
MAGNA.NET

Magna Computer Corp. presents the new "Magna.Net" an Application Service Provider to serve the Resort/Hotel industry. This modern computer technology and MAGNAware software enables you to computerize your business without large capital expense in computer hardware and software.

HOSPITALITY INDUSTRY OVERVIEW

The Resort/Hotel Industry has been in a strong expansion mode for the last few years. The frenzy of mergers and acquisitions has added even more demands for current information on operational and financial matters. Since new marketing ideas and market trends are continually changing there is a need for numbers and information to be organized and reports generated quickly, clearly and accurately in order to make crucial business decisions.

The Resort/Hotel Industry is in a strong expansion phase. Tried and true information systems such as MAGNAware and Magna.Net are the digital backbone of the industry.

MAGNA COMPUTER CORP.

Magna Computer Corp and its software known as MAGNAware has served this industry for the last 16 years. This established and mature software manifests itself on proprietors and managers desks in the form of a variety of reports. Enabling these decision makers the tools and information with which they manage their business.

MAGNAware can be used on any format either PC, Mac or regular Wyse Terminals networked or stand alone. It can be used by the Corporate or the Resort/Hotel location as the host site with links to remote sites such as sales, marketing and operations locations.

INTERNET PRESENCE

MAGNA computer was an early adopter of Internet usage. Today many leads are procured via the Internet and customer support is run that way as well. The current software is ideally suited to being used over the Internet without modification. This led to **Magna.Net** our new product.

MAJOR SERVICES

MAGNA.NET

The new Internet based product **Magna.Net** is a secured Internet connection using all of our software which allows you to run your business without purchasing software or hardware. This puts your business into today's newest modern technology without a major investment. For more information contact us .

I. MAGNAware

The main software that is supplied to the Resort/Hotel Industry. It is usually defined and codified into discreet modules that inter-operate to create an integral system.

II. Integration Services

MAGNAware offers hardware, operating systems and productivity software to it's clients. This would include Unix to Microsoft integration as well as R&D on issues such as Linux, X Windows Terminals and Remote access servers over dial-up lines and the Internet. MAGNA is a Unix Guru, and is an authorized reseller for SCO Unix and HP computing Platforms.

III. Training/Consulting

A crucial part of an installation is the training and implementation of the clients staff. MAGNA provides training, on-site support and implementation.

IV. Customer Support

After the sale customer support is provided by the Orlando office. Support requests are generated by fax, phone, and e-mail.

MAGNA.NET

MAGNAware Software

Groups and Modules

MAGNAware is comprised of software groups and modules. All modules are fully integrated. E-mail is accessible from every area and centralized contact history (notes). Modules are easy to use, comprehensive administrative templates for the Resort/Hotel Industry. Leading Resorts and Vendors, stake their business on these products everyday.

SALES GROUP

1. TOUR REGISTRATION MODULE:

- Solicitation performance.
- Directly integrated to marketing reports.
- Dozens of possible demographic reports.
- Prevents double tours
- National Zip Code subscription will automatically enter the State, City and area code.
- Easy-to-use on line tour registration that cuts costs and allows you to control your tour vendors or your own telemarketing bookings or OPC's.
- Allow your vendors to book tours directly for you.

2. SALES AND CONTRACTS MODULE:

- Contract printing (laser documents or dot matrix).
- Marketing and contract reports.
- Employee maintenance and reports.
- Total Salesperson's Report.
- Sales Generation (information by Market Source).
- Weekly Summary.

3. CONTRACTS PROCESSING MODULE:

CLOSING/RECORDING SUPPORT:

- Deals Pending Closing - with or without certificate of occupancy.
- Deals closed by Journal Date.
- Letters for Attorney/Courthouse.

4. PREMIUM INVENTORY CONTROL (PICS) MODULE:

- Logs and controls premium inventory.
- True cost of tour information.
- Physical count and variance reports for every shift.
- Multiple locations.

5. ACTION NOTICE/PENDING CANCELLATION SUPPORT:

- Most reports can be set to count action notices as CXL's or not.
- Maintenance fee and mortgage billings can be set to count action notices as CXL's.

6. SALES COMMISSION MODULE:

- Commissions by line, person or resort.
- Special commissions allowed per deal.
- Many variations.
- Chargebacks automatically posted.
- Review commissions credited and paid per deal.

MARKETING GROUP

7. TELEMARKETING MODULE:

- Lead tracking by Lead Source, Box, Lead Procurement Person.
- Lead inventory report, automated outbound lead generation, call lists or cards, callback sheets.
- Book vacations an unlimited number of days out.
- Track MiniVacs, Certificate Sales, Straight In's, Hook/Non-Hook and book or sell multi-legged vacations, (even Cruises).
- Fulfillment tracking, track hotel costs and billings.
- Print vouchers for welcome centers.
- Maintain welcome centers, no show lists, vacation arrival lists.
- Fully integrated with Tour Bookings, Sales and Contracts.
- Maintain contact history that stays with the client through Tours, Sales and Reservations.

8. TOUR BOOKING CONTROL ROOM MODULE:

- Book tours unlimited numbers of days out or just minutes before a tour.
- Track OPC's, phone rooms, tour vendors.
- Print confirmation letters.
- Demographic reports by age, zip code, etc.
- On-line bookings by wave.
- Solicitor performance report by Qualified, Not Qualified, Show, Sales, and performance percentages.
- Use this software to build your own manifest control room. Used by a vendor that books up to 500 tours per day AND a resort that books 10 tours a day.

9. OPC/SOLICITATION PAYROLL MODULE:

- Weekly Pre-payroll Report for Solicitors/Brokers with gift costs, tour costs and deposit left with a solicitor. N.Q. Summary; UPS by Salesperson and summary.
- Detail Payroll Statements showing UPS by Solicitor/Broker for daily distribution to solicitors.

DEVELOPER GROUP

10. OWNER REFERRAL AND TRACKING MODULE:

- Telemarketing tour reservations.
- Track owner referrals and status of such from booking, touring and sales.
- Owner Services screens track complaints and feedback from owners.

11. TRW CREDIT REPORT COLLECTION:

- Collect credit report from bureau at time of contact.
- Collect credit report in batch at the end or beginning of day.
- Reprint reports less than 3 months old or incorporate into letters.

OWNERS ASSOCIATION

12. MAINTENANCE FEE AND TAXES/OWNER ACCOUNTING MODULE:

- Bill all owners for Maintenance fees and Taxes.
- Account Look-up on screen.
- Names and addresses integrate with other modules for quick and easy address changes.
- Receivable aging.
- Mail merge letters for easy correspondence with owners.
- Reports for Daily Deposits, Journal Entry Summaries, etc.

13. MORTGAGE RECEIVABLES MODULE:

- Use coupons or bill monthly.
- GL Reports for Journal Entries.
- Full history on screen.
- Per diem or monthly slice.
- Thousands of portfolios or subgroups possible.

14. FRONT DESK RESERVATIONS MODULE:

- Integrates with both Mortgage Receivables and Maintenance Fee Modules so you know the current status of each at a glance.
- Check-out Reports for Housekeeping and Trouble Reports (requested repairs).
- Quick folio look-up and printing.
- Reservations.
- Rental Reports automatically allocate monies received for Owner's rental units with Developer fee deductions.
- Special customization available (ie. phone system integration, etc.).