



## Note from the Editor

Welcome to the July 2011 Magaya Insider.

Inside this issue we bring you more details of one of our most exciting new features: online payments. In the latest version of Magaya software there is a new way to accept payments from your customers – online. They can log into Magaya LiveTrack, view and pay invoices at any time. See the how-to for steps.

We also bring you a case study on StoneLand Global, a logistics provider in the Greater Houston, Texas, area. They ship many items, including oil supplies to Prudhoe Bay, Alaska. Using the Magaya Supply Chain Solution and the Magaya XML-API helps them receive and process PO's quicker and keep the supplies moving. ■

## Topics

### How Your Customers Pay Invoices Online



The latest version of Magaya software provides a new way for your customers to pay their invoices online. Magaya Corporation has partnered with PaySimple. PaySimple is a payment gateway that provides a cloud-based, receivables management and payment processing platform ...

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### StoneLand Global



StoneLand Global Logistics is based in Humble, Texas. They provide air, ocean, ground freight, intermodal, and warehousing services. They specialize in the transport of oversized cargo, and they also offer charter services, documentation, and consolidation/ deconsolidation.

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## In the Works

### Release 8.0 is Now Available

The new release of Magaya software is ready. It can be downloaded from [www.magaya.com](http://www.magaya.com) on the Downloads page, or you can update your system using the Magaya Online Update utility in your Magaya system installation folder in your server. For more details, see the Magaya Software Installation Guide on the Magaya.com Training page.

This new release includes many enhancements to accounting, operations, security and communication. For a complete list of features in release 8.0, visit the release page at [www.magaya.com/Releases/8\\_0\\_new\\_release\\_features.aspx](http://www.magaya.com/Releases/8_0_new_release_features.aspx). ■



## New Customers in June 2011

**Magaya Corporation welcomes 16 new customers who joined the Magaya Network Community**

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## How Your Customers Pay Invoices Online

### Introduction

The latest version of Magaya software provides a new way for your customers to pay their invoices online. Magaya Corporation has partnered with PaySimple. PaySimple is a payment gateway that provides a cloud-based, receivables management and payment processing platform that enables small businesses to invoice, collect, track, and manage their receivables in one user-friendly system. With this new feature, your customers can pay you with a credit card or by e-check (electronic bank check, also called ACH). You can process the payment in your Magaya system, or your customers can log into Magaya LiveTrack and pay the invoices online 24/7, worldwide. If you are currently using the PayCargo payment option, it is still available for processing bank ACH payments.

In the June 2011 how-to article, we explained how to register with the PaySimple gateway; how to set up your Magaya system to use it; how to set up payment accounts in a customer profile; and how to process the payment right from your Magaya system. The June 2011 how-to article is available on the Magaya.com Training page.

Now let's see how to use the next feature: how your customers pay their invoices online via Magaya LiveTrack.

### Set Up Customer's LiveTrack Permissions

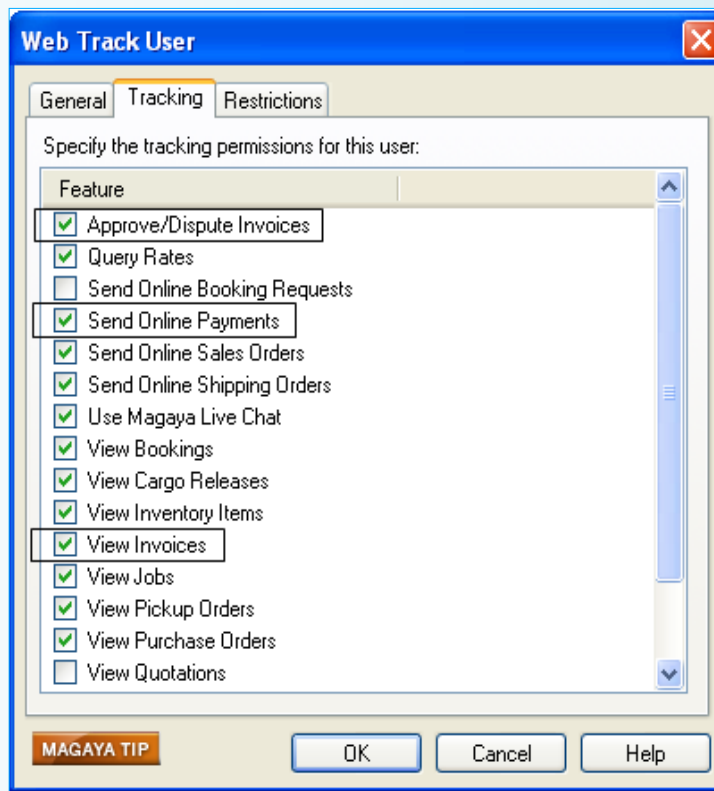
To give your customers the option to send you their payments online, follow these steps to set up the permissions for the customer in their profile:

