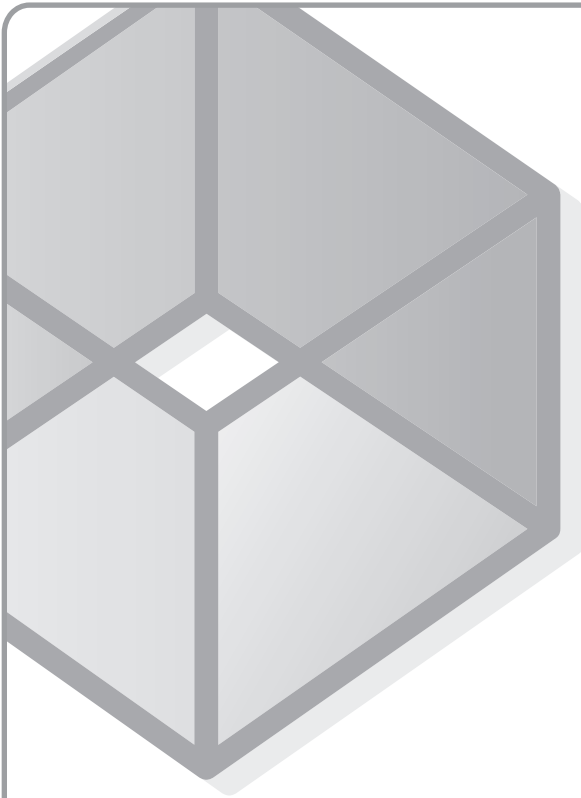


Maximizer[®]

CRM2015



Administrator's Guide
for Maximizer Web Access Administrator

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Applicability

This document applies to Maximizer CRM 2015 R2 software.

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Contents

Chapter 1	Address Books.....	1
	What is Administrator?	2
	Creating Address Books	3
	Checklist: Setting Up an Address Book	3
	Creating an Address Book	4
	Deleting Address Books	5
	Maximizer System Login Accounts	6
	Changing the MASTER User Password	7
	Employing an Existing Address Book	8
Chapter 2	Setting Up Users, Groups, and Teams	9
	Adding a User to an Address Book.....	10
	Enabled and Disabled Users	11
	Changing User Passwords	12
	User and Group Security	13
	User Access Rights and User/Group Access Settings.....	14
	Modifying User Access Settings.....	19
	Security Groups	20
	Default Security Groups in all New Address Books.....	21
	Creating a New Security Group.....	22
	Modifying Group Access Settings.....	23
	Record Ownership	24
	Sales and Marketing Teams	25
	User Preferences	27
Chapter 3	Configuring an Address Book.....	28
	Address Book Preferences.....	29
	Set Address Book Preferences	30
	System Fields.....	31
	Add Custom Items to System Fields	31
	Modifying System Table Fields in Maximizer.....	32
	Auditing Changes to Entries.....	33
	About Auditing	33
	Enable Auditing	33
	Purge the Audit Log.....	33
	System Audit Report	34

View the System Audit Report 34

User-Defined Fields 35

 Types of User-Defined Fields 35

 Access Rights for User-Defined Fields 36

 Setting Up User-Defined Fields 37

 Sorting User-Defined Fields 37

 Move a User-Defined Field or Folder to Another Folder 37

 Create a Folder for User-Defined Fields 38

 Create a User-Defined Field 38

 Add Items to a Table User-Defined Field 39

 Formula User-Defined Fields 39

 Conditional Expressions for Formulas 40

Mandatory Fields 42

 Set a System Field as Mandatory 42

 Set a User-Defined Field as Mandatory 43

 Rules for Mandatory User-Defined Fields 43

 Set a User-Defined Field as Mandatory Given Conditions 44

 Mandatory Rules Using Table Fields 44

Writing Formulas and Mandatory Rules 46

 Arithmetic Expressions 46

 Alphanumeric Functions 47

 Date Functions 53

 Numeric Functions 56

 Comparison Statements in Formulas and Mandatory Rules 58

 Logical Operators for Formulas and Mandatory Rules 59

Key Fields Lists 60

 Key Fields for Different Types of Entries 60

 Restricting Access to Key Fields 61

 Create a Key Fields List 61

Preventing Duplicate Entries 63

 Partial Matching 64

 Permission to Create Duplicate Entries 65

 Retrieving Private Entries with Duplicate Checking 65

 Configure Duplicate Checking for Address Book Entries 65

Email Notification for Opportunities/ Customer Service Cases 67

 Assign Email Notification Templates 67

 Set Default Opportunity/Case Monitors 68

Security 69

 About Account Lockout 69

 Set Account Lockout Rules 69

 Unlock a User Account 70

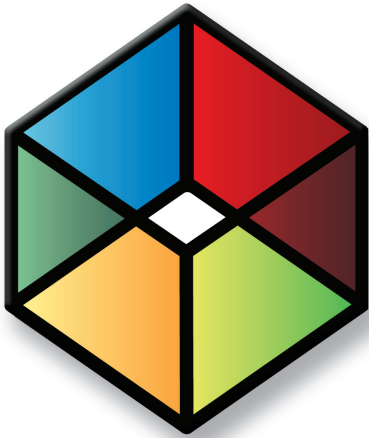
 About Mobile Access Security 70

 Hide Keep Me Logged In Option 70

Chapter 4 Configuring Email, Phone, and Reports 71

 Complying with Anti-Spam Regulations 72

About Anti-Spam Compliance in Maximizer	72
About Email Profiles	73
Add an Email Type.....	73
Configure Email Accounts for Campaign Monitoring.....	75
Voice Over IP and Instant Messaging	77
Voice Over IP and Instant Messaging URLs.....	77
Configure a Voice-Over IP or Instant Messaging Integration.....	78
SQL Server Reporting Services	79
User Account for SQL Server Reporting Services	79
Enable SQL Server Reporting Services.....	80
Add Users to the SSRS Report Management Group.....	81
Index	82



CHAPTER 1 Address Books

In this chapter...

“What is Administrator?” on page 2

“Creating Address Books” on page 3

“Deleting Address Books” on page 5

“Maximizer System Login Accounts” on page 6

“Changing the MASTER User Password” on page 7

“Employing an Existing Address Book” on page 8

What is Administrator?

Administrator is the administrative center of Maximizer. Use it to complete the following tasks:

- Create and configure Address Books.
- Set up user-defined fields for different types of entries.
- Manage Maximizer application settings.
- Customize Maximizer fields and settings.
- Manage users, sales/marketing teams, and security groups.

➤ To log in to Administrator

- 1** From Maximizer Web Access, in the left pane, hover your mouse over **Administration**, and select **Administrator** from the pop-up.

– or –

Enter the Maximizer Web Access Administrator URL in a web browser:

The URL is in the form: **[server]/MaximizerAdministrator**

- 2** Select an Address Book.
- 3** Enter the User ID and password of an administrator, and click **Log In**.

The Address Book opens in Administrator.

➤ To open an Address Book

- 1** In the left pane, under **Database Management**, select **Open Address Book**.
- 2** From the **Address Book** drop-down list, select an Address Book.
- 3** Enter the User ID and password of an administrator, and click **Log In**.

i The default MASTER user password is "control", unless it has already been changed to another password in any Maximizer Address Book on the server.

Creating Address Books

i Sample Address Books are installed with Maximizer and demonstrate how a company would use Maximizer. Do not use the sample Address Book for your own data.

Once you have familiarized yourself with Maximizer by using a sample Address Book, such as Escona Tutorial, your first administrative task is to set up a new Address Book.

Administrator makes it easy to create your Address Book in a few steps, and even enables you to create it using some of the settings from an existing Address Book, such as preferences, templates, user-defined fields, and macros.

Once you've created the Address Book, set up user accounts and configure security and preferences. If you need to add entries from another Address Book, Maximizer can transfer those entries to the new Address Book. Any user can transfer Address Book information, provided that they have sufficient security privileges in their account.

The following sections contain information on creating Address Books in Maximizer:

- "Checklist: Setting Up an Address Book" on page 3
- "Creating an Address Book" on page 4

Checklist: Setting Up an Address Book

Use this list to help you set up a new Maximizer Address Book. Perform these steps in the order shown here.

- 1 Create the new Address Book.** Refer to "Creating an Address Book" on page 4.
- 2 Change the MASTER user password.** Refer to "Changing the MASTER User Password" on page 7.
- 3 Add users to the Address Book.** When a new Address Book is created, it contains only the MASTER, EMAILUSER and WEBUSER user accounts. Create an account for each Maximizer user. Refer to "Adding a User to an Address Book" on page 10.
- 4 Set up security for users and security groups.** You may want some users to have more access to your Address Book data than other users. Administrator lets you restrict access to specific users and groups of users. Refer to "User and Group Security" on page 13.
- 5 Test the Address Book.** In Maximizer, log in to the Address Book with one or more of the new user accounts.

Creating an Address Book

Use Administrator to create new Address Books. Because a Maximizer Address Book is located on the Microsoft SQL Server, Administrator creates a new SQL database for Maximizer and sets up the required Data Source Names (DSNs) for the Address Book.

► To create a new Address Book

1 In the left pane, under **Database Management**, click **New Address Book**.

– or –

In the Maximizer Web Access Administrator Log In page, from the **Log in to** drop-down list, select **Create New / Employ Address Book**.

2 Select the target action **Create a new Maximizer database**.

3 In the **Address Book name** field, type a name for the Address Book. Do not exceed 25 characters.

The Address Book name may contain any keyboard characters, including spaces.

In the Database name field, type a name for the database. The database name cannot exceed 25 characters and cannot include spaces or special characters.

The Database name applies to the database server. The Address Book name applies to the Maximizer Address Book.

4 If necessary, from the Database collation drop-down list, select a different database collation.

The default **Database Collation** for Maximizer is SQL_Latin1_General_CP1_CI_AS, which is the standard American database collation. If your SQL Server is from another region, you may need to use another database collation.

5 Click **Save**.

i The option to create a new Address Book from the log in page can be enabled/disabled in the Web.config file for Maximizer Web Access Administrator.

i The database collation determines how SQL interprets character data.

Deleting Address Books

You can remove any existing Address Books from Address Book lists. When you remove the Address Book, the data remains in the database. You can later employ the database to log in to the Address Book again.

► To remove an Address Book

- 1** In the left pane, under **Database Management**, click **Delete Address Book**.
- 2** From the **Address Book** drop-down list, select the Address Book you want to delete.
- 3** Enter the user ID and password of an administrator for the Address Book.
- 4** Click **Delete**.
- 5** Click **OK** to confirm that you want to remove the Address Book. The Address Book is removed from the Address Book list.

Maximizer System Login Accounts

When a new Maximizer Address Book is created, the following login accounts are created automatically:

- **MASTER** is required to log in to the Administrator module of Maximizer. This account consumes a license only if it's used to log in to Maximizer.
- **EMAILUSER** gives Maximizer access to Address Book data when it performs automated email activities such as automated campaigns. It is also used by MaxSync for Microsoft Exchange. This account does not consume a Maximizer license.
- **WEBUSER** is required for Customer Access and Partner Access. This account does not consume a Maximizer license.
- **COMPANY** is used for the company calendar, which displays company events in the Maximizer calendar. Company calendar events are created under the COMPANY user account. This user account provides read-only access of its calendar to all users. This account is disabled by default. However, if the account is enabled and used to log in to Maximizer, it consumes a Maximizer license.

It is important to leave the MASTER, EMAILUSER, and WEBUSER accounts enabled. Maximizer requires these accounts in order to function correctly.

Changing the MASTER User Password

i If the MASTER password for an existing Address Book has been changed, and then you create a new Address Book, the new Address Book will have the same password as the existing Address Book, and not “control”.

The default password for the MASTER user is **control**. For security reasons, you should change this password immediately after creating a new Address Book. Maximizer also creates the WEBUSER and EMAILUSER system user accounts, and it’s important to change the passwords for these accounts as well.

All Address Books on the same SQL Server must have the same MASTER user password.

➤ To change the MASTER user password

- 1** In Administrator, log in to the Address Book as MASTER.
- 2** In the left pane, click **Users**.
- 3** Select **MASTER** from the user list and click **Password**.
- 4** In the **Old password** field, type **control** (or the current password if you have changed the MASTER password before).
- 5** In the **New password** and **Confirm password** fields, type the new MASTER user password, and click **Save**.

The MASTER user password is updated.

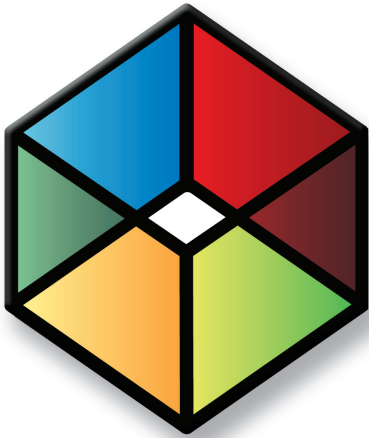
Employing an Existing Address Book

To add an existing Address Book to a Maximizer Server's Address Book list, you must employ the Address Book.

