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Headline News

Sage is conducting informative Sage ERP MAS 90 and 200 Version 4.5 release webcasts throughout the fall. The webcasts allow you to see the software in action and hear about the many features and enhancements directly from the experts at Sage. For the schedule of webcasts and to register [Click here.](#)

Payroll Enhancements

Sage ERP MAS 90 And 200 Version 4.5 Provides New Deduction Methods And More

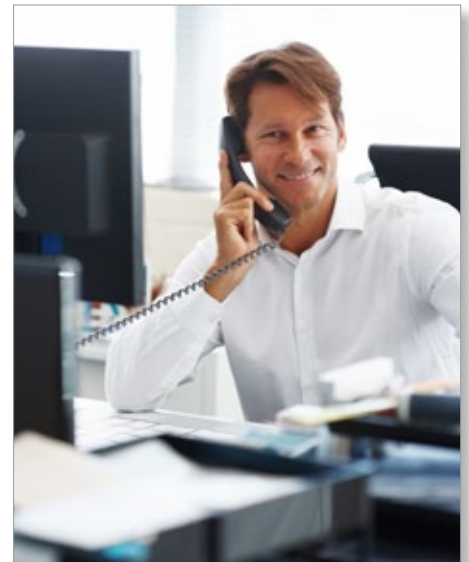
Payroll can be time consuming and complicated with the ever-increasing intricacies of taxation and employment legislation. Sage ERP MAS 90 Version 4.5 contains workflow improvements and a significant number of features designed to help you handle the complexities of deductions and accruals more effectively.

New Version 4.5 Payroll functionality offers more flexibility, streamlines the data entry process, and provides more consistent and accurate calculations for deductions. Five additional deduction calculation methods are added, along with the ability to automatically perform deduction recalculations and set deductions based on earnings type. You also will find it easier to import from commonly used time management software and will be able to establish a minimum number of hours worked for benefit accruals. Let's learn more.

Deduction Calculation Methods

Five new deduction calculation methods have been added in Version 4.5, many of which support the calculations needed for union deductions and dues.

- » **Based on Paid Hours**—This method will provide a calculation for the total hours worked multiplied by the pay rate multiplier you choose.
- » **Based on Pay Rate**—This method will calculate the selected pay rate multiplied by the number that is entered. When this method is selected, an additional drop-down box will be displayed, allowing you



to choose the appropriate rate.

- » **Based on Regular plus Overtime Hours**—This method automatically will provide a calculation based on the sum of regular and overtime hours multiplied by the pay rate.
- » **Percentage of Total Hours**—This method will calculate based on the total hours worked, regardless of regular or overtime, multiplied by the percentage you establish.
- » **Percentage of Deduction Method**—This method is used during tax calculation such as Percentage of Net Wages and is only available for Employer Contributions. Note: When the Percentage of Deduction method is selected, an additional field is displayed to allow the selected code to be entered.

(continued on page 2)

Payroll Enhancements

(continued from cover)

ZOOM IN 

In Sage ERP MAS 90 and 200 Version 4.5, deduction code maintenance includes five new options for deduction calculations.

ZOOM IN 

New fields in Benefit Schedule Maintenance allow you to set the minimum hours per paycheck required for the benefit to be applied.

Deduction Recalculation In Payroll Data Entry

In Version 4.5 **Payroll Data Entry** the workflow is improved to automate deduction calculations based on changes in the earnings line. You will be able to recalculate the deduction automatically, while still in data entry, instead of deleting the information and reentering. This will save you valuable data entry time.

Deduction Calculations Based On Earnings Type

Another new feature related to deductions will enable you to use payroll deduction codes according to a specified earnings type in order to calculate based on *Percent of Gross* or *Total Hours Worked*. This allows an employer to calculate benefits such as a Pension Plan and 401K contributions based on specific earnings such as regular, sick, and vacation earnings, and not on others, such as overtime. A new Earnings button now is available in Version 4.5 **Deduction Code Maintenance** to allow the selection of specific types of Earnings to be used for deduction calculations.

Easier Imports Into Payroll Data Entry

Visual Integrator is enhanced in Version 4.5 to support the import of data into Payroll Data Entry from some of the more commonly used labor management and time tracking systems. This enhancement will be particularly useful when performing multiple data imports for regular, vacation, and sick time. File layouts and sample imports are included for the five most popular data import formats. Sample imports will be included for:

- » Format 2—Fixed Field Format
- » Format 3—ADP Format
- » Format 8—TimeBank or Kronos Connect Format with department number and employee number imported
- » Format 8—TimeBank or Kronos Connect Format with only employee number imported
- » Format M—Fixed Field Format for Timetrack v8.0

Enhanced Benefit Accrual

With the release of Sage ERP MAS 90 Version 4.5, you will be able to calculate benefit accruals based on hours worked, which can be used to support salaried employees, union employees, and part-time employees. The new functionality will use a code assigned to each employee to compare the Minimum Hours Required for Benefit Accrual with the hours worked. If the conditions you set are not achieved the accrual will not occur.

