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Headline News

Sage offers free Web seminars designed to help you better manage your business. One example is *Paperless Payroll With The Sage Payroll PayCard*. Find out how you can offer your employees a cost-effective and secure way to receive their paycheck electronically with the Sage Payroll PayCard.

For the current Sage ERP MAS 90 and 200 Webcast schedule, or to register, [click here](#).

Version 4.5 Is Coming Soon

New Version Features Extensive Customer-Requested Enhancements

Sage ERP MAS 90 and 200 Version 4.5 will be available late this year. This release promises to be packed with valuable enhancements, many of which address top customer requests. In this article we provide an overview of this release. More details will be shared in upcoming newsletters.

Useful Module Enhancements

Inspired by customer feedback, the main functional enhancements in Sage ERP MAS 90 and 200 4.5 are found in the Sales Order, Purchase Order, Accounts Receivable, and Payroll modules. Here are the highlights of each module's enhancements.

Sales Order And Purchase Order

The Sales Order module is enhanced in several important areas in Version 4.5. Pricing enhancements allow you to set prices by product line, by customer, and for total item quantities. You also will be able to distribute lot and serial numbers during sales order entry. In addition, commission splits are enhanced with the ability to set splits by customer, and by using a rate table to match salesperson, customer, and item. In this release, you will find new and better ways to automatically create purchase orders from sales orders. Sales Order integration with Job Cost becomes more powerful.

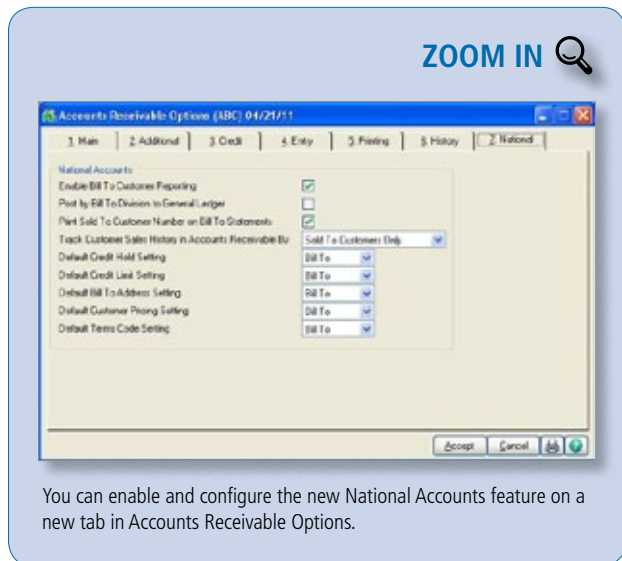


National Accounts Feature In Accounts Receivable

A highlight of Version 4.5 is the National Accounts feature. If you have customers that have many locations or divisions, National Accounts in Accounts Receivable will greatly enhance your workflow. It gives you the ability to establish relationships between a single national account, typically a parent company, and multiple subsidiary accounts, such as branches and retail outlets. National Accounts allows you to invoice the parent company for goods and services provided to multiple locations, each with their own unique customer account.

Version 4.5 Is Coming Soon

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You can enable and configure the new National Accounts feature on a new tab in Accounts Receivable Options.

Payroll

Customers using the Payroll module will benefit from some key features added in Version 4.5. The new functionality includes:

- » Five additional deduction calculation methods
- » The ability to perform deduction recalculations automatically and set deductions based on earnings type
- » Enhanced Visual Integrator importing of common time management software formats into Payroll Data Entry
- » The ability to establish a minimum number of hours worked for benefit accruals

Extended Enterprise Suite Change

With the release of 4.5 the standard Sage ERP MAS 90 and 200 and the Extended Enterprise Suite products will be merged, and the term Extended Enterprise Suite will no longer be used. The benefits of using SageCRM with Sage ERP MAS 90 and 200, the user-based pricing model, and the simplified installation process will be available for all three versions of Sage ERP MAS 90, 200, and 200 SQL 4.5. Current Extended Enterprise

Suite customers will receive an equivalent Version 4.5 system with equivalent Sage ERP MAS 90 and 200 licenses and separate SageCRM licenses. Both named and concurrent SageCRM licenses will be available, although each customer will be required to choose one type of licensing. It is not possible to mix the two types of licenses in one system.

SageCRM For All Customers

All Sage ERP MAS 90 and 200 customers will be eligible to receive a free SageCRM Server license and one free SageCRM user license when upgrading to 4.5. Current Sage ERP MAS 90 and 200 Extended Enterprise Suite customers also will be eligible to receive a free SageCRM user license that will be added to their existing user count when upgrading to 4.5. Version 4.5 will be compatible with SageCRM 7.1, which delivers the tools companies need to communicate and collaborate more effectively and to better compete in today's marketplace.

Usage Research

A feature has been added to Version 4.5 to assist Sage in driving the direction of the product to greater customer benefit. The Product Enhancement Program will gather information such as the platform and operating system, usage of the system, and most frequently used tasks. This information will provide a framework for future usability and cost of ownership improvements. The information gathered will not include any confidential or company-specific data. Periodic uploads of data to Sage are seamless to the

user. During installation, the wizard will alert the administrator to the presence of the tool and afford an opportunity to opt-out.

