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Net@Work Named to Sage  
Software Chairman's Club and  
to Sage Software President's  
Circle for 2009.



We thank our clients for your  
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# End-To-End Process Automation With Sage Integrated Solutions

Sage MAS 500 ERP is a powerful tool for automating many business processes, including accounting, fulfillment, manufacturing, and project management. But what about other business processes, like payroll and human resources, sales, and customer relationship management? A benefit of owning Sage MAS 500 is the broad portfolio of fully integrated business automation products that are available from Sage and its Endorsed Solution providers. Here we provide a quick overview of some of them.

## Why Implement Software Now?

You may be thinking 'automating business processes is fine, but it costs money, and budgets are tight right now.' While this may be true, slower sales periods also are a time when you and your staff may have time available to evaluate and implement new systems. By taking advantage of a lull in the economy to improve your internal systems, you position yourself to be able to capture more business as the economy improves. There also are tax breaks available that allow you to fully depreciate or accelerate depreciation on capital purchases, making this the ideal time to invest in your infrastructure.

## Sage Solutions

Integrated solutions for Sage MAS 500 include Sage Abra HRMS and Payroll, Sage SalesLogix, Sage TimeSheet, Fixed Asset Accounting, and Fixed Asset Inventory.



## Human Resources And Payroll

In August 2009, Sage announced the availability of fully integrated Sage Abra Payroll on the MS SQL platform. Sage MAS 500 customers now have a full human resources and payroll management system available on the same MS SQL Server platform on which they run Sage MAS 500. Automating resource management helps ensure compliance with government regulations such as COBRA and OSHA. With Sage Abra you also can automate benefits enrollment, process and track payroll and attendance, and manage employee relationships.

## Customer Relationship Management

In the current business environment, it is critical to maximize your return on sales and marketing efforts and retain the customers you have. Sage SalesLogix Sales captures

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## End-To-End Process Automation With Sage Integrated Solutions

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customer information from across your entire organization, enabling you to access account and contact information, manage customer relationships, track opportunities from lead through close, manage team calendars and activities, forecast revenue, and report on sales activities and effectiveness. Integration with Sage MAS 500 gives sales teams access to appropriate accounting information as well, empowering your teams with a 360 degree view of customer activity.

Sage SalesLogix Marketing helps shorten your sales cycle by giving you the ability to analyze leads and identify your most profitable customers. Capturing detailed data from customer interactions across your organization allows you to develop meaningful marketing programs that generate results.

Sage SalesLogix Support helps you track and resolve customer issues with fast access to relevant customer data, including products purchased, ticket and defect history, and maintenance contract status—to help make each customer interaction efficient and positive.

### Time And Expense Management

Sage TimeSheet is a Web-based time and expense tracking solution—ideal for businesses that need to electronically track projects and collect data on the actual time spent and the expenses incurred on each task. Sage TimeSheet integrates with Project Accounting and adds sophisticated time collection capabilities to Sage Abra Payroll.

### Fixed Assets

Automating fixed asset tracking can quickly pay for itself. Nearly every company has a problem with ghost assets—fixed assets that have been lost, stolen, or otherwise rendered unusable, yet remain on the books. By using Fixed Asset Accounting, you can maintain an accurate list of current assets and avoid costs associated with overpayment of

taxes and insurance premiums on non-existent assets. Fixed Asset Accounting integrates with Sage MAS 500 through Purchasing, so that you can record assets as they are received, and through General Ledger, to record depreciation entries automatically generated by the system.

### Fixed Asset Inventory

If you have a large number (10,000 or more) fixed assets, consider implementing Fixed Asset Inventory. Fixed Asset Inventory performs the physical inventory reconciliation process on screen with existing data from Fixed Asset Accounting. Fixed asset data can be collected using a bar code scanner. Fixed Asset Inventory tracks physical inventories of assets quickly and efficiently.

### Sage Endorsed Solutions

Sage Endorsed Solutions are partner-developed solutions that meet the rigorous Sage strategic, technology, and integration criteria. We provide a quick overview of functionality here.

**Alerts and Workflow**—Monitor and respond to critical business conditions across your entire organization by automatically identifying elements that are crucial to the success of your business.