➤ **To employ an Address Book**

- 1** In the left pane, under **Database Management**, click **New Address Book**.
- 2** When prompted, enter the SA **Password**, and click **OK**.
- 3** Select the **Employ an existing Maximizer database** option.
- 4** From the **Database name** drop-down list, select an existing database, and click **Save**.
- 5** Click **Start**.

The Address Book is now ready to use and appears in the Open Address Book list.



CHAPTER 2

Setting Up Users, Groups, and Teams

In this chapter...

- "Adding a User to an Address Book" on page 10
- "Changing User Passwords" on page 12
- "User and Group Security" on page 13
- "Security Groups" on page 20
- "Record Ownership" on page 24
- "Sales and Marketing Teams" on page 25
- "User Preferences" on page 27

Adding a User to an Address Book

As the Address Book administrator, you already have a user ID set up for you. Log in as an administrative user in Administrator to perform setup or administrative tasks.

Before a user can log in to Maximizer, you must assign that person a Maximizer user ID. All security in Maximizer is based on user IDs and the rights you assign to them. You should also assign a user Display Name, which easily identifies the user throughout Maximizer. When you fill in the First name and Last name fields in the Add User dialog box, the Display name field is completed automatically to include the user's first and last name together. You can change this display name.

Use the User Properties dialog box to enter a user's name and contact information, specify access rights, and add a user to security groups and sales/marketing teams. Note that you can also add users to security groups and sales/marketing teams using the Groups/Teams module.

➤ To add a new user to the Address Book

1 In the left pane, click **Users**.

The list of users is displayed.

2 Click **Add**.

The Copy User's Properties dialog box opens.

3 To copy the properties from an existing user, select the user from the drop-down list, and click **OK**.

4 In the **General** tab, fill in the basic information for this user.

- In the **User ID** field, enter unique identification for the user.
The user must specify the User ID to log in to Maximizer.
- The **Display name** field fills in automatically with the user's first and last names. You can change the display name.
- The **Dept** and **Division** fields affect where the user is displayed in user-selection lists (for example, in the Add Appointment dialog box).
- In the **Email** field, enter an email address for the user.
The user must have an email address specified to send email from Maximizer.
- Under **Module login**, ensure **Enabled** is selected next to **Windows Access** or **Web access**.

Users enabled for Windows Access can log in to Maximizer installed on the desktop. Users enabled for Web Access can log in to Maximizer Web Access and Mobile Access. You must have an available user license to enable the user.

- Under **Time Zone**, specify the time zone for the user.

Users can also specify the time zone in Maximizer.

5 Select the **Access Rights** tab.

6 Click **Modify User Access Settings**, and set up the access settings for the user.

For an explanation of the relationship between user access rights, user access settings, and group access settings, refer to “User and Group Security” on page 13.

For an explanation of each of the access settings, refer to “User Access Rights and User/Group Access Settings” on page 14.

7 Click **Save Settings** to save the changes to the access settings.

8 In the **Groups/Teams** tab, select any security groups and sales/marketing teams to which the user should belong.

9 Click **Save**.

The default user password is **maximizer**. Ensure that you or the user create a new password from the Manage Users dialog box.

The new User ID and its associated information now appear in the User list.

Enabled and Disabled Users

You can create any number of users in your Address Book. However, you must have licenses for all enabled users. The total number of users across all products cannot exceed the number of available licenses. Any additional users must be disabled. Disabled users cannot log in to Maximizer. But other users can add disabled users to appointments and can specify disabled users as opportunity and customer service case monitors.

You cannot enable a user when you are at your limit of licensed users. You must first disable an existing enabled user, and then enable the user.

Changing User Passwords

The following procedure explains how to change user passwords in Administrator. However, users can also change their own passwords in Maximizer in the user preferences.

i It is strongly recommended that users working in more than one Address Book on the same SQL Server use the same password for every Address Book.

i The default password for a new user is "maximizer".

➤ To set and change a user's password in Administrator

1 In the left pane, click **Users**.

The list of users is displayed.

2 Select the Maximizer user, and click **Password**.

3 Type the new password, then retype it on the next line to confirm it.

4 Click **Save** to save the new password.

User and Group Security

As the Administrator, you can restrict each user’s access rights to types of entries, essentially providing per-module security. User access rights are accessible by going to the Access Rights tab of a user’s properties (see “Modifying User Access Settings” on page 19). These user access rights consist of the access settings (security settings) of the user account as well as the access settings of any security groups the user is a member of. For example, if the Opportunity Delete permission is not set in the user’s access settings, but is granted in the access settings of a group the user is a member of, then the user is granted Delete permissions to Opportunity entries.

Each checkbox contains one of the following potential values:

Checkbox State	Access Setting	Access Right
<input checked="" type="checkbox"/>	Granted	Granted
<input checked="" type="checkbox"/>	Denied	n/a
<input type="checkbox"/>	Not set	Not granted

The following table illustrates user access rights derived from user and group access settings.


User Access Setting	+ Group Access Setting	= User Access Right
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

If the user belongs to more than one group, the conflict illustrated below results in the user not being granted the access right.

User or Group Access Setting	+ User or Group Access Setting	+ User or Group Access Setting	= User Access Right
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

User Access Rights and User/Group Access Settings

The following tables describe each of the user access rights and user or group access settings.

 If a Read permission is denied (X), then the Insert, Modify, and Delete permissions are automatically disabled. A user cannot have Insert, Modify, or Delete permissions without having Read permission.

Permissions

Permissions	Controls the selected user's or group's right to view, add, change, or remove . . .
Address Book	Entries in the Address Book page
User-defined fields	Values in user-defined fields
User-defined field setup	User-defined field definitions
Notes	Notes attached to entries.
Documents	Documents attached to entries
Mailing Address	Mailing addresses of Address Book entries
Company Library	Files and folders in the Company Library
OrderDesk	Entries in the OrderDesk window
Opportunities	Entries in the Opportunities page
Strategy Library	Strategy Library information for opportunities
Campaigns	Entries in the Campaigns page
Customer Service	Entries in the Customer Service page
Knowledge base	Articles in the Knowledge Base page
User/Group setup	Users and Security Groups <ul style="list-style-type: none"> • If the user does not have any User/Group Setup rights, other users' or groups' properties are not accessible. • If the user has read rights only, the related tabs are visible, but information cannot be modified. • Insert, Modify, and Delete rights provide the corresponding access rights to all user and group properties.
Accounting	Accounting transactions. This access right applies only to earlier versions of Maximizer.
Action Plan Library	Action plan templates in the Action Plan Library
Quotas	Entries in the Quotas page
Dashboards	Dashboard entries

Privileges

Privilege	Grants authorization to . . .
Allow Global Edit	Perform global edits of Address Book entries in Maximizer. Consider advising users with this privilege to back up the Address Book before making significant changes with Global Edit.
Allow private entries	Add entries that are not visible to other users. The user can use the Owner, Full Access, or Read Access fields to create private entries or restrict entries to a group or a user.
Allow public entries	Add entries that are visible to all other users in the Address Book. Note that the Allow private entries and Allow public entries options cannot be denied at the same time. If both of these options are denied in two different groups a user belongs to (i.e., the checkboxes contain an x), the user is granted the Allow private entries right by default.
Allow transfer	Transfer Address Book entries between Maximizer Address Books. If you do not select this option, the menu items for transferring are disabled.
Allow import	Import Address Book entries between Maximizer Address Books or from external applications. If you do not select this option, the commands for importing are disabled.
Allow export	Export Address Book entries between Maximizer Address Books, and export information to Microsoft Excel. If you do not select this option, the commands for exporting are disabled.
Allow sync contacts with external clients	Synchronize Address Book entries and notes using Outlook Synchronization. However, users can still synchronize calendar appointments or Hotlist tasks without this access right.
Modify system tables	Add, modify, or delete available values (items) of system fields, such as City and Category in Address Book entries. See "System Table Fields" on page 18 for more information.
Modify note properties	Change the values of the date, time, and creator fields in notes.
Modify email templates	Create and modify email templates.

Privilege	Grants authorization to . . .
Modify key fields	Create and modify key fields lists from Maximizer.
Modify distribution field	Change the value of the MaxExchange Distribution field of Address Book entries.
Modify/delete other owners' notes	Change and delete other users' notes. However, to be able to view other users' private notes, the user must have the "Modify other users' private entries" privilege enabled.
Modify other users' private entries	View and modify entries marked as private that belong to other users. This security privilege will override any other security settings for entries, including any settings based on security groups, so if a user has this privilege enabled, the user has full read and modify access to all entries, regardless of the entry's Full Access, Read Access, or Owner settings. This security privilege is very powerful and should be granted with caution.
Modify other users' general information	Change information in the General tabs of the user properties for other users. Modifying a user's general information, such as Last Name, First Name, Company, and Phone Number, does not have to be restricted to the MASTER user. In many cases, an administrative assistant or a receptionist can be granted the rights to modify user's general information without compromising the security of Maximizer. This privilege allows the user to have access to all Maximizer users' general information without giving them full security rights to the Address Book.
Allow manage currencies	Access the Currency Library in Maximizer, and add, edit, or delete entry currencies
Read audit log	View the audit log for entries.

User's Roles

User Role	Grants authorization to . . .
Administrator	Log in to Administrator and perform tasks based on the user's security settings.
Customer Service Manager	Have customer service cases assigned or escalated to the user. It also allows the user to change the value of the Case owner field. This role also contains all functions of the Customer Service Representative role.
Customer Service Representative	Have customer service cases assigned to the user.
Knowledge Base Approver	Approve Knowledge Base articles. A newly created article is assigned a draft status until it is opened and assigned a different status by an approver.
Sales Manager	Re-assign the Account Manager field to a different user, use territory alignment, and create or modify quota templates. This role also contains all functions of the Sales Representative role.
Sales Representative	Be assigned to the Account Manager field. A Sales Representative can assign the Account Manager field to other Sales Representatives only if the Account Manager field is already assigned to the user or it is empty and not assigned to another user.

Allow printing to these destinations

Printing to certain destinations, such as files or email, can pose security risks for your organization. For example, a user could print important data fields to a file. This file would then contain information in a format that could easily be transported elsewhere. Consider these security risks in balance with the improved business processes that can be achieved by using print destinations other than Printer.

Destination	Grants authorization to . . .
Printer	Print to the default printer.
File (Rich Text Format)	Print to a .RTF file.
File (PDF Format)	Print to a .PDF file.

Destination	Grants authorization to . . .
Email	Attach the report to an email message, usually in a .RTF file.
HTML Format	Print to a .HTM file.
Preview	Display a preview of the print output on the screen.
Custom Report	Open and print reports from the Crystal Reports option in the Reports tab in Maximizer. Note that the user cannot create custom reports unless he or she is also a member of the Crystal Reports Users security group.

System Table Fields

Items (available values) for the following fields can be added, modified, or deleted for users who are granted the **Modify system tables** privilege.

Field	Description
Address Book Entry Fields	Mr/Mrs, Position, Salutation, Company, Department, Division, City, St/Prov, Country, Email Description, Phone Description, Do Not Solicit By, Category, Lead Source, MaxExchange Distribution, and Related Address Book Entry Relationship Type
Phone Fields	Subject and Phone Call Result
Hotlist Task and Appointment Fields	Activity and Priority
Campaign Fields	Traditional Campaign Objective, Traditional Campaign Activity, Traditional Campaign Template Activity Description, Automated Campaign Products/Services, and Automated Campaign Categories
Customer Service Fields	Products/Services, Categories, and Subject
Opportunity Fields	Products/Services, Categories, Objective, and Next Action

Modifying User Access Settings

For an explanation of the relationship between user access rights, user access settings, and group access settings, refer to “User and Group Security” on page 13.

For an explanation of each of the access settings, refer to “User Access Rights and User/Group Access Settings” on page 14.

➤ **To modify access settings of an existing user**

- 1** In the left pane, click **Users**.
- 2** Click on the User ID of the Maximizer user.
- 3** Select the **Access Rights** tab.
- 4** Click **Modify User Access Settings**.
- 5** Modify any of these settings as appropriate.
- 6** Click **Save Settings** to close the Access Settings.
- 7** Click **Save** to save the changes.

Security Groups

A security group is a group of users, usually belonging to a functional group such as a Finance department, who have access to entries related to their group and have specific security access settings. A user may be a member of more than one security group.

i It is important to note that groups have access settings, but they do not have access rights that users do.

