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Upcoming Events

MAS 500 User Group - NYC
October 7, 8:30am

Paperless Payables Webinar
Learn How to Improve Your
AP processes
September 1, 11:00am

Sage HR Solutions Webinar
September 2, 8 and 10

**How do you Manage your IT
Environment? Webinar**
August 27, 11am

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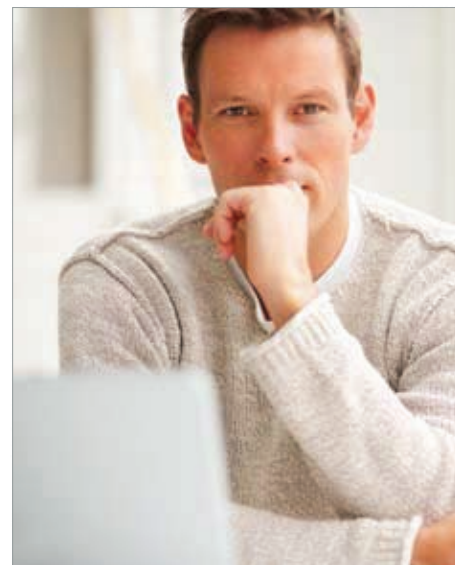
More About Upcoming Version 7.3

In the last issue of our newsletter, we began our coverage of the upcoming 7.3 release of Sage MAS 500 ERP. It is a substantial release, with dozens of new features and advanced functionality. In this article, we continue our coverage of this release, which has an anticipated release date of late 2009.

ACH Electronic Funds Transfer

Version 7.3 adds an ACH feature to the Accounts Payable module. The ACH feature gives you the ability to process payments using electronic funds transfer technology through the Automated Clearing House (ACH) network. The ACH Network is a highly reliable and efficient nationwide batch-oriented electronic funds transfer system that utilizes depository financial institutions. The Federal Reserve and Electronic Payments Network function as central clearing facilities, through which financial institutions transmit or receive ACH entries.

The ACH feature works within the Accounts Payable module, extracting check information and creating a file as you process invoices for payment. Instead of printing and mailing a check, your vendors are paid electronically through the secure ACH system. Your organization can experience lower transaction costs than with printing and mailing checks, speed payment processing, and optimize your cash flow.



Positive Pay

In Version 7.3, the ability to perform Positive Pay is built in to the Accounts Payable module. Positive Pay is a fraud prevention method that has gained a good reputation for helping prevent fraudulent checks from being processed.

When payments are registered and posted through either Sage MAS 500 AP Process Invoices for Payment or Process Manual Checks, a Positive Pay file is created. The file contains information such as check number, date, amount, and payee. When a check is presented at your bank for payment, the bank will only honor it if the Positive Pay transmission matches the payment details.

More About Upcoming Version 7.3

(continued from cover)

Inventory Enhancements

In Version 7.3, the Inventory Physical Count process has been enhanced with significant workflow and user interface improvements to make the count process fast, efficient, and accurate.

The Enter Counts screen contains an easy-to-use grid entry that you can use to enter counts (using stock unit of measure). Powerful filter criteria empower you to target count items to display, and allow you to select uncounted items, counted items, or both. Expanded item selection criteria and sort order control add flexibility, and you also can select individual list items to count. You can save time by automatically setting uncounted items to zero. You also will have the ability to delete frozen controls from a batch. Plus, now you can save your count selection settings for future use. A new detailed transaction report is available, as is a history table for audits.

If you wish to enter counts in Microsoft Excel, you can select items in Sage MAS 500, export the data to Excel, and then fill in the count quantity. Then use DataPorter to import the counts back into Sage MAS 500.

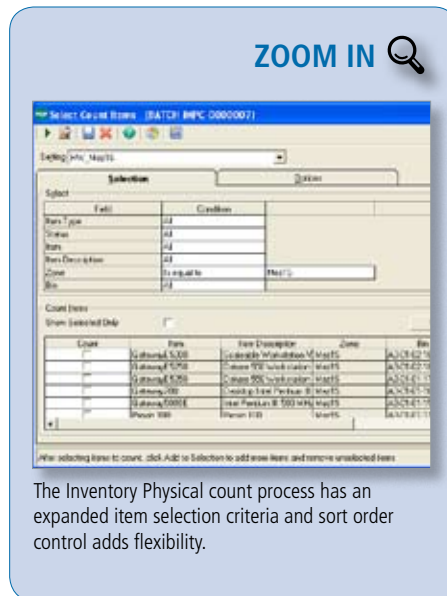
In addition, the Recalculate Inventory Quantities utility now can be run on demand.