**Collection Management**—Improve your collection process to enhance your cash flow. From automating collection calls based on past due invoices to following up on customer conversations, you can ensure nothing falls between the cracks.

**Document Management**—Save money by moving your organization to a paperless environment. You can capture, process through workflow, retrieve, and research documents from the desktop, giving your organization visibility and control over your documents and processes.

**EDI**—Current EDI solutions make

electronic data interchange with customers easy and affordable. Easily automate the process of converting business documents to and from the ANSI X12 EDI standard; exchange EDI transactions over the Internet at a fraction of the cost of traditional VANs; and use pre-configured mapping modules to ensure your EDI transactions comply with your trading partners' specific formatting requirements.

**Planning and Scheduling**—Take advantage of a systematic planning tool that integrates with the Sage MAS 500 manufacturing modules. Transform your planning and scheduling processes from disconnected spreadsheets and ad-hoc procedures to productive and profitable modern methods.

**Process Manufacturing**—This module fully supports the demands common to process manufacturing industries, including: formulas (or recipes), split bills of material, flexibility with units of measure, stringent quality control with recall ability, and lot grading/attribute tracking and calculation.

**Service Management**—If you have a service-centric organization, service management can provide enhanced performance, productivity, and customer satisfaction. Manage warranty tracking, incident reporting, resource scheduling, service repair orders, expense tracking/reconciliation, and service contracts for Sage MAS 500.

### Now Is The Time To Act

Do you have systems that need to be implemented, upgraded, or integrated? Give us a call with your questions or to discuss implementing a fully optimized end-to-end solution for your business.

# Sage MAS 500 Desktop Gets A New Look In Version 7.3

The Sage MAS 500 Desktop is the launch pad for all your activities within the software. With the release of Sage MAS 500 ERP Version 7.3, the Desktop has been updated to enhance navigation and access to tasks, all with a familiar Outlook look and feel.

## Tasks Explorer Bar

For greater ease in finding the screen you need, the Tasks Explorer Bar located on the left-hand side of the Desktop now has all Sage MAS 500 tasks grouped according to module—called task groups. Once you select a module, the list expands so that just the tasks for that module display in detail. You can choose from various Explorer styles on the View menu to change the behavior of the Explorer Bar buttons and how the menus are displayed.

## Personalized Desktop

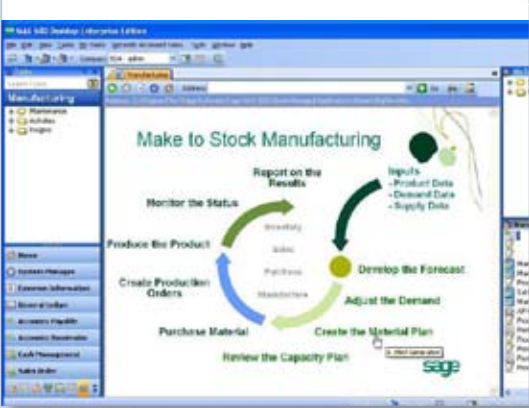
The Tasks Explorer Bar can be personalized using Navigation Pane Options. You can change the order in which the modules appear in the list, and hide or show groups as needed. For example, you can design the desktop for specific roles in the organization. An Accounts Payable clerk may only need to see Accounts Payable, Cash Management, and Purchase Order task groups.

To provide better access to the menu as well as to simplify dragging tasks to it, the My Tasks Explorer Bar now appears on the right-side of the Desktop by default.

## Choice Of Navigation Styles

If some of your staff like the old tab system of navigation better, they can easily switch to it. To do so, you unlock the Desktop and drag

ZOOM IN



In this example, the "Manufacturing" Task Group has been customized to display a Web page containing a Make to Stock Manufacturing workflow diagram. Each step in the diagram has a link to launch the corresponding Sage MAS 500 task. For example, clicking on "Create the Material Plan" would conveniently launch the Sage MAS 500 MRP Generation task.

one Explorer bar on top of the other. When dragging an Explorer Bar, you will notice that docking indicators now are provided to indicate (by highlighting the location) where the Explorer Bar can be placed on the Desktop.