Group Name and ID

Every security group has a name and an ID that identify the group. Changing the name has no effect on the group functionality. However, you cannot change the group ID. If you ever need to recreate these security groups, it is imperative that you use the correct security group IDs. (The group name is irrelevant.)

Group Access Settings

A security group has Access Settings that affect the level of access its members have within the Address Book. It is important to note that granting an Access Setting to a group does not necessarily mean that all members of the group will have that Access Right. The level of access each individual user has to the Address Book is controlled by the Access Settings of the user account and the Access Settings of any groups the user belongs to. For more information about user and group Access Settings, refer to "User and Group Security" on page 13.

Group Members

You can add or remove users from the group in the Members tab of the Security Group page.

You can also add or remove a user from any groups on the Groups/Teams tab of the User properties.

Default Security Groups in all New Address Books

Every new Address Book contains several security groups, described in the following table. Only the MASTER user belongs to these groups by default, but you can add additional users to each group.

Security Group Name	Group ID	Enables group members to...
Accounting	ACCTNG	Restrict accounting transaction notes to members of this group. This security group applies only to previous versions of Maximizer.
Company Announcement Authors	A_CAA	Access the Company Announcements folder in Company Library, where group members can add announcements that appear in the Company Announcements box on the My Work Day page in Maximizer and Maximizer Web Access.
Crystal Reports Users	R_CRU	Generate new reports from the Crystal Reports option in the Reports tab in Maximizer.
Customer Access Admin Users	C_ADM	Access the News Manager section of the Customer Access Administrator. In Address Books that have been upgraded from a previous version, this group may be called "Customer Portal Administration Users".
Customer Access Config Users	C_CFG	Access the Configuration Manager section of Customer Access Administrator. In Address Books that have been upgraded from a previous version, this group may be called "Customer Portal Configuration Users".
Maximizer Web Access Admin Users	EMPADM	Access the Edit section of the Maximizer Web Access, where the user can update external links. In Address Books that have been upgraded from a previous version, this group may be called "Employee Portal Administration Users".

Security Group Name	Group ID	Enables group members to...
Partner Access Admin Users	P_ADM	Access the News Manager section of the Partner Access Administrator. In Address Books that have been upgraded from a previous version, this group may be called "Partner Portal Administration Users".
Partner Access Config Users	P_CFG	Access the Configuration Manager section of Partner Access Administrator. In Address Books that have been upgraded from a previous version, this group may be called "Partner Portal Configuration Users".
SSRS Report Management	R_SSRS	Add and edit SQL Server Reporting Services reports in Maximizer Web Access. You must specify the login credentials for a member of this group when you enable SQL Server Reporting Services.

Creating a New Security Group

For an explanation of the relationship between user access rights, user access settings, and group access settings, refer to "User and Group Security" on page 13.

For an explanation of each of the access settings, refer to "User Access Rights and User/Group Access Settings" on page 14.

➤ To create a new security group and assign members

- 1 In the left pane, click **Security Groups**.
- 2 Click **Add**.
- 3 Enter a **Group Name**.
- 4 Enter a unique **Group ID** (up to 6 characters). The first character of the Group ID must be a letter.
- 5 Assign **Access Settings** to the group.

Access Settings for the group affect the Access Rights of all users who are members of the group.

- 6 Select the **Members** tab.

i To remove a user, select the user from the Members list, and click Remove.

- 7** From the **Available Users** list, select the users to add to the security group, and click **Add**.
- 8** Click **Save** to save the new security group.

Modifying Group Access Settings

For an explanation of the relationship between user access rights, user access settings, and group access settings, refer to “User and Group Security” on page 13.

For an explanation of each of the access settings, refer to “User Access Rights and User/Group Access Settings” on page 14.

➤ To modify access settings of an existing group

- 1** In the left pane, click **Security Groups**.
- 2** Select the group name.
- 3** Select the appropriate settings for the group, and click **Save**.

Record Ownership

In Maximizer, many entries have an Owner field, or Full Access and Read Access fields. These fields control who can view or edit the entry. Users can access their own private records, all publicly owned records, and private records owned by their group. For example, the user "Alice" of the "Finance" group can view all of her own records, all records owned by the "Finance" group, and all Public records.

Sometimes it's important to allow users to have private entries because some entries aren't meant to be shared with your entire organization. In Maximizer, it's possible to specify Full Access and Read Access to specific users or groups for each entry in the Address Book. In addition to Address Book entries, you can specify ownership of notes, documents, and other types of entries.

When a user creates a new Address Book entry, he or she can designate access for that entry. Full Access or Read Access can be granted to specific users or groups, or it can be Public.

To be able to use the Owner, Full Access, or Read Access fields, the user must have the "Allow private entries" access right enabled.

Field	Value	Description
Owner	Public	All users can view and modify the entry, regardless of their user or group security settings.
	User	Only the specified user can view or modify the entry.
	Group	Only members of the specified group can view or modify the entry, regardless of their user or group security settings.
Full Access	Public	All users can modify the entry, regardless of their user or group security settings. Note that the Read Access field becomes disabled if Full Access is set to Public.
	User	Only the specified user can modify the entry.
	Group	Only members of the specified group can modify the entry, regardless of their user or group security settings.
Read Access	Public	All users can view the entry.
	User	Only the specified user can view the entry.
	Group	Only members of the specified group can view the entry.

Sales and Marketing Teams

If your company or organization is using opportunity or campaign management, you can set up sales and marketing teams. Sales teams are used for sales opportunities in Maximizer, and marketing teams are used for traditional marketing campaigns. Teams help leaders delegate and manage opportunities and traditional campaigns in Maximizer. Team leaders can delegate tasks in an opportunity or a traditional campaign to team members.

A team is composed of a team leader and team members:

- **Team Leader:** In a team, one person is designated as a team leader who has the right to make changes to the opportunity or traditional campaign, as well as to the opportunity's or traditional campaign's team.
- **Team Member:** A regular team member does not have the right to change the traditional campaign/opportunity or the team. The member's role is to perform the tasks the team leader assigns.

A team member has either edit, audit, or standard rights, as described below. The team leader always has edit rights.

i If you have someone in mind as a team member with edit rights, it saves time to assign rights in Administrator rather than on a per-campaign or per-opportunity basis.

- **Edit:** Allows a member full access to all campaigns and opportunities assigned to the team. Members with this type of access have full team leader rights and may modify the status of an opportunity or campaign and may also reassign tasks.
- **Audit:** Allows a member to view all campaigns and opportunities assigned to him/her.
- **Standard:** Allows for basic rights to "work" (apply steps) opportunities and campaigns. These rights do not allow the member to change a status of an opportunity or campaign.

Security, or access rights, cannot be assigned to sales or marketing teams. Therefore, to control the security of more than one user, you must set up a security group for the team members.

➤ To create a new sales or marketing team

- 1** Select **File > Security Groups and Teams**.
- 2** In the left pane, click **Teams**.
- 3** Click **Add**.
- 4** On the **General** tab, enter a team name.
- 5** Select Sales or Marketing from the **Type** drop-down list.
- 6** Select the **Members** tab.

7 From the **Available Users** list, select the users to add to the team, and click **Add**.

To remove a user, select the user from the Members list, and click **Remove**.

8 In the **Members** list, select a member to assign as the Leader, and select Leader from the **Status** drop-down list.

There can be only one leader in the team.

9 For each member other than the Leader, select the appropriate member right from the **Rights** drop-down list.

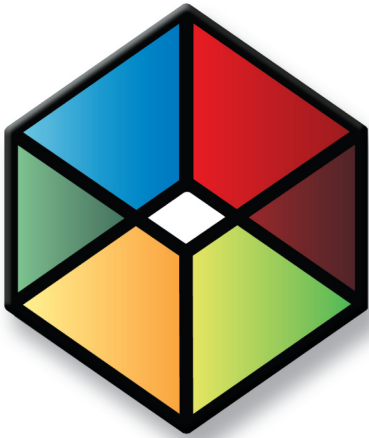
10 Click **Save** to save the new team.

User Preferences

The Address Book administrator is responsible for setting up initial user preferences in Administrator. However, users can change many of their user preferences in Maximizer.

➤ **To set Address Book user preferences**

- 1** In the left pane, click **Users**.
- 2** Select the Maximizer user, and click **Preferences**.
- 3** Set the user-related preferences on each of the tabs.



CHAPTER 3

Configuring an Address Book

In this chapter...

"Address Book Preferences" on page 29

"System Fields" on page 31

"User-Defined Fields" on page 35

"Mandatory Fields" on page 42

"Writing Formulas and Mandatory Rules" on page 46

"Key Fields Lists" on page 60

"Preventing Duplicate Entries" on page 63

"Email Notification for Opportunities/Customer Service Cases" on page 67

"Security" on page 69

Address Book Preferences

You can set Address Book preferences in Administrator. The following table outlines the settings available in each section of the Preferences.

In this section	You can set the following preferences:
Address Book	<ul style="list-style-type: none"> • Values available in the Category field for Address Book entries. • Fields to check for duplication of Address Book entries.
Auditing	Auditing preferences for Address Book entries.
Campaigns	<ul style="list-style-type: none"> • Campaign completion reasons. • Settings for campaign monitoring.
Customer Service	<ul style="list-style-type: none"> • Customizable values for the Billing type, Subject, Case origin, Case queue, Case reason, Status, and Case Type fields. • Default case response time and case status. • Settings to disallow direct changes to case fields. • Default case monitoring lists. • Assign or unassign email templates for user and customer notification.
Key Fields	Key field lists available for Address Book entries, opportunities, campaigns, and customer service cases.
Locations and Resources	Locations and resources available in appointments.
Mandatory Fields	Mandatory and optional data entry requirements for system fields in Address Book entries, opportunities, campaigns, and customer service cases.
Opportunities	<ul style="list-style-type: none"> • Opportunity stages and probabilities of close. • Opportunity confidence rating schemes. • Opportunity completion reasons. • Opportunity monitoring lists.
Security	Account lockout and Mobile Access security options.

In this section	You can set the following preferences:
System Fields	<ul style="list-style-type: none">• Add, modify, and delete note and document categories.• Add, modify, and delete values of the products/services and categories (in opportunities, campaigns, customer service cases, and appointments) and Do Not Solicit By (in Address Book entries) fields.
System Options	<ul style="list-style-type: none">• Address Book name.• System-assigned customer service IDs.• Overview page caption.• Partner notification of assigned Address Book entries or opportunities.• User/group setting which determines if lists of users/groups display only groups to which the current user belongs and other users in the groups in fields such as Read Access and Full Access.• Multi-currency.• SQL Server Reporting Services settings.• Start of the fiscal year.

Set Address Book Preferences

- 1** In the left section of the page, click **Preferences**.
The Preferences section opens.
- 2** Click the link related to the section for which you want to set preferences.
For example, click System Options.
- 3** Set Address Book preferences for each of the sections.

System Fields

You can set up custom values for system fields in the following sections in the preferences:

- **System Fields** – The Category fields in notes and documents, the Do not solicit by field in Address Book entries, the MaxExchange Distribution field in Address Book entries, and the Products/Services and Categories fields in opportunities, campaigns, customer service cases, and appointments.
- **Locations/Resources** – The Location and Resources fields in appointments.
- **Customer Service** – The Billing Type, Case or Article Subject, Origin, Queue, Reason, Status, and Type fields in customer service cases.
- **Opportunity** – The Stage, Confidence Rating, and Completion Reason fields in opportunities.
- **Campaigns** – The Completion Reason field in automated campaigns.
- **Address Book** – The Category field in Address Book entries.

Add Custom Items to System Fields

You can use Administrator to add custom items to system fields. The steps may differ slightly depending on the field.

- 1** In the left pane, under **Preferences**, select the section that contains the system field.
You can modify system fields in the System Fields, Locations/Resources, Customer Service, Opportunity, Campaign, and Address Book preferences.
- 2** If you are working in the System Fields preferences, expand the root folder to display the list of fields to edit.
- 3** Expand the plus sign next to the field.
The current list of values are displayed under the field name.
- 4** Click **Add New Value**.
- 5** Enter the name of the item.
- 6** If necessary, enter other properties of the item.
 - For most fields, specify the user who requested the item.

- For the **Status** field in customer service cases, select the actions (assign, escalate, or resolve) for which you want to apply the item.
- For the **Stage** field in opportunities, specify the range of the probability of close to apply to the stage.
- For the **Completion reason** field in opportunities and campaigns, specify the completion status the item applies to.

