



OAKLAND

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SPRING 2013



Investing in People for Future Growth

Chuck Carlson • Vice President • ccarlson@oaklandcorp.com

If you recall from our last newsletter, we talked about Business Intelligence (BI), and using the historical data that you already have within your Oakland system, to assist you in predicting future business outcomes. Since then, Oakland Corporation has been very busy installing and training clients who have upgraded to these new capabilities. Also, with increased sales, we have been busy adding New Staff members to keep up with Installation, Support, and to just stay in touch with you, our client base. You may already know some of our new staff from the Agri-Business Industry.



Brenda Salisbury:

Brenda previously worked on the Oakland System at a cooperative in Northeast Iowa. She has also been involved in Management and Sales over the past 12 years. She will be assisting Arlen Oakland with the Sales duties.



Dan Forey:

Dan has spent 27 years in the cooperative system at many different positions, with the last 10 years as a General Manager. In those 27 years, 25 years were spent using the Oakland System. In his spare time he enjoys living on the river in Shell Rock and spending time with his grandkids. Dan will be involved with a variety of areas with Oakland, from Installation to Sales.



Becky Miller:

Becky started working in the cooperative system in 1996, and starting using the Oakland System in 2001. She earned an AAS degree in Accounting and has experience as a Scale Operator, Payroll Administrator, and Controller. She enjoys spending time with family and friends, taking pictures, listening to music, and camping. Becky will be involved with Accounting Installation and Support.

Oakland has hired three more staff who will begin working this summer. We will introduce them in our Fall Newsletter. As you can see Oakland is Growing. We invite you to attend one of our Management Suite trainings and/or one of our Summer Seminars to see what we are up to now!

Events

Holiday Closings

- **Independence Day**
Thursday, July 4th
- **Labor Day**
Monday, September 2nd

Summer Seminars

- **Wednesday, July 24th**
- **Tuesday, August 13th**
- **Thursday, August 15th**

OMS Training Sessions

- **Wednesday, June 26th**
- **Wednesday, July 17th**
- **Wednesday, August 7th**

Contact us to register for
your Seminar & Training:

800.383.5114
general@oaklandcorp.com



Payroll Update

Affordable Health Care Act Provision

Tim VandeKamp • Support & Installation Tech • tvandekamp@oaklandcorp.com

As part of the mandatory Affordable Health Care Act that was passed a while back - on the 2013 W-2's (that we will be printing in less than a year) you will be required to include in box 12 with code DD, for each employee, the total cost of health insurance that is provided thru a company sponsored plan. (This is the total premium amount, company & employee portions together.) We have developed an entry screen where the monthly premiums can be entered by employee - which at the end of the year these premium amounts would print on the W-2. You could wait and enter an annual amount for each employee or enter the premiums by month. One way or another this will need to be done to stay in compliance with the IRS.

For more information on what premiums need to be included you can visit www.irs.gov and check out the Affordable Health Care Act Provisions or perhaps give your auditor a call.

This new entry option is on the Periodic Reports menu in payroll and is titled 'Healthcare Cost Entry'.

Give Tim a call if you have any questions.



Click Here to Remember Your Password

Aaron Shaw • I.T. Director
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In today's world of technology, it's easy for network security to be an after thought. But would you leave your credit card sitting on the dash of your unlocked car? Of course you wouldn't. So why not take the steps to protect your data?

Items of convenience like wireless internet, remote access from home, automatic logins, and saving your passwords in Internet Explorer, are all potential security risks. The goal is to minimize the risk with out giving up all of the conveniences. The first step is to identify all your security risks, and take the necessary steps to secure them. Whether it's using more complicated passwords or keeping users off certain websites, taking these steps increases your security.

One of the best ways to ensure your data is safe, is to take the time to document your network security policies. Not only does this document help outline potential risks, but it also helps prove to insurance companies that you've made an effort to protect your valuable data.

Please feel free to give me a call and we can discuss how you can better protect yourself and your data.





That's the way we've always done it....

John Mogren • I.T. Support / Sales Representative
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I hear the title of this article many times when I have the opportunity to spend time on-site with a client. In many cases if the process we are talking about is working well, I won't even offer an opinion. But when it comes to printing reports, invoices, etc. from the Oakland system I do have an opinion.

Some interesting facts:

- 115 billion sheets of paper are used annually for personal computers
- The average American uses more than 748 pounds of paper per year
- It is estimated that 95% of business information is still stored on paper

The last bullet point above is what I'd like to discuss. Your business information is stored on your Oakland Accounting server. Almost all documents that you print from the system can be quickly and easily reproduced. I've seen boxes and boxes of old point of sale tickets stored in attics, when I ask why? The answer is almost always, "That's the way we've always done it."

There really is no reason to keep copies of tickets, and unless your client is there in front of you and wants a copy of the ticket, no reason to even print a single copy. Just use the 'Approve' option, and go on to the next ticket. Above and beyond the simple saving of paper, many

of your patrons may prefer to have the ticket, settlement sheet, or contract sent to them electronically. Oakland has developed the ability to email these specific documents directly from the server. We also have the ability to generate a PDF for any report in the system that you would normally print a hard copy.



At Oakland we will continue to develop ways to reduce your need to print documents, you likely already have the ability to do the things I've mentioned above. If not, don't hesitate to ask your Oakland sales representative about the following products:

1. Email Documents
2. Tbredcomm – Report Server
3. Report to PDF
4. On-line Statements (FarmerData Silver)

Running Oakland Software on Tablet Devices

Apple iPad

There's an "app for that". The *Apple iPad* can run a terminal emulator, *Tiny Term*. So, you can run the Oakland Software right now.



See Oakland Software run on both devices at the Summer Seminars on July 24th, August 13th & August 15th

Microsoft Surface Pro runs all the Windows applications that you already use, including:

- TbredComm
- Report Server
- Long & Short Gauges
- POS Aging Stoplight & Customer Business Chart
- Microsoft Excel

Microsoft Surface Pro

There's no need to find an "app for that". The *Microsoft Surface Pro* runs a **Full Version** of *Microsoft Windows 8 Pro*.



On The Road Seminars



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We encourage all of our customers to attend our free Summer Seminars in Story City so that you keep up to date with our new development. For those of you who cannot attend for various reasons, Brenda and Arlen will be scheduling appointments with you in the future to come on-site and bring the Seminars to you. We have already been out to see a few of you and have realized how important this can be for everyone.

What is an "On The Road" Seminar?

It means our staff will schedule some time for **on-site** training once per year, to discuss enhancements to Oakland Software and provide extra training for your staff, **at your business, on your schedule, designed for your staff.**

About 70% of our clients attend these free Summer Seminars. But not everyone can send staff to Seminars in Story City, and sometimes our clients are not aware of new features in our Software that can save time and money for their company.

So we are going **"On The Road" (OTR)** to provide **all our clients** access to new features. It will be included with our Software Support Agreement for clients unable to attend a Summer Seminar.

Oakland will design your **OTR Seminar** for your staff to provide the maximum productivity during this annual visit.

The **OTR Seminar** includes the following:

- **Travel** to your business
- **Time on-site** for Oakland Staff to review the latest Oakland Software upgrades and features with your staff

We have reduced labor and mileage rates available if you would like additional training for your staff while we are on-site.

Remember, this **OTR Seminar** will be included as a part of your Software Support Agreement for those clients who are unable to attend our Seminars in Story City.

Please call or email us if you're unable to attend the Summer Seminars, and we'll plan your **OTR Seminar**.

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