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## North American Solutions Group Field Information Center

The FIC is the *knowledge sharing* and official communication vehicle for NASG. If you have questions or suggestions, select [Feedback](#) or call Wayne Mayer at 703-442-6740 (8\*454-6740) or Sharon Varalli at 716-423-4725 (8\*223-4725).

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### Key Programs

- [2000 PSG Learning Conference](#) 1/31/2000  
Collection of material supporting the PSG Cyber Conference including the Ste by-step Guide, Conference Catalog, Pre-work Resources and a link to the Conference Headquarters.
- [IMPORTANT: For new users of ASST](#) 1/28/2000  
Referenced in Mike Macdonald's 1/28 VMAX message to NASG Field Sales Organization.
- [Learning 2000 Materials - Just in Time, Just for You](#) 1/24/2000
- [Sales Management Process 2000](#) and [Sales Process Guide 2000 Now Available](#) 1/6/2000
- [Fast Start Contest - A New Tempo](#) 1/5/2000

### Headlines

- [Finance Rate Increase Effective 2/1/00](#) 1/28/2000  
Due to NASG's continued increasing cost of funds, there will be a 1.0% finance rate increase for all NASG Financed Commercial orders, including XBS DMA/DMSA transactions and State/Local orders. Federal Govt. rates will remain unchanged at this time. There will be a thirty-day window for order proposals dated in January. The CBC will accept these orders until March 1, 2000. See communication for additional details.
- [Document Centre Reseller Pilots Announced](#) 1/28/2000
- [Order Quality Reporting System Launched](#) 1/24/2000

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