7 Click **Save** to finish adding the item.

Modifying System Table Fields in Maximizer

End users can modify values of some system table fields directly in Maximizer. Users must have the Modify system table fields privilege to change the values. The following fields can be changed:

- **Address Book entry fields** – Mr/Mrs, Position, Salutation, Company, Department, Division, City, St/Prov, Country, Email Description, Phone Description, Do Not Solicit By, Category, Lead Source, MaxExchange Distribution, and Related Address Book Entry Relationship Type
- **Phone fields** – Subject and Phone Call Result
- **Task and appointment fields** – Activity and priority
- **Campaign fields** – Products/Services and Categories
- **Customer service fields** – Products/Services, Categories, and Subject
- **Opportunity fields** – Products/Services, Categories, Objective, and Next Action

Auditing Changes to Entries

You can set up auditing preferences for Address Book entries. By enabling the auditing feature for Address Book entries, you can manage audit logs and view the system audit report.

About Auditing

Maximizer has the ability to document changes made to Address Book entries. Changes made to the basic fields, user-defined fields, notes and documents are logged against the Address Book entry. The size of the database may increase substantially when Auditing is turned on.

You have to enable and configure Auditing preferences for the Address Book module to allow users to view audit logs.

Enable Auditing

You can enable auditing options for Address Book entries.

i The Audit log ignores Full and Read Access settings for user-defined fields, notes, and documents and displays history for all changes, regardless of security settings.

- 1** In the left pane, under **Preferences**, select **Auditing**.
- 2** Click **Edit Audit Settings** to enable auditing options for Address Book entries.
- 3** Select the **Fields** checkbox to enable auditing for Basic fields and user-defined fields.
- 4** Select the **Notes** checkbox to track changes made in the notes against Address Book entries.
- 5** Select the **Documents** checkbox to track changes made in the documents against Address Book entries.
- 6** Click **Save**.

Purge the Audit Log

You can manage space by deleting old audit logs.

- 1** In the left pane, under **Preferences**, select **Auditing**.
- 2** Under **Manage audit log**, specify a **Delete logs older than** interval.
- 3** Click **Delete**.

- 4 Click **Yes** to confirm audit log deletion.

Audit log entries created before the specified interval are deleted.

System Audit Report

You can track modifications made in user-defined fields, notes and documents for Address Book entries. The system audit report contains details of the changed date, changed by, action, object, entry, field and the changed value. This report can be generated for a specific duration. You have the option to include Auditing entries created by all users or by a single user in the report. The system audit report can further be exported to Excel format for customization and analysis.

View the System Audit Report

You can generate the system audit report for Address Book entries.

- 1 In the left pane, under **Preferences**, select **Auditing**.
- 2 Under **View system audit report**, specify the report type.
- 3 Specify the **Date range**.
- 4 From the **User** drop-down list, select the user.
- 5 Click **View Report** to generate the system audit report.

User-Defined Fields

User-defined fields are custom fields used to record additional information on Maximizer entries. You can set up different user-defined fields for the different types of entries in Maximizer. Each user-defined field can be associated with only one type of entry. You can create user-defined fields for the following types of entries:

- **Address Book** – Classifies Address Book entries. You can view these fields in the Address Book page.
- **Opportunities** – Classifies opportunities. You can view these fields in the Opportunities page or in an open opportunity.
- **Campaigns** – Classifies campaigns. You can view these fields in the Campaigns page or in an open campaign.
- **Customer Service** – Classifies customer service cases. You can view these fields in the Customer Service page or in an open customer service case.
- **Users** – Classifies Maximizer users.

You can include user-defined fields in Key Fields lists displayed in the Details tab of the following pane for Address Book entries and opportunities and in the Basic Information tab of open campaigns and customer service cases.


Types of User-Defined Fields

You can create different types of user-defined fields depending on the types of values required for the field. Maximizer defines the following types of user-defined fields:

- **Alphanumeric user-defined fields** – These fields record any alphanumeric text (letters and numbers) up to a specified maximum number of characters. You can encrypt alphanumeric fields for security protection. Note that you cannot disable or enable encryption once you have created the field.

You can use alphanumeric user-defined fields to record URLs for entries. The fields are displayed as hyperlinks in Key Fields lists.

- **Date user-defined fields** – These fields store a specific date or an annually recurring date.
- **Formula user-defined fields** – These fields calculate values based on other basic or user-defined fields. Formula user-defined fields can return alphanumeric, date, or numeric values. Because they are calculated from values of other fields, values for formulas fields can be viewed in entries but cannot be set manually.

 Encrypted user-defined fields cannot be transferred, imported, or exported. They are also not searchable.

- **Numeric user-defined fields** – These fields record numeric values. You can specify a number of decimal places. For example, specify two decimal places to use this type of field for monetary values. You can also specify that currency symbols are displayed with the field.
- **Table user-defined fields** – These fields enable you to select a value or values from a list. This type of field is very useful for multiple choice or multiple value fields. If you create a table user-defined field with the “single value only” attribute, only one value can be selected from the list.
- **Yes/no user-defined fields** – These fields record either yes or no values. Since the fields must contain one of these values, these user-defined fields are always mandatory.

Access Rights for User-Defined Fields

The Maximizer administrator user can create user-defined fields at any time in Administrator. You can also give any user the ability to create, change, or delete user-defined fields in Maximizer by enabling the following access rights in Administrator:

- The User-defined fields access right enables the user to assign values to user-defined fields, but not create fields.
- The User-defined field setup access right enables the user to create new user-defined fields.

You can also restrict user access to a specific user-defined field. The user-defined field properties has options for Full Access (read and write) and Read Access (read-only) permissions.

The Full Access and Read Access fields contain a drop-down list of users, groups, and Public. Select which user(s) the Full Access or Read Access permission applies to:

- **Public** – Assigns the user-defined field access permission to all users.
- **[user]** – Assigns the user-defined field access permission to an individual user.
- **[security group]** – Assigns the user-defined field access permission to all members of a security group.

Setting Up User-Defined Fields

User-defined fields are created and modified in the Set Up User-Defined Fields dialog box in Maximizer and the User-Defined Fields page in Administrator. The fields and folder are organized in a tree view. There can be multiple levels of folders, each containing other folders or user-defined fields. The folder structure allows a maximum of three folder levels.

You can set up different lists of user-defined fields for each type of entry. The user-defined field structure can be multi-tiered with multiple levels of user-defined field folders, each of which may contain other folders or user-defined fields. The folder structure may contain a maximum of three folder levels.

Sorting User-Defined Fields

The order that user-defined fields display in the User-Defined Fields page determines the order that user-defined fields display for users.

Click the Move Up and Move Down buttons to move a field or folder up or down in the list. These buttons move fields only within their current folder level. You cannot use them to move items in or out of folders. To select a field, click on the blank space on a field row.

Use the Reset Order button to sort items in alphabetical order. All user-defined fields and folders in the selected folder are resorted.

Move a User-Defined Field or Folder to Another Folder

- 1** In the left pane, under **User-Defined Fields**, select the category of user-defined fields that you want to work with.
- 2** Select the field or folder you want to move.
- 3** Click **Move To**.
- 4** From the **Folder name** drop-down list, select the folder you want to move the field or folder to, and click **Save**.

Create a Folder for User-Defined Fields

You can group similar user-defined fields into folders and subfolders to a maximum folder depth of three levels. Grouping user-defined fields into folders is particularly useful if you have a large number of user-defined fields. Grouping them makes them easier to find and reduces the amount of scrolling needed to find the one you are looking for.

- 1** In the left pane, under **User-Defined Fields**, select the category of user-defined fields that you want to work with.
- 2** To create a top-level folder, select the Address Book name at the top of the list.
– or –
To create a folder within an existing folder, select the existing folder.
- 3** Click **Add Folder**.
- 4** Enter a name for the new folder, and click **Save**.

The new folder now appears in the user-defined fields list.

- 5** Move the new folder to a different position in the list, if desired.

i User-defined field and folder names cannot contain forward slash or backward slash characters (/ \).

i If you set the folder to hidden, it is not displayed on the User-Defined Fields tab when you clear the Show hidden fields option.

Create a User-Defined Field

To complete this procedure, you must have Insert permission for user-defined field setup.

You can create user-defined fields for Address Book entries, opportunities, campaigns, customer service cases, and user accounts in the Set Up User-Defined Fields dialog box.

- 1** In the left pane, under **User-Defined Fields**, select the category of user-defined fields that you want to work with.
- 2** Select an existing folder, inside which you want to create a new field.
– or –
Select a user-defined field to create the new field at the same level as the selected field.

i User-defined field and folder names cannot contain forward slash or backward slash characters (/ \).

i You cannot insert other formula user-defined fields into the formula.

- 3** Click **Add Field**, and select the type of user-defined field you want to add.
- 4** In the **Name** field, type a name for the user-defined field.
- 5** If you are adding a formula user-defined field, enter the formula in the **Formula** field.
Click **Insert Field** to add basic or user-defined fields to the formula.
- 6** Specify the properties of the user-defined field.
- 7** Click **Save**.
The user-defined field is added to the list.

Add Items to a Table User-Defined Field

Table user-defined fields contain a list of similar items from which a user may select one or more items. As part of the process of creating a new user-defined field of this type, you should add the items to the table.

i If you set the item to hidden, you can hide it from the Available Values list by clearing the Show hidden items option.

- 1** In the left pane, under **User-Defined Fields**, select the category of user-defined fields that you want to work with.
- 2** Select the table user-defined field, and click **Items**.
The list of existing items for the table user-defined field is displayed.
- 3** Click **Add New Value**.
- 4** Type a name for the item, and specify the other properties of the item.
- 5** Click **Save**.
- 6** Repeat steps 3 to 5 to add any additional items to the table user-defined field.

Formula User-Defined Fields

Formula user-defined fields calculate values based on other basic or user-defined fields. Because they are calculated from values of other fields, values for formulas fields can be viewed in entries but cannot be set manually.

When you create a new or modify an existing formula user-defined field, you specify the formula for the user-defined field. You can

write the formula using existing basic and user-defined fields. Click the Insert Field button to select fields to add to the formula.

Formula user-defined fields can return alphanumeric, date, or numeric values. You specify the type of return value while creating the user-defined field. The functions available depend on the types of fields that you want to manipulate.

You can add arithmetic expressions to your formulas. You can also add functions and conditional expressions to create more complex formulas.

Conditional Expressions for Formulas

You can create conditional expressions in your formula user-defined fields. Conditional expressions use the If expression to evaluate comparison statements and return values based on the results of the statements.

Conditional expressions use the following syntax:

If (Comparison Statement, True Value, False Value)

- **Comparison Statement** – Uses comparison operators to compare two values. Comparison statements can use the following operators:
 - **==** to check that two values are equal to each other.
 - **!=** to check that two values are not equal to each other.
 - **>** to check that the first value is greater than the second value.
 - **<** to check that the first value is less than the second value.
 - **>=** to check that the first value is greater than or equal to the second value.
 - **<=** to check that the first value is less than or equal to the second value.

Comparison statements can be combined with logical operators:

- **Or** – Combines two comparison statements where either one of the statements is true.
- **And** – Combines two comparison statements where both of the statements is true.
- **Not** – Negates a comparison statement.
- **True Value** – The value of the expression when the comparison statement is true. It can also be combined with other expressions.
- **False Value** – The value of the expression when the comparison statement is false. You can include other conditional statements to supply different answers for different values.

Examples of Conditional Expressions

The following examples illustrate complex formula user-defined fields using conditional expressions.

Example 1

```
If ([Creation Date] > Date(2009, 7, 9), "New", "Old")
```

This example compares a date field with a constant date, using the Date function to format the date properly. The formula returns an alphanumeric value. If the date is later than the supplied date, the field has a value of "New". If the date is earlier than the supplied date, the field has a value of "Old".

Example 2

```
If(Not(Search("Canada",[Country])>0 Or Search("USA",[Country])>0 Or Search("Mexico",[Country])>0),"Other","North America")
```

This example inspects the Country field of an Address Book entry to determine if the entry is located in North America or not. It uses the alphanumeric Search function to look for the countries "Canada", "USA", or "Mexico". If none of those strings are found in the entry's Country field, the formula evaluates to "Other", but if one of those strings is found it outputs "North America".

Example 3

```
If (Dayofweek([Creation Date]) == 1, "Sunday",  
    If (Dayofweek([Creation Date]) == 2, "Monday",  
    If (Dayofweek([Creation Date]) == 3, "Tuesday",  
    If (Dayofweek([Creation Date]) == 4, "Wednesday",  
    If (Dayofweek([Creation Date]) == 5, "Thursday",  
    If (Dayofweek([Creation Date]) == 6, "Friday",  
    If (Dayofweek([Creation Date]) == 7, "Saturday", " "))))))
```

This example uses the Dayofweek function to get the day of the week expressed as an integer value for a date field. It compares the value with integer values and outputs a string representing the day of the week in. If it does not have a value, it outputs an empty string.