Business Insights Explorer Views

Several new Business Insights Explorer (BIE) views are added to allow you to view pending and posted inventory transactions. Use the new capability during Sales Order Entry. For example, to drill down into pending inventory transactions, right down to the line item detail, to uncover unposted shipments that reference the item in question.

The following views are available:

- » Pending Increase Transactions
- » Pending Decrease Transactions
- » Pending Physical Counts



- » Posted Physical Counts
- » Pending Lots (Preview)
- » Pending Serial Numbers (Preview)

Sales Order Enhancements

Previously, shipments had to be committed before an invoice could be printed. The shipment commit process in Sales Order has been enhanced in Version 7.3 to enable you to print a pro-forma invoice before committing the shipment. This way you can include a printed invoice in a shipment, or quickly print an invoice to give to the customer for counter sales.

In addition:

- » The Edit Shipments task is enhanced with a new Invoiced status and the ability to generate, print, and view invoice details for a selected shipment.
- » You can delete pending invoices before committing shipments.
- » New security events control the ability to generate and delete pro-forma invoices prior to commit.
- » You can enter and apply payments in the Process Sales Order and Edit Shipments tasks.

- » New Ready To Commit and Shipment Status selection criteria have been added to the Select Customer Shipment task, allowing you to postpone commit processing until after business hours.
- » Significant performance improvements are added to the Sales Order Commit and Edit Shipment tasks.
- » A new setting to optionally bypass commit validations when editing and saving shipments is added. This allows you to optimize performance before the final commit.

New Security Events

Sage MAS 500 allows you to strictly control user access to tasks and functions and to support many of the new features in Version 7.3, with several new security event settings. If a user does not have the correct permission to perform a given task or function, a warning box appears prompting for an override password. For example, a new security event verifies a user's permission to bypass the Security Code or Address Verification checks during the credit card processing routine. Other new security events include deleting sales orders or sales order invoices, generating sales order invoices, and deleting purchase orders.

There is even more in the Version 7.3 release than what we have been able to cover in this newsletter. Call us for complete details or with any questions you may have.

Using Sage MAS 500 Tools To Assess Profitability

While generating a profit may be the goal of all for-profit companies, executives are often challenged to determine what areas of the business are creating profit, what areas are underachieving, and what steps they could take to increase profitability. Sage MAS 500 ERP provides robust business and financial analysis tools that help you monitor and understand the underlying business factors behind your company's profitability.

Identify Your Money Makers

Who are your top customers? What products do they buy? How many new customers did you gain last month? How well is your new product selling?

Business Insights Explorer is a tool to help you answer these and other mission-critical questions. Business Insights Explorer is a powerful, intuitive reporting tool that is easy to use and customize. It offers you a better way to access and understand your data.

With Business Insights Explorer, you can combine data from multiple modules, drill down into the supporting-transaction level, or drill around for related pieces of information. Save your views and filters for use again and again.

Just The Facts

Busy managers and business owners need to be able to quickly spot trends and head-off problems. Access to key information in a succinct, highly digestible format is vital and enables managers and owners to work *on* the business as well as *in* the business.

The Business Insights Dashboard for Sage MAS 500 provides the ideal solution. It presents high-level information in an attractive graphical format that allows you to instantly ascertain the state of your business.

Multiple data views are standard with the module and give you quick access to sales,



product, and customer information. Use these views and customize them to show the most meaningful data for each individual user. Or create entirely new data views (Web Parts) to track almost any business scenario imaginable. Use filters, user-specified categories, and summary or detail options to hone in on the data most important to you.

With access to business-specific key performance indicators (KPIs), management can spot and quickly respond to problems or trends. The Ratio Analysis Web Part, for example, displays a series of profitability, operational, and solvency ratios that allow you to see how your organization's performance stacks up against other companies in your industry.

Delve Deeper Into Trends

High-level information helps provide a snapshot view of operations, but there are times when you need to perform deeper analysis. Business Insights Analyzer (BIA) is an intuitive, easy-to-use analytical tool included with Sage MAS 500. Information is provided in a logical grid format with powerful filtering, grouping, sorting, and calculation capabilities that allow you to organize the data in the most appropriate way for the task at hand.