The Payroll enhancements are only one component of the Version 4.5 release of Sage ERP MAS 90 and 200; this release includes new capabilities across the system. Give us a call with your questions.

Sage ERP MAS Intelligence For Version 4.5

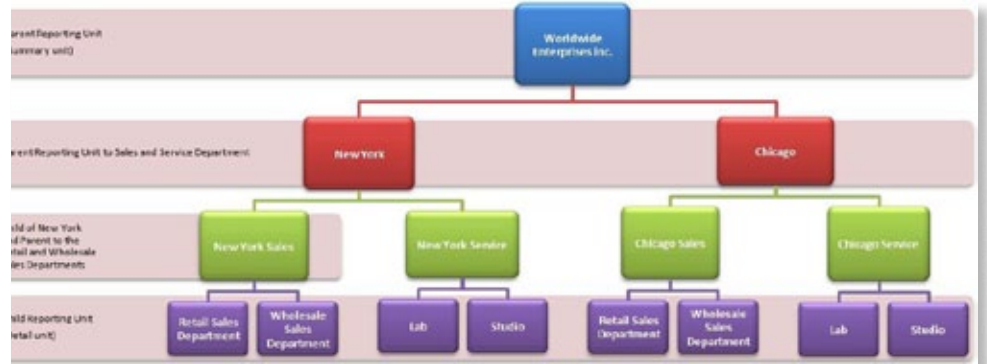
Sage ERP MAS Intelligence for Version 4.5 adds the ability to attach Reporting Trees to Report Designer layouts. The new trees will expand the options that companies can use for different reporting structures. A 90-day trial period is included for Report Designer so customers can experience the benefits of expanded importing and exporting capabilities, and creating scheduler commands. Also included in Version 4.5 is more flexibility on how reports or any Excel workbooks are distributed, supporting distribution via email, publishing to a public server, and FTP publishing.

Reporting Trees

The new Reporting Tree structure enables you to generate reports that follow your internal company structure automatically, with the flexibility to accommodate anything from a simple to a very sophisticated hierarchy. Using Reporting Units, you can set up reports that represent your organization's hierarchies, and then easily generate them at a Detailed or Summary level. These Reporting Units can be departments by GL account segments, or higher level groups in the company, established by building as many parent and child relationships as you need.

Sage ERP MAS Intelligence has the ability to set up hundreds of tree units for those companies who have complex corporate hierarchies, and also meet the needs of more simple organizations who require just a few levels of tree units.

Modifying a reporting structure to accommodate consolidations or acquisitions is easy. As business needs change, you can modify Reporting Trees without changing financial data. The new Manage Reporting Trees screen allows you to build, modify, add, rename, and duplicate existing trees.



This example of the new highly visual Reporting Tree capabilities show Worldwide Enterprises as the main company, with locations in New York and Chicago, Sales and Services in each location, and their departments.

Enhanced Report Distribution

One of the benefits of Reporting Trees is the ability to deliver reports to all levels of management, thereby allowing each department or division access to the information they need for better decision support. With the Version 4.5 release, Sage ERP MAS Intelligence has increased flexibility to distribute Intelligence Reports and Excel workbooks. You can save the reports to a file, publish them to an FTP site, or send them via email in a variety of standard formats. You can choose the reports you want to distribute and how and to whom you will send them. You can speed up business processes by automating report delivery and distribution according to the schedule you require.

Email Format Flexibility

You can establish unique settings for each email format, choosing from PDF, HTML, and XLSX, and create custom criteria for report distribution. You also can send a report to various destinations, establish a regular distribution to managers and executives, and use an existing Microsoft Outlook® profile and address book. Flexible options include the ability to add pertinent information to the report when it is distributed by the chosen electronic method, such as the useful ability

to reference a specific cell in the body of the email. Using the File Publish tab, you can distribute reports to locations within your organization's network in PDF, HTML, and XLSX formats. The FTP tab allows you to easily distribute reports to FTP locations in these same formats.