Mandatory Fields

You can specify that system fields and user-defined fields are mandatory. System fields are set as mandatory in Administrator. User-defined fields are set as mandatory when creating the user-defined fields in Administrator or in the Set Up User-Defined Fields dialog box.

Mandatory fields are denoted with an asterisk displayed after the field type or with a red border.

When you create or modify entries, Maximizer checks that all mandatory fields have values. If any mandatory fields are empty, you are prompted to enter a value for the field. If you are working in the Details pane, any user-defined fields that are empty are added to the current Key Fields list.

Set a System Field as Mandatory

You can set up different lists of mandatory fields for Companies, Individuals, Contacts, customer service cases, opportunities, and automated campaigns.

Some system fields, such as Company name and Full access, are mandatory by default. In the Mandatory Fields preferences, they are displayed as "Always Mandatory". The other fields are optional by default, but you can specify that any of the fields must be mandatory.

Use this procedure to set a system field as mandatory or optional.

- 1** In the left pane, under **Preferences**, click **Mandatory Fields**.
- 2** Click **Modify Options**.
- 3** Click the plus sign beside the type of entry the field applies to.
The list of system fields for the entry is displayed with the fields' current status: Optional, Always Mandatory, or Mandatory.
- 4** Select the field.
- 5** Click **Mandatory** or **Optional**.
The status of the field is changed to Mandatory or to Optional.
- 6** Click **Save** to save the changes.

Set a User-Defined Field as Mandatory

To complete this procedure, you must have Modify permission for user-defined field setup.

Use this procedure to set an existing user-defined field as always mandatory.

- 1** In the left pane, under **User-Defined Fields**, select the category of user-defined fields that you want to work with.
- 2** Click on the user-defined field.
- 3** In the **Mandatory** section, select **Always mandatory**.
- 4** Click **Save** to save the changes.

Rules for Mandatory User-Defined Fields

When you work with Address Book entries or opportunities, you can specify that user-defined fields are mandatory if a rule is matched. For example, you can write a rule that makes a user-defined field mandatory only when the category for an Address Book entry is set to "Partner". When users set the value of the Category field to Partner, they are prompted to set a value for the user-defined field when they save the entry.

A mandatory rule consists of a comparison statement. It may compare a field with a value or with another field. Or it may compare formulas using the same syntax as formula user-defined fields.

You can create comparison statements with the following symbols.

- **==** to check that two values are equal to each other.
- **!=** to check that two values are not equal to each other.
- **>** to check that the first value is greater than the second value.
- **<** to check that the first value is less than the second value.
- **>=** to check that the first value is greater than or equal to the second value.
- **<=** to check that the first value is less than or equal to the second value.

Comparison statements are often combined with logical operators to add multiple statements together.

- **Or** – Combines two comparison statements where either one of the statements is true.

- **And** – Combines two comparison statements where both of the statements is true.
- **Not** – Negates a comparison statement.

While the comparison statements may be simple, say to compare a field with a value or with another field, you can also write more complex rules. Within the comparison statements, you can include arithmetic operators (+, -, * /) and alphanumeric, date, and numeric functions to create complex formulas.

Set a User-Defined Field as Mandatory Given Conditions

To complete this procedure, you must have Modify permission for user-defined field setup.

Use this procedure to set a user-defined field as mandatory when a specified rule is matched. This procedure applies only to user-defined fields for Address Book entries or opportunities.

- 1** In the left pane, under **User-Defined Fields**, select **Address Book**.
- 2** Click on the user-defined field.
- 3** In the **Mandatory** section, select **Mandatory based on rule**.
- 4** In the text field, enter the rule.
Click **Insert Field** to add basic or user-defined fields to the rule.
- 5** Click **Save** to save the changes.

Mandatory Rules Using Table Fields

When you create mandatory rules that compare table fields, the values in the fields are treated like alphanumeric fields.

To compare a table field that contains multiple values, the comparison statement must include the same text that's displayed in the Maximizer interface, including all values for the field. For example, the statement [Category] == "Partner" will be true only if the only value set in the Category field is "Partner". If the Category field includes the "Distributor" value as well, the rule would validate with the following statement: Category == "Distributor, Partner". You can use the Search function to locate text in multiple-value table fields.

To check that one of multiple values are set in a table field, use the OR operator in the rule. To check that two (or more) values are set in a table field, use the AND operator in the rule.

Example: Mandatory rule for table field using OR

The following rule validates if either the Distributor or Partner value is set in the Category field:


```
(Search("Partner",[Category]) > 0) OR (Search("Distributor",[Category]) > 0)
```

Example: Mandatory rule for table field using AND

The following rule validates if both "Distributor" and "Partner" are set in the Category field:

```
(Search("Partner",[Category]) > 0) AND (Search("Distributor",[Category]) > 0)
```

Writing Formulas and Mandatory Rules

 You cannot insert other formula user-defined fields into the formula.

Formula user-defined fields calculate values based on other basic or user-defined fields. You can write formulas consisting of arithmetic expressions, alphanumeric, date and numeric functions, as well as conditional expressions.

When you work with Address Book entries or opportunities, you can specify that user-defined fields are mandatory if a rule is matched. Rules for mandatory user-defined fields are similar to the formulas in formula user-defined fields. A mandatory rule consists of a comparison statement. It may compare a field with a value or with another field. Or it may compare formulas using the same syntax as formula user-defined fields. Comparison statements can contain any of the elements included in formulas, including alphanumeric, date, and numeric functions.

Arithmetic Expressions

Using the basic arithmetic symbols, you can include arithmetic expressions in formula user-defined fields and in rules for mandatory user-defined fields. Combine multiple expressions to create complicated arithmetic formulas.

Formula user-defined fields and rules for mandatory user-defined fields can use the following symbols:

- **+** for addition.
Add any numeric values to each other, add integers to date values, and add alphanumeric fields or strings separated with quotation marks to each other.
- **-** for subtraction.
Subtract any numeric values from each other, and subtract date values from each other. Date values return integers representing the number of days between the dates.
- ***** for multiplication.
Multiply numeric values together.
- **/** for division.
Divide numeric values by other numeric values.
- **()** for nested operations.
Use parentheses to create more complex operations on several numeric values or to combine multiple comparison statements.

Example: Numeric Values

Formula: ([Numeric field] + [Numeric field]) * [Numeric field]

Return value: Numeric

Example: Date Values

Formula: [Date 1] - [Date 2]

Return value: Numeric, the number of days between the two dates.

Example: Date and Numeric Values

Formula: [Date 1] + [Numeric field]

Return value: Date

Example: Alphanumeric Values

Formula: [FirstName] + " " + [LastName]

Return value: Alphanumeric, the two words listed together, separated by a space (FirstName LastName).

Alphanumeric Functions

Use alphanumeric functions to manipulate alphanumeric fields in formula user-defined fields and in rules for mandatory user-defined fields. When you use alphanumeric functions, you can insert alphanumeric fields as the parameters for the function or you can use any text strings. When you insert strings into functions, enclose the text of the string in quotation marks.

You can add the following functions to formulas using alphanumeric user-defined fields.

- **Len** – Returns the number of characters in a text string.
- **Lowercase** – Converts a string to lower-case characters.
- **Mid** – Returns a specific number of characters from the text string starting at the position you specify.
- **Search** – Searches for text in a string and returns the position of the text.
- **Substitute** – Substitutes existing text with specified text.
- **Text** – Changes a numeric value to an alphanumeric text string. You can manipulate the returned string using any of the other alphanumeric functions.

- **Uppercase** – Converts a string to upper-case characters.
- **Value** – Converts an alphanumeric value to a numeric value. Alphanumeric values beginning with alphabetical characters return a value of 0. You can manipulate the string using any of the numeric functions.

Len

Returns the length of a string.

Syntax

Len(Alphanumeric)

Parameters

Parameter	Data Type	Description
Alphanumeric	String	The string to return the length of.

Example

Len([Company])

This example returns the number of characters in the company's name.

Lowercase

Converts a string to lower-case characters. Use this function or the Uppercase function with the Search function and with equal (==) statements to compare alphanumeric values when you do not care about the case of the string.

Syntax

Lowercase(Alphanumeric)

Parameters

Parameter	Data Type	Description
Alphanumeric	String	The string to convert to lower case.

Example

```
Lowercase([City])=="vancouver"
```

This example of a mandatory rule checks for the value "Vancouver" in the City field. The rule validates if an entry has the values "Vancouver", "vancouver", or "VANCOUVER" in the City field.

Mid

Returns a specific number of characters from a text string starting at a specified position.

Syntax

Mid(Alphanumeric, StartInt, LengthInt)

Parameters

Parameter	Data Type	Description
Alphanumeric	String	The string that you want to search through. Normally, this would be a merge field.
StartInt	Integer	The position of the first character in the string you want to return.
LengthInt	Integer	(Optional) The length of the string you want to return.

Example

```
Mid("First Last", 7)
```

This example returns the text starting at the 7th position in the field. In this case, it returns "Last".

Search

Searches a string for text and returns the position of the text in the string. This function is case sensitive.

Syntax

Search(SearchString, Alphanumeric, StartInt)

Parameters

Parameter	Data Type	Description
SearchString	String	The text to search for in the string.
Alphanumeric	String	The string to search through. To ignore the case of the string, include the Lowercase or Uppercase function in this parameter.
StartInt	Integer	(Optional) The starting character to search.

Examples

Search("Wine", [Company_Name])

This example searches for the text "Wine" in the company name and returns the place in the name where the text starts as an integer.

Search("Partner", [Category]) > 0

This example of a mandatory rule searches for the value "Partner" in the Category field. This rule validates if an entry has the category set to "Partner" even if there are other values set in the Category field as well.

Search("wine", Lowercase([Company_Name])) > 0

This example of a mandatory rule searches for the text "wine" in the company name ignoring the case. This rule validates if the Company Name field includes the text "Wine", "wine", or "WINE".

Substitute

Substitutes existing text with specified text. This function returns the entire string containing the new text.

Syntax

Substitute(Alphanumeric, OldText, NewText)

Parameters

Parameter	Data Type	Description
Alphanumeric	String	The string containing the text you want to change.

Parameter	Data Type	Description
OldText	String	The text you want to change.
NewText	String	The text substituted into the string.

Example

Substitute([Address], "St", "Street")

This example returns the address with the abbreviation "St" substituted with the text "Street".

Text

Converts a numeric value to a string. You can then use the other alphanumeric functions to manipulate the returned string.

Syntax

Text(Number, DecPlace)

Parameters

Parameter	Data Type	Description
Number	Decimal	The numeric value that you want to convert.
DecPlace	Integer	(Optional) The number of decimal places to return.

Example

Text([Revenue], 2)

This example returns the revenue as an alphanumeric string with two decimal places. If revenue, a numeric field, is 50000, the Text function in the above example returns 50000.00 as an alphanumeric value.

Uppercase

Converts a string to upper-case characters. Use this function or the Lowercase function with the Search function and with equal (==) statements to compare alphanumeric values when you do not care about the case of the string.

Syntax

Uppercase(Alphanumeric)

Parameters

Parameter	Data Type	Description
Alphanumeric	String	The string to convert to upper case.

Example

Uppercase([City])=="VANCOUVER"

This example of a mandatory rule checks for the value "Vancouver" in the City field. The rule validates if an entry has the value "Vancouver", "vancouver", or "VANCOUVER" in the City field.

Value

Converts an alphanumeric value to a numeric value. If the value contains alphabetic characters, it returns 0. You can then manipulate the numeric value using any numeric functions.

Syntax

Value(Alphanumeric)

Parameters

Parameter	Data Type	Description
Alphanumeric	String	The alphanumeric string to convert.

Example

Value([Contract Number])

This example returns the alphanumeric user-defined field, Contract Number, as a numeric value. If the field contains an alphabetical character, it returns 0.

Date Functions

Use date functions to manipulate date fields in formula user-defined fields and in rules for mandatory user-defined fields. When you use date functions, you can use date fields as the parameters for the function or you can supply date values for the functions. When you supply date values, use the Date function to format the values as dates.

You can add the following functions to formulas using date fields.

- **Date** – Converts integers to date values.
- **Day** – Returns the day of the month as an integer from a date value.
- **Dayofweek** – Returns the day of the week expressed as an integer.
- **Month** – Returns the month as an integer from a date value.
- **Year** – Returns the year as an integer from a date value.

Date

i Any formula that supplies an invalid date to the Date function will result in a blank value. For example, the function "Date (2012, 4, 31)" is invalid since the month of April does not have 31 days. If this function is part of a larger compound expression, the entire expression will evaluate to blank.

Converts integers to date values.

Syntax

Date(Year, Month, Day)

Parameters

Parameter	Data Type	Description
Year	Integer	The four-digit year.
Month	Integer	The one- or two-digit month.
Day	Integer	The one- or two-digit day.

