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Sage ERP Accpac Intelligence

Headline News

Sage ERP Accpac Version 6.0 was released in December 2010, and is available for download. All the new features in this release were based on customer feedback. We highlight the features and benefits of this release in this newsletter. You also can see a video showing you the new capabilities in action, [click here](#).

Thirty Reasons To Upgrade

Top 30 Benefits From New Capabilities In The Last Three Releases Of Sage ERP Accpac

Are you still running on an older version of Sage ERP Accpac? Studies show many customers choose not to upgrade due to concerns over the cost and effort involved. However, because every release is designed to streamline workflow, save you time and money, and help you make smarter business decisions, you can experience a fast return on your upgrade investment. In this article, we will cover the top 30 new capabilities added in the last three releases—all 30 are included in the most recent release of Sage ERP Accpac Version 6.0.

Top Ten Benefits of Version 6.0

With the recent release of Version 6.0, Sage has included new capabilities designed to help your staff work faster and to give managers quick access to information to support the growth and overall success of your organization.

1. The architecture of Sage ERP Accpac allows Sage to deliver new Web technology that enables collaboration and interoperability while minimizing business interruption.
2. The new Sage ERP Accpac Portal provides users with faster, personalized access to information so that everyday tasks can be accomplished quickly, giving your team more time to focus on strategic projects.
3. Sage ERP Accpac Snapshots provides secure access to key performance indicators so you and your team can perform proactive trend analysis and plan more effectively.
4. Find the specific information you need more quickly with Sage ERP Accpac Inquiry. Fast access to customized lists provides the answers you need to make better decisions.
5. Enhancements to the workflow between SageCRM and back office accounting help your sales and fulfillment teams work in tight synchronization.
6. Enhancements to fiscal period management can save your accounting staff significant time, while reducing the possibility of erroneous postings from individual modules to the general ledger.
7. New training tools such as the Getting Started Snapshot make it easier for your team to start taking advantage of enhancements. These tools also can help new employees get up to speed quickly.



Thirty Reasons To Upgrade

(continued from cover)

8. Included Sage ERP Accpac Intelligence and the new version of SageCRM 7.0 give you the tools to ensure optimal business management.
9. By keeping the system compatible with both the old interface and the new Portal, Sage has provided the option to adopt the new visual user interface at your own pace and ensure a smooth transition to Web technology for your business.
10. With this release, all modules were released together to ensure compatibility among all the components you use, keeping your system working together harmoniously.

Top Ten Benefits of Version 5.6

These are just a few of the capabilities added in Version 5.6. Enhancements are designed to increase productivity, streamline operations, and improve transparency.

1. New strategic planning and reporting tools enable you to spend less time gathering data and more time making critical business decisions.
2. Improved inventory workflow procedures, including tighter control and traceability of serialized inventory and lot numbers can help you reduce operational costs.
3. A new user-defined Accounts Receivable inquiry tool can help your team accelerate your collections efforts and improve your cash flow.
4. A series of the most commonly requested small workflow enhancements were added across all modules to improve productivity and help your daily tasks go more smoothly.
5. An improved bank reconciliation process makes it easy to get a fast and accurate view of your cash position.
6. The ability to access customer information anytime, anywhere can simultaneously

- increase employee productivity while improving customer satisfaction.
7. Payroll Updates ensure that your system is compliant with the latest government regulations and help reduce the risk of payroll-related penalties.
8. The ability to run your software on virtualization platforms gives you the potential for a tremendous reduction in the cost of running your Sage ERP Accpac solution.
9. Free online training and easy-to-follow implementation procedures make it fast and cost-effective to get employees up to speed on new enhancements.
10. It is easier to prepare the reports you need every day with the addition of new sorting options and the ability to save your report parameters.

Top Ten Benefits of Version 5.5

Version 5.5 was designed to help you improve efficiency, boost performance, and manage your business more effectively. Here are some of the enhancements with this release:

1. The ability to change, combine, and copy customer, vendor, general ledger, and item numbers gives you the flexibility to easily correct errors, remove duplicates, and quickly adapt to business process changes.
2. Built-in dashboard analysis and financial reports help you respond more quickly to business trends and mitigate financial risk.
3. The ability to create multiple levels of general ledger account relationships with roll ups gives you the potential to greatly simplify and expedite the period-end reconciliation process.
4. Shared access to customer information between the front and back office gives your team the means to deliver exceptional customer service and optimize your

- collections process.
5. New inquiry tools provide visibility into inventory availability and detailed stock forecasts to help you avoid costly inventory overstocking or shortages.
6. New inquiry tools help you to better understand the life cycle of your customers, allowing you to more easily recognize potential growth and sales opportunities.
7. A new option to assign General Ledger account access to only specified employees helps you maximize workforce productivity while tightening system security and controls.
8. New multi-currency revaluation choices help ensure compliance with currency translation standards and help give you a clearer view of your bottom line.
9. Optimizations to performance throughout the system help you complete everyday tasks more quickly.
10. Microsoft® SQL Server® Standard edition now comes bundled with Sage ERP Accpac to help lower your total cost of ownership.