Unattended Report Distribution

Sage ERP MAS Intelligence For Version 4.5 provides the ability to establish convenient, fully unattended report distribution. Once the required Distribution Instructions are setup and linked to worksheets within a report, you can flag the linked distribution instructions to be sent automatically whenever the report is run by a Scheduler Command within Report Manager.

Looking Ahead

Working with Microsoft, Sage is developing a utility that will decrypt proprietary FRx files. The Conversion Utility Assistant will allow consultants or users familiar with FRx to recreate similar reports in Intelligence more quickly, and reduce the effort in migrating FRx reports over to Intelligence. Please call us with your questions.

CRM Corner: Retaining Team Members with CRM

There are so many aspects of what makes employees productive and countless little things that make your people loyal and dedicated employees. A decade ago many organizations were just figuring out how they were going to approach technology and now most of us feel like a slave to it. The reality is that for most company's employee retention is high on their priority list but few take into account how their employees use technology and its impact on the psyche of their front line personnel. Customer Relationship Management (CRM) is one of the tools that can make a huge difference in those efforts.

CRM Defined

If you ask twenty people you would probably get twenty different definitions for CRM. In simple terms a CRM system helps you find new customers, enables sales people to work through the acquisition process, and then enables your customer service teams to keep your customers happy so that you can expand your business relationship. In software publisher terms CRM is a 360 degree view of your customers and prospects from a Marketing, Sales and Customer Service perspective. In the real world a CRM system can be the operational heartbeat of your company and a centralized place that holds everything you know or want to know about your customers. More importantly, it can also handle many of the critical handoffs and processes between various departments.

The Information Superhighway

One of the most frustrating parts of any job is not having the right information at the right time in order to do the job you were hired to do. With the speed of business and customers expecting things in "Internet time" the pressures of performing

have been taken to a new level. This is where CRM can help alleviate stress and bottlenecks in your organization. If people have access to the information they need (even if they don't know they will need it) then job satisfaction and morale can stay high. Add to the mix the fact that so many employees work as remote employees or are always on the run at client sites or meeting with prospects, then you will see why access to information has become more important than ever before.

Practical Customer Approach

One of the most often asked questions is how should you approach CRM considering there are so many aspects of how the technology works and what it can be used for. The answer to the question is usually as unique as your individual customer environment. The best practice to figure out what people need is to pull them into a room and ask them directly. Find out what are the most common pain points in either trying to marry Sales and Marketing or the most common requests that come between Sales and Operations or Service to understand your high priority items. Then, come up with a plan to address a few issues at a time while building an evolving plan for what your CRM environment should look like.

Case in Point

Many of our customers are focused on trying to build their businesses with limited resources and many do not have full time marketing teams. If this is the case a CRM system can help you build the business by enabling your sales team to receive leads quickly and give marketing people feedback on what works and doesn't work when trying to attract new customers or business from existing customers. Other customers

are more focused on the process for onboarding new clients utilizing a systematic process for workflow and notifying team members at key points in the sales process - which CRM can help with by automating your sales cycles. Lastly, when a customer say "Yes" and needs to move into your financial system or have orders placed, most CRM products now have integrations to your back office that can reduce or eliminate duplication of efforts. All of these scenarios can help you make the organization healthy and happy. More importantly, you can realize lower training and recruiting costs and realize more productivity per employee.

Food For Thought

If you have already employed a CRM system or what you have tried in the past doesn't seem to have the effect that you want it to have, then maybe it is a good time to engage in people that specialize in CRM. It's always a good idea to take what you know and get a second opinion. In many instances we have found that there are simple tweaks to an existing system or small enhancements that go a long way towards CRM adoption. If you are a neophyte in the world of CRM a consultant can also educate you on many of the pitfalls and how to avoid them so that your CRM system becomes meaningful and critical to your success. Whether or not you rely on external experts to help with your CRM, it is very important that you establish a feedback loop with your most important assets...your people. As the marketplace is constantly evolving your CRM platform will never be "finished" but more likely move from phase to phase as you adjust to what the market demands.

Sage Software Online Are You Using the "FREE" Valuable Tools You Already Own?

As a customer on a Sage ERP MAS maintenance plan, you have 24X7 access to Sage Software Online (SSO). This self-service tool is your place to get critical information to maintain your Sage investment and it has the same fast, problem-solving Knowledgebase used by our own Sage Support Center! You can find everything from how to prepare for upgrades, compatibly and installation guides to troubleshooting tips and leveraging best practices. This is where you can view your licensing information with serial numbers and unlocking keys and verify maintenance and support agreements. SSO is your first line of defense for any day to day challenges that may arise.