Example

Date(2009, 7, 9)

This example returns July 9, 2009 as the date value.

Day

Returns the day of the month as an integer from a date value.

Syntax

Day(Date)

Parameters

Parameter	Data Type	Description
Date	Date	The date to return the day for.

Examples

Day(Date(2009, 7, 9))

This example returns 9 as the day of the month in the date value.

Day([Creation Date])

This example returns the day of the month that an entry was created.

Dayofweek

Returns the day of the week expressed as an integer for a specified date value, with 1 = Sunday, 2 = Monday, 3 = Tuesday, and so on.

Syntax

Dayofweek(Date)

Parameters

Parameter	Data Type	Description
Date	Date	The date value for which to return the day of the week.

Examples

Dayofweek(Date(2009, 7, 9))

This example returns 5, for Thursday, as the day of the week for the given date.

Dayofweek([Creation Date])

This example returns the day of the week that an entry was created.

Month

Returns the month as an integer from a date value.

Syntax**Month(Date)****Parameters**

Parameter	Data Type	Description
Date	Date	The date from which to return the month.

Examples

Month(Date(2009, 7, 9))

This example returns 7, for July, as the month in the date value.

Month([Creation Date])

This example returns the month that an entry was created.

Year

Returns the year as an integer from a date value.

Syntax**Year(Date)****Parameters**

Parameter	Data Type	Description
Date	Date	Date value for which to return the year.

Examples

Year(Date(2009, 7, 9))

This example returns 2009 as the year for the date value.

Year([Creation Date])

This example returns the year that an entry was created.

Numeric Functions

Use numeric functions to manipulate numeric values in formula user-defined fields and in rules for mandatory fields. You can add the following functions to formulas using numeric fields.

- **Ceiling** – Rounds a number up to the nearest integer or up to a specified number of decimal points.
- **Floor** – Rounds a number down to the nearest integer or down to a specified number of decimal points.
- **Round** – Rounds a number to the nearest integer or to a specified number of decimal points.

Ceiling

Rounds a number up to the nearest integer or up to a specified number of decimal points.

Syntax

Ceiling(Number, DecPlace)

Parameters

Parameter	Data Type	Description
Number	Decimal	The numeric value to round.
DecPlace	Integer	(Optional) The number of decimal places to round up to.

Example

Ceiling(2.32, 1)

This example returns 2.4.

Floor

Rounds a number down to the nearest integer or down to a specified number of decimal points.

Syntax

Floor(Number, DecPlace)

Parameters

Parameter	Data Type	Description
Number	Decimal	The numeric value to round.
DecPlace	Integer	(Optional) The number of decimal places to round down to.

Example

Floor(2.36, 1)

This example returns 2.3

Round

Rounds a number to the nearest integer or to a specified number of decimal points.

Syntax

Round(Number, DecPlace)

Parameters

Parameter	Data Type	Description
Number	Decimal	The numeric value to round.
DecPlace	Integer	(Optional) The number of decimal places to round to.

Example

Round(2.45687, 2)

This example returns 2.46.

Comparison Statements in Formulas and Mandatory Rules

Rules for mandatory user-defined fields consist of comparison statements. Formula user-defined fields may also include comparison statements if the formulas include conditional expressions, using "If" statements.

You can create comparison statements with the following symbols.

- **==** to check that two values are equal to each other.
For example, **[Category] == "Partner"** verifies that the Category field is set to "Partner".
- **!=** to check that two values are not equal to each other.
For example, **[Category] != ""** verifies that the Category field is not empty, i.e. it has a value.
- **>** to check that the first value is greater than the second value.
For example, **[Annual Sales] > 20000** verifies that the Annual Sales user-defined field has a value greater than 20,000.
- **<** to check that the first value is less than the second value.
For example, **[Contract Expiry Date] < [Last Service Date]** verifies that the Contract Expiry Date field is earlier than the Last Service Date field.
- **>=** to check that the first value is greater than or equal to the second value.
- **<=** to check that the first value is less than or equal to the second value.

Comparison statements are often combined with logical operators to add multiple statements together.

You can compare any values including alphanumeric, date, and numeric values. Alphanumeric values are compared by checking the alphabetical order of the string. When you compare values from table fields, they are treated as alphanumeric values.

Comparison statements are case sensitive. If you want to ignore the case of fields, include the Lowercase or Uppercase function in the statement. For example, **[City] == "Vancouver"** is true only if the value of the City field is set to "Vancouver". However, **Lowercase([City]) == "vancouver"** is true if the value of the City field is set to "Vancouver", "vancouver", or "VANCOUVER".

To compare a table field that contains multiple values, the comparison statement must include the same text that's displayed in the Maximizer interface, including all values for the field. For example, the statement **[Category] == "Partner"** will be true only if the only value set in the Category field is "Partner". If the Category field includes the "Distributor" value as well, the rule would validate with the following statement: **Category == "Distributor, Partner"**.

You can use the Search function to locate text in multiple-value table fields.

Logical Operators for Formulas and Mandatory Rules

You can use logical operators to build more complex comparison statements in formula user-defined fields and in rules for mandatory fields.

You can use the following logical operators:

- **Or** – Combines two comparison statements where either one of the statements is true.

For example, **[Category] == "Partner" OR [Category] == "Distributor, Partner"** is true if the Category field has either the "Partner" value alone or has both the "Partner" and the "Distributor" values.

- **And** – Combines two comparison statements where both of the statements is true.

For example, **[Category] == "Partner" AND [Annual Sales] > 20000** is true if the Category field has the "Partner" value and if the Annual Sales field is greater than 20,000.

- **Not** – Negates a comparison statement.

For example, **NOT ([Category] == "Partner" AND [Annual Sales] > 20000)** is true in all cases where the previous example is false.

Key Fields Lists

Key Fields are important user-defined fields and system fields that are highlighted on the Details tab in the following pane for Address Book entries and opportunities, and on the Basic Information tab in campaigns, and customer service cases, making them more readily accessible.

You can choose any user-defined fields and some system fields to include in the Key Fields lists. You may want to select mandatory fields as Key Fields, so users don't miss them when creating new records. You may also select frequently used fields, making it easier for users to quickly enter these values. And you may select fields important to a particular group of users because different Key Field lists can be defined for specific users and groups, or for all users.

Key Fields for Different Types of Entries

Each Key Fields list contains different sets of fields for each type of entry. For example, you can create a new Key Fields list and add different sets of fields for Companies and Opportunities. When you add new fields to the list for opportunities, you can add only opportunity basic fields and user-defined fields. When you open the Opportunity dialog box in Maximizer, only the fields added to the opportunities list will be displayed.

When you work with Address Book entries, you can set up separate lists of Key Fields for Companies, Individuals, and Contacts. As well, each type of Address Book entry has different lists for sales leads and for regular entries. For example, Individual - Lead Key Fields appear only in Individual Address Book entries that are marked as sales leads.

Add fields to the Key Fields list for only the types of entries that you want to make the Key Fields list available to. If the Key Fields list contains no fields for a specific type of entry, the list will not be available when you view that type of entry.

Each Key Fields list can contain separate lists for the following types of entries:

- **Company Lead** – For Companies marked as sales leads.
- **Company** – For Companies that are not marked as sales leads.
- **Individual Lead** – For Individuals marked as sales leads.
- **Individual** – For Individuals that are not marked as sales leads.
- **Contact Lead** – For Contacts that are marked as sales leads.
- **Contact** – For Contacts that are not marked as sales leads.
- **Opportunity** – For opportunities.

- **Campaign** – For campaigns
- **Customer Service** – For customer service cases.

Restricting Access to Key Fields

The Key Fields lists in the Details tab of the following pane or in the Basic Information tab are visible only to the users or groups specified as having Read Access to the Key Fields lists. However, other users may still be able to access the fields in the list through the User-Defined Fields tab or through other Key Fields lists. Assigning a field to a Key Fields list does not determine who can access the field. The field is available as a Key Field only to users with access to both the user-defined field and to the Key Fields list.

Create a Key Fields List


- 1** In the left pane, under **Preferences**, select **Key Fields**.
- 2** Click **Add**.
- 3** Enter the properties for the Key Fields list.
 - In the **List name** field, enter a name for the Key Fields list.
 - In the **Description** field, enter a description for the Key Fields list.
The description is displayed as a tooltip when a user selects the Key Fields list.
 - In the **Full access** and **Read access** fields, select the user or security group with access to the Key Field list.
 - If necessary, from the **Requested by** field, select the user who requested the Key Fields list.
- 4** Select the **Key Fields** tab and from the **Show key fields for** drop-down list, select the type of Maximizer entry to assign Key Fields to.
- 5** Add user-defined fields and system fields to the list.
 - Click **Add Field**, select a system or user-defined field, and click **Insert**.
You can insert multiple fields without leaving the dialog box.
 - When you are finished adding fields, click **Close** to close the dialog box.
 - If necessary, select a user-defined field in the list, and modify the text in the **Description** field.

i The description is displayed only in Key Fields lists for Address Book entries and opportunities.

i The Read access field determines which users will see these fields in their Key Fields list in Maximizer.

The description of the field is the same as the description specified when you modify the user-defined field. If you change the description here, it is also changed for other occurrences of the user-defined field. This text is displayed as a tooltip in the Key Fields list.

 The description is displayed only in Key Fields lists for Address Book entries and opportunities.

 You can add group titles only to Key Fields lists for Address Book entries and opportunities.

6 Organize your fields into groups with separators and titles.

- Click **Add Separator** to add a line between fields.
- Click **Add Group Title** and type title text to add static text to the Key Fields list.
- Click and drag to move elements, including fields, separators, and titles, around in the list.

You can also use the arrow buttons to move the selected element around in the list.

You can format the list in two columns or keep all of the information in a single column.

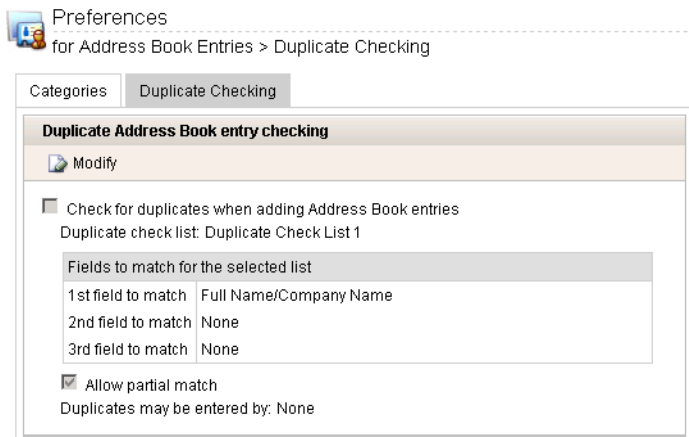
7 If necessary, from the **Show Key Fields for** drop-down list, select a different type of entry, and add fields to the list for that type of entry.

8 Click **Save** to save the Key Fields list.

Preventing Duplicate Entries

When more than one Address Book entry exists for the same person or organization, the entries are considered duplicates. These duplicates may occur when users create a new Address Book entry without determining whether an entry already exists for the person or organization. They can also occur when entries are created automatically by operations such as importing. Duplicate entries are undesirable because information related to the person or organization becomes fragmented. You can prevent most duplicate entries by using Maximizer's duplicate Address Book entry checking options.

You can configure duplicate checking in the Address Book preferences in Administrator.




You can prevent most duplicate Address Book entries by specifying up to three combinations of fields that must be unique to each entry. If a user attempts to create a new Address Book entry, and the values of any of those field combinations match an existing entry, Maximizer does not allow the duplicate entry to be created.

A combination of fields that must be unique to each entry is called a "duplicate check list". You can create up to three duplicate check lists, using up to three fields in each list.

Maximizer considers an entry to be a duplicate if the values of all fields from List 1, or all fields from List 2, or all fields from List 3 match an existing entry.

The default duplicate check lists, described below, effectively prevent most duplicate entries:

Check List	Fields
Duplicate Check List 1:	1. Full Name/Company Name 2. All Phone Numbers 3. None
Duplicate Check List 2:	1. Full Name/Company Name 2. Zip/Postal 3. None
Duplicate Check List 3:	1. None 2. None 3. None

 The "Full Name/Company Name" matching field checks the Full Name of Individual or Contact entries and checks the Company field of Company entries. The "Company for Individual" matching field checks the Company field of Individual entries.