The lower-right portion of the Desktop includes a new Recently Accessed Tasks window. This displays a list of the most recent tasks used, making it easy to return to tasks. To control the amount of real estate this window occupies, you can set the number of entries to be displayed.

## Workflow Diagrams

Perhaps the most powerful addition to the Desktop is the ability to add a custom Web page for each task group that appears in the center of the screen when a task group is selected. You have complete flexibility to define the content according to your business needs. The Web page could include a statement of company policies, links to various documents or external sites that staff members

may need, or, best of all, a workflow diagram giving team members a graphical view of the workflow sequence for business processes. Each component of the diagram can be designed to launch the relevant Sage MAS 500 task. The workflow diagrams can smooth business processes and create efficiencies, especially when training new staff, or for when staff members are filling in for each other due to vacation or illness.

The new Desktop design is just one of the many new capabilities included in the Version 7.3 release. Please give us a call with your questions or to learn more about it.

(( Tips & Tricks ))

**How to use settings created by another user in Business Insights Explorer.**

When you have created special settings in Business Insights Explorer, you may want to share them with others. You can do so with the following steps:

1. Open the desired Explorer view under the 'Business Insights' folder or the module folder.
2. Select Tools / Setting Options / Show All Settings.
3. Select File / All Settings to display the settings created by other users.
4. Select the desired settings, and select File / Save Setting As, and select the 'Use as Default' check box.



## IN THE SPOTLIGHT: Sage Sales Tax Powered By AvaTax

Until recently, organizations with only one or two locations have not had to worry much about collecting sales tax; when selling locally, they charged the local sales tax rate, and when shipping out of state, no sales tax applied. But all this is changing. In this article, we will look at sales tax trends and show you how Sage Sales Tax Powered by AvaTax can help you remain in compliance.

### Declining State Tax Revenue

As Internet sales have become a larger and larger proportion of overall commerce in the last 15 years, state governments have experienced a drop in sales tax revenue that has significantly affected state revenues nationwide. As a result, states are taking action to try to reclaim some of that revenue. Audits are on the increase, especially of companies engaged in catalog and e-commerce sales. And states are steadily joining the Streamlined Sales Tax initiative (SST). Marketed as a way for organizations to simplify the burden of tax reporting in multiple states, SST also is intended to help maximize state sales tax revenues.

### Sage Has The Solution

It is estimated that there are more than 8,000 sales tax jurisdictions—implementing from 900 to 3,000 changes each year. To research and remain in compliance with these increasingly complex requirements is burdensome. Fortunately, Sage offers Sage MAS 500 ERP customers a way to inexpensively automate sales tax calculation, leveraging industry

experts on regulations—Sage Sales Tax Powered by AvaTax.

AvaTax is developed and maintained by Avalara. The company calculates sales and use taxes on more than 100 million transactions per year, and customers spanning four continents trust Avalara to accurately submit more than 240,000 returns and remit more than \$10 billion in tax filings annually.

### Tight Integration

For an automated solution to be most effective, it needs to integrate seamlessly with existing software. Sage Sales Tax powered by AvaTax was designed from the ground up to integrate with Sage MAS 500 to allow you to effectively manage sales tax compliance. It is a hosted, Web-service solution that automatically performs address validation, sales tax jurisdiction research, and rate calculation—all with no change to your existing workflow. Detailed reports always are available and returns are generated automatically. And it is easy to implement: Sage Sales Tax takes just minutes to download and install.

Once installed and activated, you simply validate addresses (customer and ship to) through an automated process, and convert all customers to the AVATAX tax schedule using a built-in utility. The system uses the Item Number field or the Sales Tax Class field to determine whether the product or service is taxable or non-taxable in the state that it is being shipped/delivered to. You can map your inventory products and service numbers

(SKUs) to AvaTax Taxability Codes. Sage Sales Tax applies the correct tax rules, tax rates, sourcing rules, tiered taxes, tax holidays, etc., regardless of what state you conduct business in. All the calculated tax rates are stored in your normal Sage MAS 500 sales tax fields and the details are readily available by drilling down on the field.

Are you ready to let the experts remove the headache of sales tax calculation and reporting? Give us a call for assistance.

## Contact Information

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