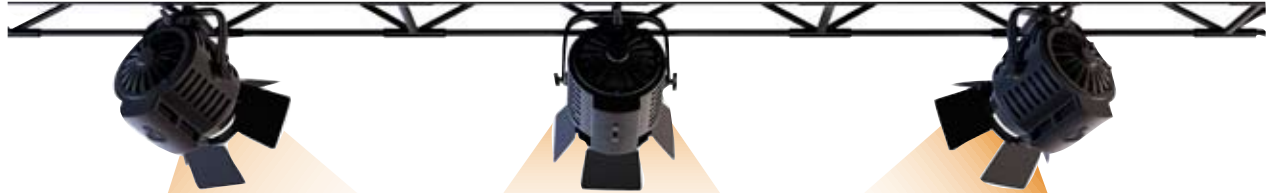
BIA delivers critical real-time information in either summary or detailed views in a grid-style interface. Excel pivot tables and charts are provided in addition to the grid view. You can further interact with the pivot tables and charts, selecting the dimensions and measures to perform the precise analysis required. Twelve views are included, Budget Analysis, Sales History, Project Profitability, and Production Analysis to name just a few.

Robust Reporting

The Business Insights tools described here are excellent tools that deliver ready access to your business data and help you assess profitability of vital business operations at a glance. In addition, your Sage MAS 500 solution offers a multitude of reports and queries that also deliver valuable insight into your financial situation. Standard financial reports, including Balance Sheet, Income Statement, Trial Balance, and the Monthly Trend Report are essential additions to any businesses' reporting set, and are included in the General Ledger module. Additional analysis reports provide summary income statement and balance sheet comparisons, with 13 financial ratios by industry.

Remain In The Know

When you can easily pinpoint what business activities are making you money, you can work to incorporate more of those kinds of activities. Sage MAS 500 delivers tools that keep you in the know. Call us for more information.



IN THE SPOTLIGHT:

Maintain The Right Balance With The Inventory Replenishment Module

As a distributor, your company's profitability is dependent on its ability to keep sufficient inventory to supply your customers while keeping inventory overhead costs low. Balancing these two needs can be a challenging task. The Sage MAS 500 Inventory Replenishment module offers features and tools that enable distributors to successfully balance profitability and customer satisfaction.

Calculating Future Demand

The best anyone can do is estimate future demand, but those estimates should be based on hard facts and also some less tangible factors, such as anticipated trends.

To get a better handle on how much of each product you will need to satisfy your internal and external customers' demands, you need the functionality of the Inventory Replenishment module.

Because past performance is the best predictor of future performance, the Inventory Replenishment module looks at prior period usage, including sales, assemblies, and inventory transactions as it summarizes actual usage. However, simply considering the prior period's usage when forecasting for another period ignores the reality that demand fluctuates throughout the year. Your demand may increase during the holiday season or in the months leading up to summertime. With the Inventory Replenishment module you can set up weighted-demand formulas, where you can indicate how much weight each prior-

period usage should carry in determining your future demand.

Your demand formula might also include a trend percentage to represent an anticipated change in the volume of sales or use. Trend percentages can be either positive or negative. If, for example, you planned a major marketing campaign targeted at a particular product or product group, you might consider incorporating a positive trend percentage to accommodate the expected increase in sales.

It is always wise to preserve a safety stock of items in the event of an unexpectedly large demand. Inventory Replenishment allows you to set up flexible safety stock formulas, based on days supply, demand/sales deviation, or a percentage of lead time. The safety stock amount is used in determining the reorder point.

How Low Can You Go?

To arrive at an item's reorder point, Inventory Replenishment multiplies the daily demand rate by the projected lead time and adds the safety stock value. When stock threatens to dip below this number, it may be time to reorder. However, before reordering you must consider open sales orders and open purchase orders for an inventory item. Inventory Replenishment decides it is time to order when what you have Available To Sell (calculated as on-hand, minus committed, plus on order quantities) falls below the reorder point.

There is lead time involved in every order

process, and savvy buyers factor that lead time into their order-timing decisions. To calculate projected lead time, Inventory Replenishment looks at prior receipts from the item's primary vendor. Similar to the demand formulas, lead times also may be weighted. For example, you can give more weight to the lead time of the most recently received shipment.

Please call us for more information or a demonstration of the Sage MAS 500 Inventory Replenishment module.

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