, discuss or evaluate during these sessions and we will do our best to accommodate your request. We would also welcome anyone who would like to make a presentation on their implementation experiences, best practices, or other areas of interest to the group. Please forward or discuss your ideas with Linda at nikkel@canamsolutionsinc.com. See you in Toronto!

INFORMATION TECHNOLOGY PAGE

Toromont Software X-Framework

Toromont's .net X-Framework is the key to building your own software with the same style and standards that all the Toromont products utilize. The X-Framework, developed by Toromont to extend the Microsoft .net framework provides a number of benefits:

- Common Cat dealer look and feel to all applications
- A framework of coding and design standards and reusable components
- Dramatically increased development and maintenance productivity

The X-Framework addresses the following areas and more:

- Security - authentication and authorization
- Session management
- User Administration
- Standardized User interface - menus, templates
- Standardized functions - navigation, data access, display, conversion, error handling
- Programming Language Standards

The X-Framework is included when applications are licensed with the source code option.

Toromont X-Framework Developer Training

Some dealers have expressed a strong interest in enabling their IT departments to utilize the Toromont software standards and features themselves to develop applications of their own. In response to interest from a number of our licensed dealers, we will be providing a five day developer training workshop in conjunction with the Dealer Ready Software User Group in Toronto the week of June 4-8. The workshop is open to experienced .Net developers from all dealers with one or more Toromont software applications with licensed source code. This is an intensive training course, taught by .Net professionals from Toromont and Canam Solutions. It will consist of a mix of 25% classroom training, and 75% hands-on development of a small application. Students will be mentored by our senior developers - the same developers who develop and customize our software products like Toromont Sales Link, iQuote and iMacs.

This training course is a serious hands-on boot camp for experienced .Net developers who want to learn the Toromont X-Framework. It will include significant one-on-one consulting from our expert developers in a classroom setting. Students will work in teams of two on development workstations we provide, and may take their finished application code home with them. For more information or to register, please contact woodburn@canamsolutionsinc.com



Training & Documentation Videos

We have received a number of requests for documentation and user manuals. To address these requests, we are working on new online videos for each application. The video portion will include a demonstration of the application - you can watch the screens of the system in use while audio from business users of the applications explain how the applications fit in dealer business processes, as well as how the applications generally work.

What is Data Mapping?

Data Mapping is a key task early in the configuration process for new systems. The purpose of data mapping is to work through the data in the new applications, identifying the sources of the data from existing operational systems, primarily DBS. This information is used to load the data into the new systems.



Chari MacKay is a consultant who has helped many dealers with their data mapping work. She has over 23 years experience working with Caterpillar dealerships and has a unique understanding of Caterpillar dealership concepts, practices and procedures, and an in-depth knowledge of DBS. Chari has aided several dealerships by reviewing data maps, recommending data cleansing, proposing process changes and testing resulting data downloads. Her support has helped to ensure successful rollout of Sales Link and other modules for a number of dealers. Chari can be reached at cm@consultcm.com or 208-388-4279, or access her web site at www.consultcm.com

NADITA Conference

Canam Solutions will be at the NADITA conference in Chicago this May. We will have a special presentation on arrival day Sunday May 6th at 3:00 pm entitled "Jump-Start .Net Development with Toromont's X-Framework." We hope you will join us for this presentation by Haakon Saake, development manager for Toromont Industries, and David Woodburn, president of Canam Solutions.

New Web Site Management Service

A number of dealers have asked us if we could provide web site development and maintenance services for dealer internet and intranet sites. Coming in April, we will be offering complete design and maintenance services to interested dealers, managed from our customer support team. If you're interested in exploring this possibility, please contact our sales department to discuss your requirements.