Sage ERP MAS Intelligence

Sage ERP MAS Intelligence receives significant enhancements in Version 4.5 that expands its power for financial reporting—including the ability to create Reporting Trees and attach them to Report Designer Layouts, as well as greater flexibility in distributing and publishing reports.

Also included is a utility that will reduce the effort in migrating FRx reports to Intelligence. In addition, Intelligence will be compatible with the Sage ERP MAS 200 SQL product in this release.

Choice Of Platform

The flexibility of the Business Framework allows customers to choose ProvideX or Microsoft SQL Server. A migration process will be provided to assist with upgrading Sage ERP MAS 200 for SQL 3.7x customers to Sage ERP MAS 200 SQL 4.5.

Looking Forward

If your organization is running an older version of Sage ERP MAS 90 and 200, we encourage you to plan to upgrade to the most current release.

Sage continues to listen to its customers and provide the functionality that is most important to them. Planned for 2012, Sage ERP MAS 90 and 200 Version 5.0 will focus on web enabling the product to improve usability and allow customers more mobile access and additional web-based integrations.

Please call us with your questions.

Sage ERP MAS 90 Version 4.4 Product Update Recap

There is a significant set of enhancements that Sage has made available via the new downloadable Product Updates for Version 4.4. There are a total of 6 Product Updates, with the last one due out in July 2011. Here is a recap of the features added by module.

Library Master

In Product Update 5:

- » Company-Specific Background Colors allow you to assign an easily identifiable background for each of your companies within Sage ERP MAS 90 and 200

Bank Reconciliation

In Product Update 2:

- » Download bank statements and Reconcile Checks Automatically
- » Enter Checks, Deposits, and Adjustments On-the-Fly through a quick link button on the Reconcile Bank screen
- » Recalculate Outstanding Entries Totals Utility added
- » Positive Pay Export reduces the chances of check fraud. You can send a file to your financial institution to use for comparison and verification against checks that are presented for payment
- » Comment Field expanded to 2048 characters in Check Deposit and Adjustment Entry

In Product Update 3:

- » Enter Bank Reconciliation (BR) adjustments and post to the General Ledger directly from BR
- » Convert the BR Report and BR Transaction Register to a PDF format
- » Quick Access to the Bank Recap Report and the BR Register from buttons on the Reconcile Bank window
- » New Security Events provide control over who can use these new features
- » The ability to create a PDF file of BR reports

Accounts Receivable

In Product Update 1:

- » Cash Receipts Entry By Invoice Number added to assist if you don't know the customer number for the receipt
- » Additional search options for Invoice History include Customer Phone Number, Lot/Serial Number, Ship To Zip, Customer PO Number, Invoice Header Comment, Ship To Code, Invoice Date, and user-defined fields

Accounts Payable

In Product Update 1:

- » The ability to enter wire transfers in Accounts Payable Manual Check Entry

In Product Update 2:

- » The ability to create an ACH (automated clearinghouse) file to pay vendors electronically
- » New Paperless Options: process, send, and retain electronic copies of Accounts Payable documents in electronic PDF format

In Product Update 5:

- » Multiple Company Aged Invoice Report
- » Choose to print checks alphabetically by vendor name or continue to sort checks by vendor number
- » Expense Distribution Table streamlines entry of standard invoices in Accounts Payable when you need to regularly allocate them across multiple departments

Sales Order

In Product Update 1:

- » Checking for existing customer POs expanded to include the Invoice History File, the Open Sales Order file, and the Open Sales Order Invoice file
- » Disallow shipping of items based on specific customers or States
- » Picking sheet printing: print only

back-ordered line items and quick print of picking sheets from order entry

Payroll

In Product Update 1:

- » Create multiple earnings codes per employee that will be automatically populated in Payroll Data Entry and auto pay operations

In Product Update 4:

- » W-2 changes and tax law changes for 2011, including accommodations for the HIRE Act

Job Cost

In Product Update 1:

- » Create a list of allowable Job Cost statuses for PO, AP, JC, IM, PR, and SO to prevent accidental postings to closed jobs

Inventory Management

In Product Update 5:

- » Improved security and smoother workflows is achieved, with four new inventory item security events and the ability to designate an item as Inactive so that it can no longer be purchased or sold. Physical count cards also were added to speed the physical inventory process

Coming In Product Update 6

Ability for all reports (not only standard reports) to save report settings by form code and user. This customer request received lots of votes on the forum at www.sagemas.com/MAS_90_200_feedback.

All 36 enhancements provided through the Version 4.4 Product Updates will be included in the upcoming Version 4.5 release.

Give us a call with your questions or for assistance in taking advantage of the wealth of new features discussed here.