SSO also provides a quick way to connect to the Sage MAS Online Community. Here you can get advice from Support Analysts and Subject Matter Experts as well as connect with other MAS customers. There is even an area where you can provide product suggestions and vote on product enhancement requests which is vital to Sage for driving future enhancements to our product.

In addition, SSO is how Sage can stay properly connected to you. We want to make sure that the right communications go to the right people and that product upgrades are delivered to the appropriate person at the correct address. In order to manage and update this information, your company must assign an SSO administrator. An administrator is the only contact that has the ability to add or delete your company contacts and profiles as well as change address and billing information for your account.

If you do not yet have an administrator assigned to your account, please take a moment to fill out [this Sage Authorized Contact Form](#) and return back to us and

we will forward directly to Sage on your behalf.

If you have not yet registered on Sage Software Online, please go to: www.sagesoftwareonline.com. Select "Register Now" and enter all necessary information. Once completed, you will receive a prompt indicating that an email will be sent to you soon with a temporary password.

Get started right now on using the information technology provided FREE when you are current on your MAS 90/200/500 accounting software.

Sage is Rebranding

Sage MAS 90/200 to be renamed Sage 100 ERP
www.netatwork.com/SageRebranding

Understanding The Section 179 Tax Deduction:

Why You Should Consider Software or Hardware Before Year End
www.netatwork.com/section179

Sage Software Honors Net@Work as Top Partner

Net@Work received the 2011 Top Five Award designated for Sage Software's most successful partners. Net@Work was also awarded Sage Chairman's Club & President's Circle status, a level of distinction for exceptional Sage business partners.

Thank you for contributing to our success!

Top 5 North America 

Chairman's Club 

President's Circle 

Upcoming Webinars

Performance Appraisals Made Easy
 December 7, 1:30pm ET
netatwork.com/AppraisalsWebinar

How Secure Are Your Paper Documents?

December 13, 2:00pm ET
netatwork.com/DocumentSecurityWebinar



IN THE SPOTLIGHT: SQL Server Version Of Sage ERP MAS 200 Available For Upgrade

With the release of Sage ERP MAS 200 Version 4.5, customers have the option to migrate their software to a Microsoft SQL Server database, with all the security and performance characteristics of this platform.

Benefits Of SQL Server

Here we discuss four important benefits of SQL Server: performance, availability, security, and low cost of maintenance.

- » **Performance:** SQL Server offers exceptional scalability as you add users and transactions. You also can add indexes to improve performance as needed.
- » **Availability:** SQL Server includes innovative high-availability features such as database mirroring and replication, to minimize downtime and help to ensure that critical systems remain available.
- » **Security:** Administrators can easily manage permissions. You can set consistent login policies across all accounts in the domain. SQL Server includes encryption capabilities within the database itself.
- » **Low Cost Maintenance:** A single management console enables data administrators to monitor, manage, and tune databases and associated services from anywhere in your organization.

Same Code Base

All modules in the new Business Framework have software code that can be used for both the SQL and Providex databases, so customers can be assured that the SQL version will move forward into new versions at the same pace as the Providex

version. With Version 4.5, data conversion and migration is available from both Sage ERP MAS 200 SQL Version 3.71 as well as current versions of Sage ERP MAS 90 and 200 on the Providex platform.

Licenses Available From Sage

Sage SQL Runtime Edition licenses and Microsoft SQL Server 2008 R2 Standard Edition licenses are available from Sage in two licensing models: per user or per processor. Licenses are limited for use with Sage ERP and integrated third-party or development partner solutions.

Available Modules

Modules available for SQL Server do not include modules that have not yet been updated to the Business Framework, so if you are considering SQL Server, we will need to carefully evaluate the modules in use in your organization. The modules and Sage solutions that are available for Sage ERP MAS 200 SQL 4.5 are:

- » **Core accounting:** GL, AR, AP, and BR
- » **Distribution:** IM, SO, PO, RMA, BC, BM, and CCP
- » **Business intelligence and reporting:** Business Insights Dashboard, Business Insights Explorer, Sage ERP MAS Intelligence, and Crystal Reports Designer
- » **Productivity and customization:** Custom Office, Paperless Office, Visual Integrator, KnowledgeSync
- » **Integrated Sage solutions:** Abra Payroll and HR, SageCRM, Sage FAS Asset Accounting

» **Web services:** CompuPay, eBusiness Web Services, Federal and State eFiling and Reporting, Sales Tax powered by AvaTax

Give us a call with your questions, or to discuss the benefits of the SQL version for your organization.

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