The extensive enhancements in these last three releases of Sage ERP Accpac offer more flexibility, power, and insight into your business. Remember all 30 of the features and capabilities discussed in this article are included in Sage ERP Accpac Version 6.0. Please give us a call with your questions or for help in planning your upgrade.

Accpac Video Tutorials

Check out our library of Accpac training videos!

<http://sagetutorials.netatwork.com>

Tips and Tricks

Adjusting Entries For Control Accounts

Good accounting practices require you to ensure the balances in your General Ledger (GL) control accounts such as Accounts Payable(AP) and Accounts Receivable (AR) match the balances in the subledger. Sage ERP Accpac has built-in controls to prevent transactions from other sources being posted to control accounts. A GL account designated as the control account for a subledger only can accept transactions that originate from that subledger. However, you may occasionally find an out-of-balance condition due to damaged data or power interruptions that require you to make a GL Journal Entry (JE) to directly adjust the balance in a subledger control account.

In this example, we show how make a GL JE in an AP control account. Directly from the GL module, perform the following steps:

1. Log on to a company and expand GL in the explorer pane and click GL Accounts.
2. In the windows pane, open Accounts.
3. Using the account finder, select an AP control account.
4. Click the Subledger tab. Only AP will be listed in the Subledger table.
5. Click anywhere inside the Subledger table and press INSERT to create a new entry.
6. With a new line highlighted, click the table heading to open the subledger finder.
7. In the finder, select the entry where Source Ledger is GL and Source Type is JE and click Select.
8. Click Save in the GL Accounts window to save the information.
9. A JE can now be made which will affect the AP control account.

Once this journal entry has been entered and posted, the setup information for this control account may be reverted back to its original setting.



How To Look Up The Errors For An Error Batch

When there is an error in a batch, the system may create an Error Batch upon posting of the batch. In this tip we show you how to find out what the error is.

1. From Transaction Reports, select Posting Errors Report.
2. Select the error report type under the Select Error Report, and enter the Posting Sequence of the batch that you attempted to post.
3. The resulting report will provide you with the error details for the batch.
4. Open the Error Batch to correct the errors
5. Post the corrected Error Batch.

Adjusting The Book Balance In Bank Services

The Book Balance is found under the Summary tab in Reconcile Statements. The Book Balance figure is not taken from the GL accounts. It is calculated from the last closing book balance, plus deposits from AR, minus withdrawals from AP and Payroll. It includes

any write off entries, adjustment entries, manual deposits and manual checks entered in Bank Services.

The Book Balance should always equal the GL account balance. However, if there is a previously incorrect bank reconciliation, the balances may not agree. Once an out-of balance condition occurs, all future reconciliations may be off. You can correct this by making an offsetting entry to bring the book balance amount equal to the GL account balance.

Note: Make sure there are no transactions reconciled and Bank Entries entered before performing the following steps, otherwise, the amount to enter in Bank Entry will be different.

Here are the steps:

1. Backup the database.
2. Enter a Statement Balance, ensuring that the Adjusted Statement Balance is equal to Adjusted Book Balance.
3. Create a Bank Entry for the difference in balances.
4. Post the bank reconciliation.
5. Delete the GL batch.
6. Review your Bank Reconciliation to make sure there are no out-of-balance values that have been posted.

From this point on, GL Account Balance and Bank Services Book Balance amounts should be equal.

Upcoming Web Events

Accpac 6.0 Virtual Launch Event

February 10, 10am PT / 1pm ET

[Learn More / Register](#)

Controlling Expenses with Web Based Purchasing for Accpac

February 16, 2pm ET

[Learn More / Register](#)

Top 4 Business Challenges for 2011 and Ways for Meeting Them with Accpac Solutions

There is no doubt that 2011 will be another challenging year. While there are some clear signs of economic improvement we are certainly not out of the woods yet.

So what are the biggest challenges that small to midsize businesses face in 2011? The truth is they are the same challenges we have faced every year, it just has become much more important to meet these challenges head on in new and innovative ways.

Whether you like our current President or not, there is truth in his words that “our success in this new and changing world will require reform, responsibility and innovation.” This does not only apply to us as a nation, but to our own businesses as well.

It is more important than ever to use technology to your full advantage. The good news is that today there is better, less expensive and easier to use products available for use in your office in the “cloud”.