- 1) Go to Maintenance > Customer and right-click on their name. A pop-up menu appears.
- 2) Select "Allow Tracking". In the Web Track User dialog box, click the Tracking tab.
- 3) Click the option "Invoices" to give your customers the ability to view the invoices.
- 4) Click the option "Send Online Payments" to give your customers the option to pay their invoices in Magaya LiveTrack.

Note: If you only check the "View Invoices" box, the system will give your customers a "View Only" permission for the invoices.

You can also give your customers the option to approve and/or dispute invoices by checking the box "Approve/Dispute Invoices".

Click OK to save the settings.

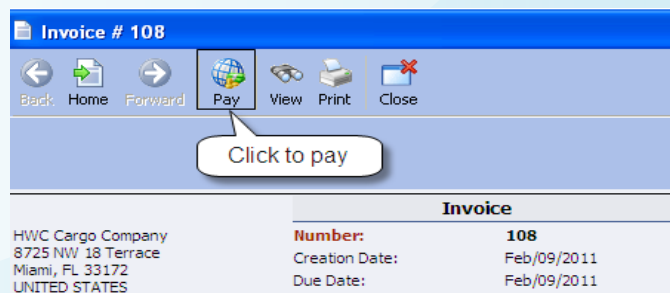


### How Your Customers Make Payments via Magaya LiveTrack

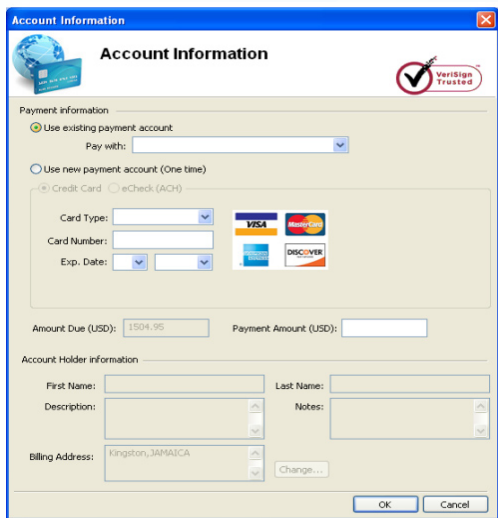
After you give tracking access to a customer, they can log into Magaya LiveTrack, see their invoices and make payments.

Steps for Customers:

- 1) Log in to Magaya LiveTrack. For details on using Magaya LiveTrack, please see Chapter 5 in the *Magaya Software Communications Manual*.
- 2) Click the "Invoices" icon on the menu.
- 3) Select a date range to view invoices for any time period.
- 4) Select the invoice to view and pay by double-clicking on it (or, click the Actions button and select "Send online payment".)
- 5) To pay the invoice, click the "Pay" button on the top menu.



A payment screen opens:



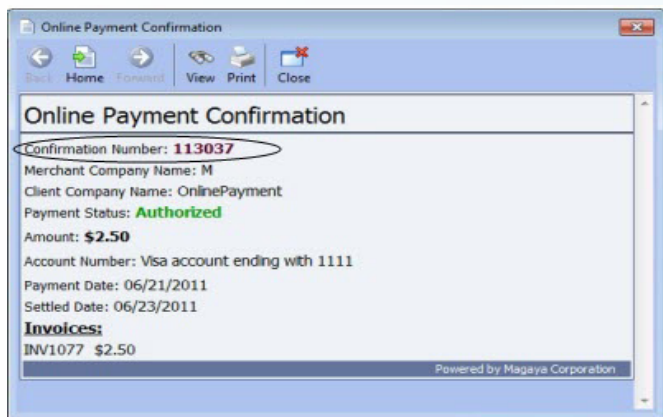
6) If your customer has given their credit card or banking information to you, he or she can select the option “Use existing payment account” and select the “Pay with” option from the dropdown menu.

If your customer has not given you their credit card or banking information, he or she can select the option “Use new payment account (one time)”. Then select to pay by credit card or echeck, and enter the information. This option is useful for payments made by a different credit card or bank.

Enter the payment amount; the system accepts partial payments but not amounts over the Amount Due. Also enter the Account Holder information.

Click OK to save.

7) A confirmation of the payment appears. Print it as a receipt (optional).



