

## What's Inside

**Page 2**  
Sage ERP MAS 500 Version 7.4  
CONTINUED

**Page 3**  
Tips And Tricks

**Page 4**  
ePortal for MAS 500

## Headline News

Sage Summit 2011 takes place in National Harbor, Maryland on July 10-15, 2011.

The Gaylord National Convention Center will play host to the first joint Partner and Customer Sage Summit. There is no better place to learn tips, techniques, and proven tactics to help you excel at your job and add value to your organization. [Click here](#) for details.

# Sage ERP MAS 500 Version 7.4

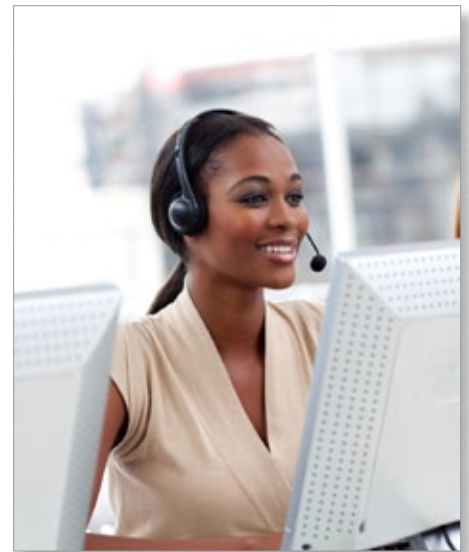
## Workflow Enhancements Across A Range Of Modules Make For Smoother, Faster Processing

**S**age ERP MAS 500 Version 7.4 is scheduled for release in the second quarter of 2011. The release is packed with usability enhancements designed to create smoother, yet more flexible workflow. In this article, we provide a high-level preview of the entire release. Also in this issue we highlight the new capabilities added in the Accounts Receivable and Advanced Manufacturing modules.

### Enhancements Across Modules

Version 7.4 includes enhancements across a range of Sage ERP MAS 500 modules, as well as a series of technology updates. Here is a high-level look at some of the enhancements:

- » Enhancements for the Advanced Manufacturing module make it easier to enter and process manufacturing transactions. It includes enhancements to backflush processes when bins are used, as well as more flexible Work Order step completion options.
  - » The Accounts Receivable module enhancements include new ways to process customer credits and refunds.
  - » The Inventory Management module enhancements focus on decimal precision, rounding and related Unit of Measure features.
  - » The Inventory Replenishment module benefits from more flexibility in assigning and overriding the Primary Vendor used for replenishment orders and for MPR planning.
  - » Improvements to the Purchase Order module focus on Landed Cost, with options to define customized landed cost types, allocation methods, and override capabilities.
  - » Performance improvements have been made in Business Insights; you can limit the amount of data being processed to obtain quick results with only the information you need.
  - » Technology updates, including support for the latest versions of the Sage ERP MAS 500 programming language and database management system, ensure your system is compatible with the most current hardware and operating system platforms.
- Now let's take a closer look at the enhancements for the Accounts Receivable and Advanced Manufacturing modules.



(continued on page 2)

## Sage ERP MAS 500 Version 7.4

(continued from cover)

### Accounts Receivable Enhancements

Customers do not always submit payments that tie neatly to existing invoices. Version 7.4 of Sage ERP MAS 500 provides you with an easy way to track and apply overpayments, or issue refunds if appropriate, in a way that makes sense to both you and your customers.

You now have the ability to apply overpaid amounts to an existing invoice and track the balance using the original invoice number. This is accomplished through the ability to create invoices with a negative amount.

You can create the negative invoice in the part of the system that makes most sense to you, whether in the Enter Cash Receipts task or the Apply Payments and Memos task. You can apply the overpayment amounts to a Customer Payment, a Credit Memo or to the negative balance of another overpaid invoice.

The overpaid amount appears, with the original invoice number, in all the expected places such as:

- » Print or Re-Print Invoices
- » Customer Status Ledger tab
- » Customer Statements
- » Aged Receivables
- » AR Trial Balance
- » Explore Invoice Applications
- » Explore Customer Payments Applications

If the unapplied payment amount from your customer is a true overpayment, you may wish to issue a refund. With Version 7.4, this process is as easy and painless as possible. Process Cash Receipts has been enhanced to allow the creation of a customer refund from start to finish, including printing the check, all from one task. Refund checks use the customer information without the need to create a vendor or a voucher to save you steps and increase your productivity.

### Advanced Manufacturing Enhancements

An important focus of this release is the Advanced Manufacturing module. Workflow enhancements were designed in close collaboration with customers to make the new features user friendly.

A new check box is added that allows you to complete a Work Order step without issuing material. Using the new check box, you can clear the outstanding materials associated with a Work Order step from the quantity required for work order in the replenishment calculation. This is useful for manufacturers who use work orders to record labor and processing costs for non-inventory materials used in producing their final product. Now material issues are not required, offering greater flexibility in processing.