Our contribution to this will be in the coming weeks and months as we bring you more educational material on these solutions.

Here are some of the challenges we see and some of the solutions we will be introducing to you.

The Problems with Cutting and Controlling Operating Costs

In a desperate effort to survive, many businesses have engaged in wholesale cost cutting. Then they discover that as the economy gets better they have cut out expenditures that are essential to business operations. Many of us have learned the hard way that random cost cutting or budget freezes don't really work. At the same time business operating costs must be contained. An effective remedy to this is

eProcurement. If you would like to learn more, [register for our webinar](#) February 16, 2pm ET.

Another big drain of company resources and thus very fertile ground for sensible ways to cut operating costs is Document Management or shall I say Document Mismanagement. I suppose you will think I am exaggerating when I say that most companies waste tens of thousands of dollars every year storing and then retrieving, or recreating lost documents when this expense could be averted. There is an answer.

Both of these solutions have a clear ROI and are very much worth looking into.

It's Harder than ever to Build Lasting Relationships with your Customers

Retaining customers has been harder than ever. Not only do they expect better prices, but better service as well, and yet much to my surprise most of our clients have not implemented a good CRM (Customer Relationship Management) System. Businesses who have CRM now know how many problems a system like this can solve. It is time to look at this again, especially if you are on Accpac 5.5 or higher, since you have been given the Sage CRM Server software and user license for free. We would like to tell you about the [CRM](#) and AR Collection Tools that are available to you.

The difficulties with Being Nimble and Adapting to Changing Business Trends

What is the biggest reason that business owners and managers have trouble guiding their business to success? It is different for everyone but one of the biggest problems that we see is that you just can't get

accurate, usable business data fast enough.

You have a smart phone right? Would you like to be able to run your business from your phone? Ever heard of KnowledgeSync? No? [Well have we got something great for you.](#)

The Hard Part about Managing Labor Costs

This is a challenge for everyone and I have two suggestions. Seriously consider employee training and productivity tools. As your business begins to grow - while it is too soon to hire new people, but you need to increase productivity - consider employee skills training and adopting systems that will let your staff be more efficient. Second, take time and at least look at the HR system offered by Sage. I know this maybe the last place you may want to spend money now, but at least give it a real look and consider the benefits. Check out our [HR Webinar Series for topics of interest.](#)

Save the Dates!

Seattle, WA Lunch & Learn
March 9

Madison, WI Lunch & Learn
March 15

NYC User Group
March 17

For more details email:
accpac@netatwork.com



IN THE SPOTLIGHT:

Sage ERP Accpac Intelligence

Sage ERP Accpac Intelligence comes with Sage ERP Accpac beginning with Version 5.6. If you have not taken the time to explore this module yet, we recommend that you do. This powerful tool combines your ERP data, the familiar Excel interface, and simple yet powerful tools to locate and analyze your data.

Intelligence Module Benefits

If a big part of your reporting efforts consist of exporting data to Excel, then formatting, copying, and pasting, the Intelligence module can give you a big productivity boost. A range of report templates come with the system. You can easily adapt these reports to your specific needs. You also can consolidate information from multiple Sage ERP Accpac companies and import information from other data sources, such as SageCRM or a specialized billing module.

What Is Included?

A single user license of Report Manager comes with your Sage ERP Accpac software along with standard report templates for Financial Analysis, GL transactions, inventory, purchasing, and sales, at no additional cost. A Dashboard data view provides a one-page summary of key business information; Top N details on customers, items, and expenses. View information both textually and graphically to help with daily and long-term planning. You easily can drill down to get further insight into the numbers.

Gain More Power

Once you understand what you can do with the Intelligence module, you may want to expand your capabilities with any of several add-on components.

Report Viewer Licenses: Report Viewer licenses offer an inexpensive way to give users basic editing capabilities (filtering and changing parameters) and drill-down functionality on existing reports and templates. You can provide Report Viewer licenses to staff members who do not need to create new reports.

Report Manager Licenses: Additional Report Manager Licenses can be purchased for individuals in your organization who are going to author new reports.

Analysis Module: Use the Analysis module for more powerful decision support through advanced analysis of trends and what-if scenarios. With this module you can utilize built-in Microsoft Excel Pivot Tables to get insight into information that goes beyond transactional data. You also can create OLAP cubes to enable multidimensional analysis of your data. The Analysis module overrides the row and column limitations of Excel.

Connector Module: Use the Connector module to gain access to information from multiple sources and consolidate data from multiple companies. The Connector Module allows for connectivity to unlimited ODBC data sources, including SageCRM.

Coming Soon

A new Financial Report Designer for the Intelligence module is scheduled to be available early in 2011.

Give us a call if you need assistance getting started with Sage ERP Accpac Intelligence.

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