Sage KnowledgeSync Alerts and Workflow solution

A Wise Solution in Any Type of Economy

Whether the economy is truly recovering or not is certainly up to debate. However, over the past few years many of our Clients learned firsthand, the definition of the words “streamlining” and “diligence”. They learned that while prompt invoicing and collections was more important than ever, they could not justify paying a person to handle these tasks. So too they learned how to set up automated monitoring of inventory levels to help reduce inventory costs without increasing the likelihood of a stock shortage and lost sale.

Every minute of every person’s workday matters – and now is the time to take a critical look at the tasks that each person performs and ask yourself “Could that task be automated, and thus free-up that person’s time for more productive activities?” If, for example, you have people on staff whose responsibilities include generating and delivering invoices or statements, issuing POs for vendors, or tracking down late deliveries, consider an investment in software that could automate these tasks.

Sage KnowledgeSync, an Alerts and Workflow solution, is just that kind of software. KnowledgeSync is a “monitor & response” technology whose purpose it is to monitor the changing conditions within your business and automatically execute the appropriate response. Have a new order that’s just been placed? KnowledgeSync can check credit status and inventory levels and notify Customer Service, the salesperson and even the Customer in the event of a problem. Stock levels running low? KnowledgeSync identifies the item and

emails the inventory manager so they can place a purchase order with your supplier. Add the supplier to the original alert and you give them a head start on filling the order. If you want key analytical reports on your desk or in your email when you arrive to work in the morning (or even the night before) KnowledgeSync does that too.

But streamlining your staff’s time and activities through the automation of repetitive tasks is only half of your battle in a challenging economy. The other half is diligence – or, as Mark Twain said, “Put all your eggs in one basket and watch that basket.”

“Watching” your business – whether it’s monitoring receivables that are overdue for payment, taking advantage of early-pay discounts from your suppliers, or identifying stock items that have had excessive price increases – is more important today than ever before. The difference between \$100,000 in overdue receivables and \$10,000 in overdue receivables can be the determining factor in a company’s survival.

And that’s where KnowledgeSync again enters the picture. With KnowledgeSync, monitoring your business for “exceptions” – those day-to-day anomalies that can collectively determine the viability of your organization – is not left to chance. KnowledgeSync comes pre-configured to monitor hundreds of common business conditions, and gives you the ability to specify an unlimited number of additional “trigger points”. When these conditions do occur, KnowledgeSync sends alerts to the appropriate people via any device – cell phone, pager, email, fax, or dynamic dashboard. And beyond sending alerts,

KnowledgeSync triggers the creation of intelligent workflow – follow-up actions that ensure that you respond in the manner most appropriate to the business event that occurred.

**VAR
500**

Net@Work Named to the VAR500 ranking of Top Technology Integrators

**TOP100
ERP VARS**

Net@Work ranks as Largest Sage Software Partner and 9 Overall



IN THE SPOTLIGHT:

Tips And Tricks

The following tips for Positive Pay and Paperless Office apply to Sage ERP MAS 90 and 200 Version 4.4 and above.

Exclude Wire Transfers From The Positive Pay Export File

All wire transfer check numbers begin with W; this allows you to exclude them from the Positive Pay Export when you set the check numbers to export in Positive Pay Export Processing. You can use either of the two following methods:

- » Use range and enter the lowest to the highest check number you want to export
- » Use range and set it to 000000 to 999999

Sending Voided Checks Without A Negative Sign In Positive Pay Export

Voided check amounts may appear with a negative sign in the Positive Pay Export file. To remove the negative sign, use the following settings in the Define Formatting Information for the Detail Record:

- » Field Description = Amount
- » Start, End, Length = Defined by the bank
- » Justification = Right
- » Zero Fill = Check box
- » Implied Decimal = Check box

Using the Zero Fill option will eliminate the negative sign. Verify with your financial institution that the Zero Fill option will be accepted.

Moving PDF Files In Paperless Office

Using the Link Maintenance Utility you can copy or move Office memo attachments

and Paperless Office PDF files; and correct broken links to attachments, templates, and PDF files. Note: The Relink Files button is available only if the link path is broken. The files appear in red when the link is broken.

To perform this procedure, you need security permission to access the Link Maintenance Utility. To copy, move, and relink files:

1. Select Library Master/Utilities menu/Link Maintenance Utility.
2. In the Link Type field, select the link type. For more information, see Link Maintenance Utility/Fields.
3. Select the Company Code.
Note: You must select ALL to display Office templates.
4. Select the module.

Note: You must select ALL or SYS to display Office templates.

5. Click Refresh.
6. In the List Box, select the file that you want to copy, move, or correct a broken link path for. The Copy and Move buttons are available only if the link paths are not broken for all files selected.
7. To copy the files, click the Copy button. To move the files, click the Move button. To correct a broken link path, click the Relink button.
8. In the Copy/Move/Relink Files window, enter a new location for the files or click the Browse button to browse to a new location.
9. Click OK.
10. When prompted to copy, move, or relink the file selected, click Yes.

11. The selected files are copied, moved, or relinked to their new location. The System Activity Log is updated with the details of the changes made.

Please call us if you have any questions.

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