The invoice will have a status of “Paid” in the LiveTrack list of invoices. A record of the payment appears in the Payments List in your Magaya system.

### System Alerts to Notify you of Payments Made Online

When a customer makes a payment online, it shows up in your Payments List. A note in the Memo field will include a statement telling you that this payment was received from LiveTrack. Add this column to your Payments List by using Actions > Choose Columns.

You can also set up a System Alert to notify you when a customer made a payment online. This is an optional, extra way to notify yourself or other employee.

- 1) Go to Maintenance > Configuration > System Alerts
- 2) Click the “Add” button to open a new dialog box to set up the alert.
- 3) In the System Alert dialog box, select the options you want:

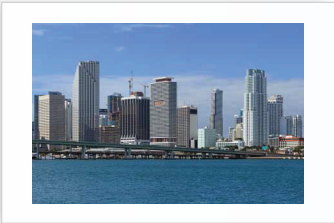
- For the “When” field, select “Online Payment is received” from the dropdown menu.
- Employee: Select the employee to notify. Alerts can be sent to the employee via email or as a Magaya Task.
- Send email notice to the sender.
- Edit the Subject line and body of the message as needed.
- Check the “Enabled” box.
- Click OK to save.

Deposit the funds in your account as you would when processing a check mailed to you. ■

## New Customers in June 2011

Magaya Corporation welcomes the following 16 new customers who joined the Magaya Network Community

### In Florida

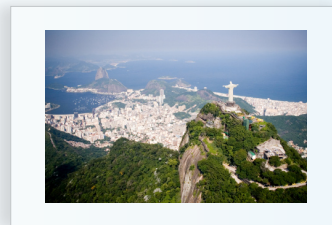


- A1 Cargo Logistics, Miami, FL
- Americargos, Doral, FL
- Bruzzone Shipping Florida, LLC, Ft. Lauderdale, FL
- Envios Catrachos, Miami, FL
- Globalog USA LLC, Doral, FL
- N L Cargo Inc., Doral, FL
- SRX Transcontinental Inc., Ft. Lauderdale, FL
- Worldwide Tire Rec Inc., Fort Lauderdale, FL

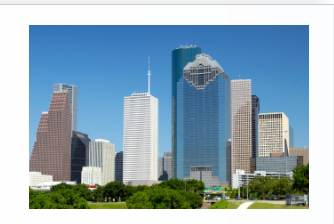
### In the Caribbean, South and Central America



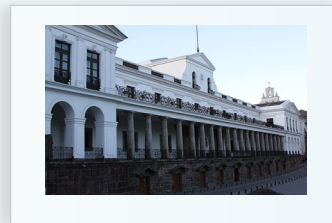
- Alba Service, Sao Paulo, Brazil
- Flex Cargo, Ciudad de Panamá, Panama
- Kayser Worldwide, Guayaquil, Ecuador



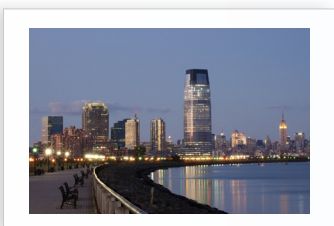
### In Texas



- Honor Worldwide Logistics, Houston, FL

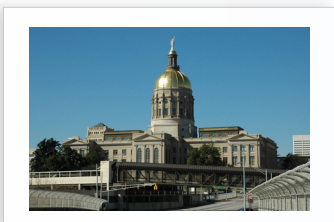


### In New York / New Jersey



- Amobelge Shipping, Bayonne, NJ
- Stellar Freight Ltd., New York, NY

### In Georgia



- Oceana Global Logistics, LLC, Atlanta, GA



## Rolling Down the Highway

### StoneLand Global Transports Oversized Equipment with Ease

The oil industry is a 24-hour-a-day business. Getting needed supplies to remote sites can be challenging, but the staff at StoneLand Global Logistics makes sure their customers don't feel like a number.



*We keep in contact with our customers so they don't feel like a number.*

Lisa Shannon, Vice President of Operations, StoneLand Global



## At a Glance



**StoneLand Global Logistics**  
www.stonelandglobal.com

**Industry**  
Logistics Provider

**Solution**  
Magaya Supply Chain Solution,  
Magaya XML-API

StoneLand Global Logistics is based in Humble, Texas. They provide air, ocean, ground freight, intermodal, and warehousing services. They specialize in the transport of oversized cargo, and they also offer charter services, documentation, and consolidation/deconsolidation. Their warehousing services include contract and multi-client warehousing services such as storage, distribution and fulfillment services; inventory control, pick and pack, racking, and kitting. They can also provide drayage, local cartage services, and cross docking.