Another situation where the new check box can be useful is when you are generating a partial completion of a work order with no plan to process the remaining quantities. Clearing the remaining quantities allows the outstanding materials on replenishment calculations to be removed automatically; this prevents overstated demand and the potentially costly overstocking of materials.

New Production Return Entry and Progress Return Entry tasks in Version 7.4 of Sage ERP MAS 500 provide a simple way to correct data entry errors that inevitably occur in a busy manufacturing plant. Using the familiar format of the original entry, the Production Return Entry and Progress Return Entry tasks relieve the quantity produced amounts, return all of the costs to work in progress, and reopen the individual steps for adjustments as needed. Whether the error was on an individual step or on the total quantity produced, these tasks make the recovery easy and intuitive.

Bin tracking often can be an essential part of a streamlined fulfillment process for your orders, whether you are a manufacturer, distributor, or both. With Version 7.4, you now have the ability to use the backflush material issue method while also tracking bins. You can either use the existing Distribution bins for manufacturing transactions, or designate separate Manufacturing-specific bins. Once at least one preferred manufacturing bin is established for a warehouse, materials can be issued using the backflush method according to the precedence as defined during setup. This makes the workflow faster and simpler. Items that are Lot or Serial tracked will still require manual distribution.

Posting manufacturing transactions can be a complex process. Monitoring manufacturing costs, tracking those costs to an individual item, and measuring productivity are critical to running a profitable manufacturing business. With Version 7.4, the posting task has been re-designed to provide you with a central dashboard allowing you view all your different transaction types, such as WIP, labor, materials, and outside processing, all on one screen. This allows you to easily select and de-select the transactions to be posted, while saving time and reducing the possibility of errors. The new task also ensures the transaction dates in the subsidiary Inventory Management ledger always tie to the corresponding journal dates in the General Ledger, to simplify the reconciliation task for the back office.

We have given you a brief look at what Sage ERP MAS 500 Version 7.4 offers, and we will provide details of other enhancements in future issues. Give us a call with your questions, or to schedule your upgrade to Sage ERP MAS 500 Version 7.4.

# Tips And Tricks

## How To Process Write Offs In Accounts Receivable And Accounts Payable

In this tip we explain how to write off both Accounts Receivable amounts that you will not be collecting from customers, and Accounts Payable amounts that you will not be paying vendors.

### Process Accounts Receivable Write Off

1. First, verify that your setup options are correctly configured for processing write-offs. In Accounts Receivable setup, enter an amount in *Maximum Write Off Amount* on the *Other* tab of Set Up AR Options. You also must select the *Allow Write Offs* option for the customers on the Defaults tab in Maintain Customers. This option also can be specified in Maintain Customer Classes for new customers employing the class.
2. To process a write off, create a new batch in Process Cash Receipts and select *Enter Cash Receipts*.
3. Select the Customer and enter a *Payment Reference*.
4. Enter the amount being paid or *\$0* if only processing a write off.
5. Choose the appropriate Payment Method. If you are processing a write off for the entire invoice, select the *Other* tab and choose *Cash* as the Payment Method. Select the *Application* tab.
6. Choose the appropriate invoice in the invoice grid. This will fill in the Payment Applied with the amount of the payment. The Amount Remaining will contain the balance of the invoice. To write off this amount, select the write off option next to this field. Note: This function only is enabled if the amount is less than the maximum configured in Set Up AR Options.
7. Select *OK* to save the cash receipt. If you are writing-off the entire amount, after selecting the invoice, simply select the write-off option, click *OK*, then save the cash receipt. Post the batch. The write-off account used is the one associated with customer class assigned to the invoice. If you use Account overrides, they will apply.

### Process Accounts Payable Write Off

1. First, verify that you have filled in an amount in *Maximum Write Off Limit* on the Main tab of Set Up AP Options.
2. Create a new batch in Process Invoices for Payment or Process Manual Checks.
3. Select *Enter Payment* or *Enter Checks*.
4. Choose the Vendor and enter or select the Payment Reference. Enter the amount being paid or *\$0* and select the Detail tab.
5. Choose the appropriate voucher from the grid. Enter the Payment amount. The New Balance will calculate the balance of the voucher. To write off this amount, select the write-off option next to this field. This function only is enabled if the amount is less than the maximum configured in Set Up AP Options.
6. Select *OK* save the payment. If you are writing-off the entire amount, after selecting the voucher, simply select the write-off option, click *OK*, then save the payment. Post the batch. The write-off account used is the one associated with vendor class assigned to the voucher. Overrides do apply.