When a user creates a new Address Book entry in Maximizer, and Maximizer detects it as a potential duplicate Address Book entry, the user is presented with the following list of options:

- **Merge with selected entry** – The newly created or modified Address Book entry merges with, and overwrites, the existing (selected) entry. If a duplicate entry is private, this option is unavailable.
- **Edit selected entry** – The existing (selected) Address Book entry opens, allowing it to be edited by the user. Any information entered in the newly created entry that was detected as a duplicate must be re-entered. If a duplicate entry is private, this option is unavailable.
- **Add the new entry** – This option adds the new entry. It is available only under certain circumstances. If a user or group has permission to create duplicate entries ("Duplicates may be entered by" field in the Address Book tab), he or she has the option to create duplicate entries. This option is also available if partial matching is enabled and Maximizer finds a partial match. If a duplicate entry is private, only users with the ability to enter duplicates can create the duplicate entry.

Partial Matching

Partial matching identifies an entry as a possible duplicate even if not all fields in any of the duplicate check lists are the same in both the new entry and an existing entry.

With partial matching, the order of the fields (1st, 2nd, 3rd) in the duplicate check lists is important, as described in the following scenarios:

i If the first field only is defined in the list (the second and third fields are set to None), partial matching doesn't apply because matching one field is a complete match.

- If the first and second fields only are defined in the list (the third field is set to None), an entry is considered a possible duplicate if only the first field matches.
- If all three fields are defined in the list, an entry is considered a possible duplicate if only the first field matches, or if both the first and second field match.

If the first field doesn't match, an entry is never considered a possible match, even if the second and/or third field matches.

Maximizer displays the list of possible duplicates in order of number of fields matched.

By default, partial matching is disabled. To turn partial matching on, select the "Allow partial match" checkbox.

i If the Address Book has been upgraded from a previous version of Maximizer, and duplicate checking was enabled, partial matching is enabled after upgrading the Address Book to the new version.

The "Allow partial match" checkbox applies to all Duplicate Check Lists. You cannot allow partial matches for some lists and not for others.

Partial matching is relevant only if no exact matches exist. If all the fields in any of the duplicate check lists match an existing entry, it is considered a duplicate entry, and partial matching does not apply. However, if Maximizer finds no exact matches, it returns a list of entries matching any of the fields from the duplicate check lists.

Permission to Create Duplicate Entries

If some users or groups require the ability to create duplicate Address Book entries, you can select a user or group from the "Duplicates may be entered by" drop-down list. If more than one user requires this ability, add those users to a new security group and then select that group from this drop-down list.

Retrieving Private Entries with Duplicate Checking


When a private entry is found by duplicate checking, the name of the entry is displayed, but the details of the entry are not. Also, when this type of entry is found, the merge entry and open entry functionality is disabled.

Configure Duplicate Checking for Address Book Entries

- 1** In the left pane, under **Preferences**, select **Address Book**.
- 2** Select the **Duplicate Checking** tab, and click **Modify**.
- 3** Select **Check for duplicates when adding Address Book entries**.

- 4 From the **Duplicate check list** drop-down list, select one of the Duplicate Check Lists.
- 5 In the **Fields to match for the selected list** box, select the first, second, and third fields to match.
You can select up to three fields, but selecting all three fields is not required.
- 6 Repeat the previous two steps to configure any of the other Duplicate Check Lists.
- 7 To enable partial matching, select **Allow partial match**.
- 8 If you want any users or groups to be able to create duplicate entries, select the name of the user or group from the **Duplicates may be entered by** drop-down list.

Email Notification for Opportunities/Customer Service Cases

 If you are using case or opportunity notification in Maximizer Web Access, you must specify an email address for WEBUSER. Go to File > Manage Users, select WEBUSER from the list of users, and click Properties. Enter an email address on the General tab of the Properties dialog box.

Maximizer can send email to customers, partners, and users when the status of customer service cases or opportunities changes.

Maximizer includes default notification messages that are sent to users. You can also create custom email notification templates in the desktop version of Administrator. In Maximizer Web Access Administrator, you can assign email templates for customer service actions, such as creating a customer service case. Each action can also have separate templates sent to customers/partners and to users.

Maximizer sends email messages to customers, and users when you create, assign, escalate, or resolve customer service cases. You can configure the email notifications in the Notification tab of the Customer Service preferences in Administrator.

You can choose to send notification automatically to Address Book entries when cases are first created. For the other customer notification templates, users have the option to send the notification while performing the specified actions in Maximizer. You also have the option to send a copy of the email message to the partners when notifying customers. User notification email messages are sent to the users identified in the Owner and Assigned To fields for the case.

You can also create default case and opportunity monitoring lists in Administrator. Email messages are sent to users when cases or opportunities are modified. Users can specify what changes to receive notification for in their preferences. Users can also assign monitors to specific cases and opportunities.

Assign Email Notification Templates

Use this procedure to assign email notification templates for customer service cases. The templates must already be created in the desktop version of Administrator.

- 1** In the left pane, under **Preferences**, click **Customer Service**.
- 2** Select the **Notification** tab.
- 3** Click **Modify**.
- 4** In either the **Customer Template** or **User Template** column, locate the row for the action, and click the **+** icon at the right side of the cell.

You can also click the **x** icon to remove the selected template from the action.

The Email Notification Template Library opens.

- 5 Select an existing template from the list and click **Save**.
The template is now associated with the action name for customers or users.
- 6 Click **Save** to save the changes.

Set Default Opportunity/Case Monitors

You can set up default opportunity and customer service case monitoring lists in Administrator. Users can assign the default list of monitors to opportunities and cases in Maximizer. Users can also specify custom lists of opportunity and case monitors in specific entries.

- 1 In the left pane, under **Preferences**, click **Opportunities** or **Customer Service**.
- 2 Select the **Monitoring** tab.
The current list of users assigned for monitoring is displayed.
- 3 Click **Select users for opportunity/case monitoring**.
- 4 In the **Available Users** list, select users to add to the list and clear the selection beside users to remove from the list.
- 5 Click **Save** to save the changes.

Security

To prevent unauthorized access to Maximizer by repeated attempts at guessing a user's password, you can set account lockout settings to automatically lock out Maximizer users after a certain number of failed login attempts occur within a specified duration.

You can also prevent users from staying logged in to Mobile Access. When this option is disabled, users will no longer be able to select the option to stay logged in on the Mobile Access login screen and will be required to log in again each time they use Mobile Access.

About Account Lockout

The account lockout settings allow you to specify rules for locking out Maximizer user accounts due to failed login attempts. You can specify the number of invalid login attempts that are allowed before the Maximizer user account is locked out, as well as the duration during which the failed attempts must occur.

If Maximizer detects the specified number of invalid login attempts for a Maximizer user within the lockout duration, the user account will be locked out.

Once a Maximizer user account has been locked out, the user will not be able to use their Maximizer user account to log in. If the user tries to log in, an error message will be displayed indicating that their account is locked out.

In order for a locked out user to log in to Maximizer again, their account must be unlocked in Administrator.

Set Account Lockout Rules

Use this procedure to set the number of invalid login attempts that are allowed before a Maximizer user account is locked out and to set the lockout duration.

1 In the left pane, under **Preferences**, select **Security**.

2 Click **Modify Settings**.

3 Specify the account lockout settings.

- Enter the number of invalid login attempts that are allowed before the account is locked.
- Enter the lockout duration.

4 Click **Save**.

i By default, 5 invalid login attempts are allowed and the default lockout duration is 30 minutes.

Unlock a User Account

Use this procedure to unlock a locked Maximizer user account in order to allow the user to log in again.

- 1** In the left pane, under **Preferences**, select **Security**.
- 2** Click **Modify Settings**.
Any locked Maximizer user accounts are displayed in the **Locked user account(s)** table.
- 3** Uncheck the **Locked** checkbox next to the user you want to unlock.
- 4** Click **Save**.

About Mobile Access Security

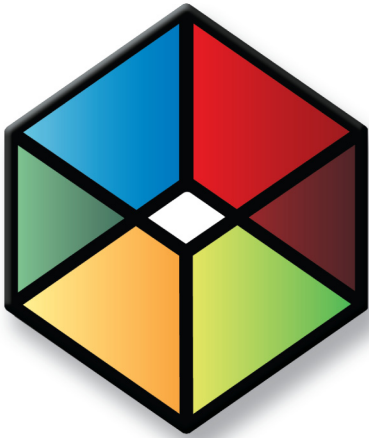
The **Keep me logged in** option on the Mobile Access login page allows users to stay logged in and to avoid having to enter their username and password each time they open Mobile Access.

To prevent unauthorized access in the event that a user's mobile device is lost or stolen, you can hide the **Keep me logged in** option to require that users enter their username and password each time they open Mobile Access.

Hide Keep Me Logged In Option

Use this procedure to hide the **Keep me logged in** option on the Mobile Access login page and to require users to log in each time they use Mobile Access.

- 1** In the left pane, under **Preferences**, select **Security**.
- 2** Click **Modify Settings**.
- 3** Select the **Hide Keep me logged in option in the login page** option.
- 4** Click **Save**.



CHAPTER 4

Configuring Email, Phone, and Reports

In this chapter...

“Complying with Anti-Spam Regulations” on page 72

“Configure Email Accounts for Campaign Monitoring” on page 75

“Voice Over IP and Instant Messaging” on page 77

“SQL Server Reporting Services” on page 79

Complying with Anti-Spam Regulations

Maximizer has the ability to prevent sending email messages without the recipient's consent to facilitate compliance with the anti-spam regulations.

About Anti-Spam Compliance in Maximizer

Maximizer can help you comply with anti-spam regulations by preventing certain types of email from being sent from Maximizer without the recipient's consent.

Maximizer allows you to set up different email types for which you can specify whether recipient consent is required or not in order to receive that type of email. You can manage the consent, or opt-in settings for your email recipients via the email profile of each Address Book entry's email address.

When sending an email type that requires consent from Maximizer, the email profiles of the recipients are checked to ensure that they have consented, or opted-in to receive that type of email, and the email will only be sent to those recipients who have opted-in to that email type.

For example, you could create an email type called "Marketing" to be used when sending promotional email, and another email type called "Service" to be used when sending customer service emails, and specify that consent is required for the "Marketing" type emails, but is not required for the "Service" type emails. When sending a "Marketing" type email, the email would not be sent to any recipients who have not opted-in to receive promotional emails. On the other hand, since no consent is required when sending a "Service" type email, the email would be sent without checking the email profiles of the recipients.

You can use the "Do Not Solicit By" field to prevent automated campaign emails from being sent to your Address Book entries. If the "Do Not Solicit By" field is set to "Email" for an entry, no automated campaign emails will be sent to that entry, regardless of the entry's other email profile settings.

About Email Profiles

Maximizer allows you to set up different email types for which you can specify whether recipient consent is required or not in order to receive that type of email. You can manage the consent, or opt-in settings for your email recipients via the email profile of each Address Book entry's email address.

When sending an email type that requires consent from Maximizer, the email profiles of the recipients are checked to ensure that they have consented, or opted-in to receive that type of email, and the email will only be sent to those recipients who have opted-in to that email type. The email types available in Maximizer can be configured by your system administrator.

If no email type is configured in Maximizer then the default value will be blank for email type. You can manage the email profile and opt-in information for your Address Book entries in the Details tab of the following pane in the Address Book page.

You can set up email profiles for the email addresses of each company, individual, or contact in your Address Book. The email profile for each email address allows you to select the email types that the entry has opted-in to for that email address. You can select multiple opt-in email types for each email address. For each email type that has been opted-in to, you can specify the Opt-in date, the date that opt-in consent expires, and a comment about the opt-in consent. The email profile for each email address can be viewed by hovering over the email address in the Details tab of the following pane in the Maximizer Address Book page.

Add an Email Type

You can add items to the email types and email opt-in comments system fields.

- 1** In the left pane, under **Preferences**, select **System Fields**.
- 2** Expand the **Address Book, Opportunity, Campaign and Customer Service** section.
- 3** Click the plus sign next to the **Email type** field.
- 4** Click **Add New Value**.
- 5** Enter the name of the item.
- 6** Specify the user who requested the item.
- 7** From the **Category** drop-down list, select a category.

- Select **Permission from the email recipients required** to check the email profile before sending this type of email to the recipient.
- Select **Permission from the email recipients not required** to send this type of email without checking the email profile.

8 Select the **Default email type for outgoing messages** checkbox to make this email type the default option for all outgoing email messages.

9 Enter **Description** for additional notes on the email type.

10 Click **Save** to finish adding the item.

Configure Email Accounts for Campaign Monitoring

To track some statistics for email campaigns, you must specify the settings for the IMAP server and email accounts used for monitoring bounces and replies for campaign email activities. Maximizer tracks the number of email messages sent to these accounts and generates statistics for each campaign.

You must specify settings for the same email accounts that are specified as the “From” and “ReplyTo” addresses in the Email Addresses tab of a campaign email activity.