## Challenges

The Dalton Highway begins in Fairbanks, Alaska, and travels north 414 miles to the Prudhoe Bay oil fields near the Arctic Ocean. It runs parallel to the Trans-Alaska Pipeline System, which transports approximately 700,000 barrels of oil per day to the Valdez Marine Terminal.

There are only three small towns along the remote road, with more bears, caribou, and sheep than people. The road climbs up to 4,600 feet through the Atigun Pass of the Brooks mountain range. Since Prudhoe Bay is the largest oil field in North America, delivery of supplies on this road is continuous regardless of the weather.

During snow storms, high winds of 50-60 mph blow snow across the Dalton Highway, creating white-out conditions. With zero visibility, the road closes until the storms pass. While there can be snow in summer, the road conditions worsen during the winter. Despite the winter hazards, there are more trucks traveling on the highway during winter because the ground at the oil fields is only hard enough to support heavy equipment for construction projects during the winter months when the tundra hardens.

One of the logistics companies arranging delivery of supplies to Prudhoe Bay is StoneLand Global Logistics of Humble, Texas. The company was started by Rob Shannon in 2009. Their 18,000 square-foot warehouse is near the George Bush Intercontinental Airport, just north of Houston, with easy access to major highways such as the East-West Interstate Highway 10 and North-South Interstate Highway

*Warehouse Racks*



45. These major expressways enable travel between all points in the United States, Canada, and Mexico.

To coordinate all their shipments, they use the Magaya Supply Chain Solution. They chose the software not only because of its warehousing and shipping features but for its EDI capabilities. StoneLand uses the Magaya XML-API to receive purchase orders via EDI transactions from their customers.

## Sending Purchase Orders via EDI

“Your IT team has been phenomenal,” said Lisa Shannon, Vice President of Operations. “Your team worked with one of our major customers, a drilling company, who told Magaya exactly what they needed. When it was done, they just told us how to use it, and it has worked great ever since.”

The drilling company needed to send their purchase orders (PO) electronically to StoneLand Global. With the Magaya XML-API, other systems can integrate with the Magaya system and convert all the data. This reduces errors and speeds up processing by automating data input.

“When we receive the items at our warehouse, we check them against the PO,” Ms. Shannon explained. Then they convert the PO into a Warehouse Receipt in their Magaya software. “Previously we used spreadsheets, but this is faster,” she said.

They also add fees to the warehouse receipt for handling, documentation, and packaging. These charges are transferred into invoices by Magaya software.

StoneLand Global also builds custom crates and heavy-duty skids to transport project cargo and oversized deliveries. They track the raw materials that they need to build the skids by entering the items into their Magaya system and keep track of the costs. “I absolutely love the inventory part of the system,” Ms. Shannon said. “We have a customer that we build 15 different skids for. I can see how many we have built. I have the automated charges input so it works wonderfully.”

## The Customer Service Mission

The majority of their business is ground shipments of oil supplies, but they also ship other commodities, including 50-foot beams, boxes of small screws, beer, all kinds of oil field equipment, flooring, and metal baskets.

They also shipped FEMA homes to New Orleans after Hurricane Katrina, and spools of wire to cable the power lines after a huge ice storm knocked out power in the Northeast.

“We also ship via air, vessel, rail, or hot-shot – that’s a shipment that the customer says, ‘I need it now no matter what it takes to get it there.’ Our network of contacts enables us to meet that kind of emergency.” “Most of our shipments are domestic within the US or to and from Canada and Mexico. We don’t dabble in areas where I can’t give that customer 100%,” she said.

Although there are very large corporations in the same commerce park as StoneLand Global, they compete with them on the basis of the quality customer service.

“Customer retention and customer service is huge. Anybody can move freight, but why do they choose us – for our customer service,” Ms. Shannon said. “We keep in contact with our customers so they don’t feel like a number. I don’t want a customer to call me and ask, ‘Where’s my truck?’ I want to be the one to call them to tell them if there is a delay. We live by the motto, ‘It’s never our fault, but it is always our problem.’ We don’t call them just to tell them about a problem but to offer a solution.”

The slogan on their company website is “Local Services, Global Presence”. Talking about the company, Ms. Shannon praised her employees. “We have a staff of seven people who are competent and knowledgeable.” She said she loves getting on the radio to talk to the truckers. “I enjoy what I do, and the Magaya system has made it a lot easier.”

Oil Drilling Platform