## How A Closeout Transaction Is Created In Work Order Transaction Inquiry

A Closeout transaction is created when you close a work order with leftover costs in WIP. In other words, not everything issued has been progressed, and total fields are not equal to the sum of the update fields. Leftover costs in WIP occur when entering a work order transaction against the progress step as follows:

- » Progressing standard-cost items at a cost other than the standard cost.
- » Progressing non-standard-cost items, and absorbing a negative cost tier, to get back to zero on-hand quantity. If the quantity on hand becomes positive, the positive-cost tier will accept the cost.
- » Partially progressing against a work order (for example, not progressing for the full quantity of the work order all at once) several times, with enough raw materials in WIP to cover the total quantity progressed, and not setting the Complete flag to Y on the Labor Entry screen for the final progress labor entry.

These scenarios leave cost in WIP when the work order is completed through the Work Order completion entry task. This results in a Closeout transaction which will post to the Manufacturing Variance accounts.

### Upcoming Webinar

#### Topic: Collection Manager

May 19, 2PM ET

Collection Manager integrates with MAS 500 to provide an effective tool to manage accounts receivable.

[Learn More / Register](#)

### MAS 500 - NYC User Group

#### Save the Date!

June 16, 2011

8:30 AM to 11:00 AM

New Yorker Hotel - NYC

[Watch your inbox for details!](#)



## IN THE SPOTLIGHT: ePortal for MAS 500

ePortal for MAS 500 provides an intuitive extension to MAS 500 in the form of browser based solution. This product can empower your customers, salespeople and customer service representatives to increase their efficiency and productivity in order to boost your sales. ePortal MAS 500 features include:

- » Full Integration with Sage® MAS 500
- » Version 7.05 and 7.20
- » Browser Based Solution (thin-client web technology)
- » Business-to-Business Ordering
- » Customer Requisition
- » Customer Self-Service
- » Customer Service Representative

**Streamlined Order Entry:** This program provides various intuitive interfaces to enter a quote or an order directly into MAS 500. Visitors can filter items by Sales Product Line, Item Category or Item Class during entry. They can also look at item long descriptions, images of items and additional documentation for items such as Warranty, Instruction Sheets, MSDS Sheets, etc.

**Inquiry on Price Sheets:** Users have the ability to look up Customer specific pricing on the items.

**Stock Status:** Users have the ability to look up Warehouse and Bin quantities. Inquiry on Serial Number: Users have the ability to inquiry on the history of Serial Number items.

**Add/Edit Customers and Contacts:** This process varies on your level of Security granted. You may be able to view, add, and edit Customers, Addresses and Contacts.

**Online Access to Orders, Shipments, Invoices, Payments and Back Order Information:** This feature can be at the Customer level, Sales Team, Salesperson or Company depending on your login rights.

**Streamlined RMA Entry:** This feature allows you to provide the Sales Team or CSR with the ability to enter an RMA in MAS 500. You have the ability to email the customer the RMA packing sheet and label.

**Automated Business Alerts:** The program provides an integrated Alert system.

**Ability to Export Inquiry Information to Excel:** Every inquiry screen provides you with the ability to export the results to Excel.

**Security:** You can control by user each level of the application to grant or deny access. This allows you to control which users can view, edit or be denied access to every component of ePortal for MAS 500.

**Configurable:** This program has been built with ease of configuration and flexibility in mind. The Administrative component of application allows each of the installations to be configured to meet the unique needs of your Company.

Technical requirements for ePortal MAS 500 include:

- » Requires .NET Framework 3.5 SP1 to be installed
- » Uses AJAX Technology
- » Supports Microsoft® IIS 5.0, IIS 6.0, IIS 7.0
- » Supports Microsoft® SQL Server 2000 and SQL Server 2005
- » Supports Microsoft® Windows Server 2003 and Windows Server 2008

(supports 32-bit and 64-bit versions)

- » Supports Microsoft® Internet Explorer 6.0 and 7.0
- » Supports Firefox and Chrome browsers

To learn more about ePortal for MAS500 please give us a call or [email us](#) to discuss further.



**Net@Work chosen as part of The Tech Elite 250**

Details: [www.netatwork.com/techelite](http://www.netatwork.com/techelite)

### Contact Information

**Net@Work:**

- New York: 212.997.5200
- New Jersey: 201.735.9560
- Connecticut: 203.272.5245
- Rochester: 585.232.2270
- North Carolina: 919.781.2900
- Texas: 214.377.5924
- Massachusetts: 781.232.1212
- Washington: 206.281.9370
- Wisconsin: 608.216.0304

[www.netatwork.com](http://www.netatwork.com)  
[sage@netatwork.com](mailto:sage@netatwork.com)

[blog.netatwork.com](http://blog.netatwork.com)  
[twitter.com/netatwork\\_corp](http://twitter.com/netatwork_corp)