1 In the left pane, under **Preferences**, click **Campaigns**.

2 Select the **Monitoring** tab.

3 Click **Modify**.

4 Under **Server settings**, specify settings for the IMAP email server.

- In the **IMAP Server** field, enter the URL for the IMAP server.
- In the **Port** field, enter the port number for the IMAP server.
- Select **SSL** if Secure Sockets Layer (SSL) is enabled on the IMAP server.

5 Under **Campaign “From” account**, specify the name and password for the email account that appears as the “From” address in campaign messages.

This account must match the email address specified as the “From” address in the Email Addresses tab of campaign email activities.

6 Under **Campaign “Reply To” account**, specify the name and password for the email account to which to send replies.

This account must match the email address specified as the “ReplyTo” address in the Email Addresses tab of campaign email activities.

If the From and Reply To accounts are the same, you need to specify the credentials only once, in either section. The specified email account is monitored for both replies and bounces.

Preferences
for Campaigns > Monitoring

Fields Monitoring

Campaign Monitoring Settings

Save Cancel

Server Settings

IMAP server:

Port: Use SSL

Campaign "From" account

Name:

Password:

Confirm password:

Campaign "Reply To" account

Name:

Password:

Confirm password:

7 Click **Save** to save the changes.

Voice Over IP and Instant Messaging

You can integrate Maximizer with external Voice Over Internet Protocol (VOIP) and Instant Messaging (IM) software using URLs formatted for the specific application. In Administrator, you can specify the format of the URL, including any phone numbers or user-defined fields defined in Maximizer. Then, in Maximizer, users can access the formatted URLs from the Phone Call dialog box. The VOIP or IM application is launched using field values from the Maximizer entry. Users can take notes on the call in Maximizer and log notes with the entry.

Voice Over IP and Instant Messaging URLs

In Administrator, you can specify up to four URLs to integrate with VOIP and IM software. Each URL can include Maximizer merge fields, including the phone number and phone number extension fields and any user-defined fields.

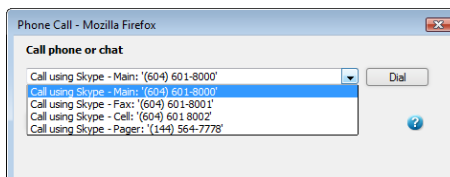
You must type in merge fields manually into the URL, using the following formats:

- **[PhoneNumber]** – Includes any of the phone number fields defined for the entry in the URL. If you have an entry with three phone numbers defined, users can choose any of the phone numbers when calling the entry.
- **[Extension]** – Includes any of the phone number extension fields defined for the entry in the URL.
- **[User-defined field name]** – Includes the specified user-defined field from the root folder in the URL.
- **[Folder name/User-defined field name]** – Includes the specified user-defined field from the specified folder in the URL.

Example: URL for calling with Skype

skype:[PhoneNumber]?call

This URL will launch a Skype call using phone number fields defined for the entry. When users make phone calls from Maximizer, they can select to use Skype with any of the phone number fields defined for the entry.



Example: URL for video calling with a Skype ID

```
skype:[Contact Info/SkypeID]?call&video=true
```

This URL launches a Skype video call using a Skype user name stored as the "SkypeID" user-defined field in the "Contact Info" folder.

Configure a Voice-Over IP or Instant Messaging Integration

You can configure up-to four integrations with Voice-Over IP (VOIP) and Instant Messaging (IM) software in Administrator.

- 1** In the left pane, under **Preferences**, click **System Options**.
Under VOIP/IM Integrations, you can view any VOIP or IM integrations defined in the Address Book.
- 2** Click **Modify Options**.
- 3** Next to **Description**, enter a description for the VOIP/IM integration.
- 4** Next to **URL**, specify the URL for the VOIP/IM integration including any Maximizer merge fields in square brackets.
You can include the [PhoneNumber] and [Extension} merge fields, as well as any user-defined fields.
- 5** Click **Save** to save the changes.

SQL Server Reporting Services

If you install and configure SQL Server Reporting Services, Maximizer users can access reports from Maximizer Web Access. If you use Maximizer CRM Enterprise Edition, you must first install SQL Server Reporting Services on the computer hosting Microsoft SQL Server. If you use Maximizer CRM Group Edition, SQL Server Reporting Services is installed by default. See the Maximizer CRM Administrator's Guide for information on installing SQL Server Reporting Services Integration.

Once SQL Server Reporting Services is enabled, users can access SQL Server Reporting Services reports from the Reports icon in Maximizer Web Access. Users can also create new reports using Microsoft SQL Server Report Builder.

To set up SQL Server Reporting Services, you must complete the following steps in Maximizer Web Access Administrator:

- Set up a user account for the integration.
- Enable SQL Server Reporting Services.
- Add Maximizer users to the SSRS Report Management security group.

User Account for SQL Server Reporting Services

In order to enable the SQL Server Reporting Services Integration, you must specify a user account to connect with the Maximizer database. The user account must match the following criteria:

- The user is a member of the SSRS Report Management security group in Maximizer.
- The login for the user has the sysadmin server role on the SQL Server hosting the Maximizer database. For information on user logins in Microsoft SQL Server, see the SQL Server documentation.

If you use Maximizer CRM Group Edition, you can specify the MASTER user account. The MASTER user automatically meets these criteria. If you use Maximizer CRM Enterprise Edition, the MASTER user does not automatically have the sysadmin server role.

Enable SQL Server Reporting Services

You can enable SQL Server Reporting Services in the System Options preferences in Maximizer Web Access Administrator. When you enable SQL Server Reporting Services, a number of default reports are automatically created on the SQL Server Reporting Services server.

Once you configure SQL Server Reporting Services, the settings are saved on the report server. You may need to wait a moment for the settings to save.

- 1 Log in to Maximizer Web Access Administrator.
- 2 In the left pane, under **Preferences**, click **System Options**.
- 3 Select the **SQL Server Reporting Services Settings** tab.
- 4 Click **Modify Options**.
- 5 Select **Enable SQL Server Reporting Services Integration**.

The URL to the Reporting Services server and the path to the current Address Book are automatically filled in.

- 6 Under **Database Account**, enter the username and password for the user account used to connect to the Maximizer database.

If you are using Windows Authentication, you must specify the Windows domain and user account in the Account field.

Whenever the password changes, you must specify the new password in this page.

Preferences
for System Options

Options SQL Server Reporting Services Settings

SQL Server Reporting Services Settings

Save Cancel

Enable SQL Server Reporting Services Integration

Reporting Services Server Web Service URL:

Reporting Services Path for Address Book:

Database Account

Specify an account which will be used to connect to your AddressBook.

Account:

Password:

Use as Windows credentials when connecting to the data source

- 7 Click **Save**.

Add Users to the SSRS Report Management Group

Members of the SSRS Report Management Security Group can create and modify folders and reports in the Reports module in Maximizer Web Access. The MASTER user is automatically added to this security group, but you can add any Maximizer user to the security group.

- 1** In the left pane, select **Security Groups**.
- 2** Click **SSRS Report Management**.
- 3** Select the **Members** tab.
- 4** From the **Available Users** list, select the users to add to the security group, and click Add.
- 5** Click **Save**.

Index

A

- access rights 13–14
- access settings 13–14
 - modifying user access settings 19
 - security groups 20
- accounting
 - permissions 14
 - security group 21
- accounts
 - COMPANY 6
 - EMAILUSER 6
 - MASTER 6
 - WEBUSER 6
- Action Plan Library permissions 14
- adding 38
- adding items to 39
- addition, in user-defined fields 46
- Address Book
 - adding users 10
 - creating 3
 - employing an existing 8
 - permissions 14
- Address Book entries 35
- Administrator user role 17
- Allow Global Edit privilege 15
- Allow manage currencies 16
- Allow printing to these destinations 17
- Allow private entries privilege 15, 24
- Allow public entries privilege 15
- Allow Sync Contacts with External clients privilege 15
- Allow transfer and import/export 15
- alphanumeric functions 47
- alphanumeric user-defined fields 35, 47
- AND operator in formula user-defined fields 40, 44, 59
- arithmetic expressions in 46
- arithmetic in user-defined fields 46

C

- campaigns 35
 - permissions 14
- ceiling function 56
- collation, database 4
- company announcements
 - security group 21
- Company Library
 - permissions 14
- COMPANY user account 6
- comparing values in formula user-defined fields 58
- conditional expressions in 40

- creating 38
- Crystal Reports
 - Crystal Reports Users security group 21
- Custom Report, printing access rights 18
- Customer 21
- customer service
 - Customer Service Manager user role 17
 - Customer Service Representative user role 17
 - permissions 14
- customer service cases 35

D

- database
 - creating an Address Book 3
- database collation 4
- Date function 53
- date functions 53
- date user-defined fields 35, 53
- Day function 53
- Dayofweek function 41, 54
- default password 12
- display name (user) 10
- division, in user-defined fields 46
- documents
 - permissions 14
- DSNs (data source names)
 - creating 4

E

- EMAILUSER account 6
- encrypted user-defined fields 35
- exporting
 - access rights required 15

F

- fields
 - Full Access field 24
 - MaxExchange Distribution privileges 16
 - Owner field 24
 - Read Access field 24
- floor function 56
- folders 33–34, 38
- folders for 33–34, 38
- for user-defined fields 33–34, 38
- formula 39
- formula user-defined fields 35, 39–40, 46–47, 53, 56
- Full Access field 24
- functions for 47, 53, 56

G

- global edit, privileges 15
- groups
 - access settings 13–14
 - Accounting security group 21
 - Company Announcement Authors security group 21
 - creating security groups 22
 - Crystal Reports Users security group 21
 - modifying access settings 23
 - permissions 14
 - privileges 15
 - record ownership 24
 - roles 17
 - security groups 20–24
 - user and group setup permissions 14

I

- If expressions in formula user-defined fields 40
- importing
 - access rights required 15
- items, in user-defined fields 39

K

- Knowledge Base
 - Knowledge Base approver user role 17
 - permissions 14

L

- Len function 48

M

- mailing address permissions 14
- marketing teams 25
- MASTER
 - password 7
 - user account 6
- MaxExchange
 - MaxExchange Distribution field 16
 - teams 25
- Maximizer 21
- MaxMobile
 - synchronization privileges 15
- Microsoft Outlook Synchronization
 - privileges 15
- Microsoft SQL Server
 - database collation 4
 - passwords 7
- Mid function 49
- Modify distribution field privileges 16
- Modify note properties privilege 15

- Modify other users' general info only privileges 16
- Modify other users' private entries privileges 16
- Modify/delete other owners' notes privileges 16
- modifying
 - group access settings 23
- Month function 54
- multiplication, in user-defined fields 46

N

- NOT operator in formula user-defined fields 40, 44, 59
- notes
 - permissions 14
 - privileges 16
- numeric functions 56
- numeric user-defined fields 36, 56

O

- opportunities 35
 - permissions 14
- OR operator in formula user-defined fields 40, 43, 59
- OrderDesk, permissions 14
- owner field 24

P

- Partner Access
 - Admin Users 22
 - Config Users 22
 - security groups 22
- passwords
 - changing 12
 - default 12
 - MASTER user 7
 - SQL server 7
- permissions
 - groups 14
 - users 14
- preferences
 - user preferences 27
- printing
 - access rights 17
- private
 - entries (privileges) 15
 - records 24
- privileges (users and groups) 15
- public entries (privileges) 15
- public records 24

Q

- quotas
 - permissions 14

R

- Read Access field 24
- record ownership 24
- reports
 - printing access rights 18
- roles (User's Roles) 17
- Round function 57

S

- sales
 - Sales Manager user role 17
 - Sales Representative user role 17
- sales teams 25
- Search function 49
- security
 - privileges 15
 - security groups 20–24
 - users and groups 13–14
- security groups 20–24
 - access settings 13–14
 - Accounting security group 21
 - Company Announcement Authors security group 21
 - creating 22
 - Crystal Reports Users security group 21
 - modifying access settings 23
 - permissions 14
 - privileges 15
 - record ownership 24
 - roles 17
 - user and group setup permissions 14
- setting up 37
- Show hidden items 39
- sorting 37
- Strategy Library permissions 14
- Substitute function 50
- subtraction, in user-defined fields 46
- system
 - login accounts 6
- System Field Privileges 18

T

- table user-defined fields 36, 39
- teams
 - sales 25
 - sales and marketing 25
- Text function 51
- transferring
 - access rights required 15
- types 35

U

- user-defined fields 33–35, 37–39

- permissions 14
- user-defined fields for 35
- users 35
 - access rights and settings 13–14
 - adding to Address Book 10
 - changing password 12
 - modifying user access settings 19
 - permissions 14
 - preferences 27
 - privileges 15
 - record ownership 24
 - system login accounts 6
 - user and group setup permissions 14
 - User's Roles 17

V

- Value function 52

W

- WEBUSER account 6

Y

- Year function 55
- yes/no user-defined fields 36