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## Sage 100 v2016 and Sage 100c

My Renewal for Sage 100 is due and I now have an option for “C”

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Sage is reimagining how business is done in the face of rapid changes in business and technology. The modernized versions of select growth products (Sage 50, Sage 100, Sage 300, Sage CRE and Sage HRMS) will provide customers with the capabilities they have today, greater ways to access their data and the freedom to focus on running their business instead of managing their software.

### Why is Sage launching Sage 100c?

Sage is progressing on its modernization journey that they embarked upon last year. As they continue to look to differentiate our solutions from more traditional ERPs, they are going to carry on modernizing their growth portfolio products and combining that with a subscription-based model, which resulted in Sage 100c.

### What are the main differences between the “classic” Sage 100 and Sage 100c?

Sage 100c is based on the same Sage 100 solution but is now modernized with a new user interface. Sage 100c features the same capabilities as the traditional Sage 100 plus enhancements.

Existing Sage 100 customers would benefit from modernized features and capabilities. Sage 100c offers a way for customers to stay on their trusted Sage 100 solution and leverage new technology without disrupting the way they do business today.



First, company-wide business visibility is increased in Sage 100c. Sage 100c provides easier navigation, increases personalization & security as well as provides an improved Business Insights Dashboard.

Second, the addition of Sage Inventory Advisor Basics to Sage 100c provides you with the ability to quickly create optimal purchase recommendations, helping you easily identify what to buy and when, based on accurately generated forecasts. Improved visibility and smarter purchasing means stock-outs are minimized and excess stock is reduced.

Third, further enhancements to the user interface in the 2016 release improve the usability and accessibility of Sage 100c. Sage 100c allows fonts on the desktop and task windows as well as custom desktop themes and color schemes. Sage 100c allows users to increase personalization and security.

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## Customer FAQ's for the renewal and choosing between Sage 100 and Sage 100c

**Q: I've been a loyal longtime customer that has paid to stay on support and now I want the new features and UI in Sage 100c. Do I have to move to subscription?**

**A:** Since you are on plan, you will receive the Sage 100 2016 release which includes over 20 enhancements, many of which customers like you requested.

**Q: What does switching to subscription mean to my license ownership?**

**A:** Moving to subscription means you surrender your perpetual license ownership and move to a subscription rental license. This means you must stay active with your subscription in order to continue using the product.

**Q: I have been using Sage 100 for 20 years, I don't want to use the new interface. Why do I have to move to Sage 100c?**

**A:** You don't have to move to Sage 100c. If you are on plan, you can upgrade to the 2016 version and benefit from the new enhancements in that version.

**Q: I am a current customer, but I am not on plan; why should I upgrade to Sage 100c?**

**A:** Sage 100c is a premium offering that includes all of the enhancements in the classic Sage 100 along with exclusive features and services such as the new user interface as well as services like Sage Intelligence, Sage CRM, and Sage Inventory Basics. You can now also add Sage 100c Manufacturing to help you with your make to order and custom manufacturing processes.

**Q: How disruptive is it to deploy Sage 100c?**

**A:** There is little disruption. Once the registration keys are obtained, Net@Work can simply install, setup and activate.

**Q: Can Sage 100c be customized?**

**A:** Yes. Sage 100c can create menu customizations in user-interface screens. Future releases will feature more customization capabilities.

**Q: Is reporting available with Sage 100c?**

**A:** Yes. Reporting capabilities are the same as Sage 100 2015 and earlier.

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**Q: I don't need all the modules in the Sage 100c product bundles. So, why should I pay more for them? Can I drop them and get a refund?**

**A:** The Sage 100c bundles are intended to simplify your buying experience by prepackaging modules into the most commonly purchased configurations. Together with newly enhanced Sage Business Care plans, these bundles include more value than ever before with enhanced support options or discounts or complimentary access to key add-on solutions such as Sage CRM, Sage Intelligence and now Sage Inventory Advisor Basics. Because your business is ever-changing, you may discover that some of these modules could be valuable in supporting your business going forward.

**Q: I think that subscription will cost me more money over time vs. perpetual, so why should I pay more?**

**A:** You have a choice. If you'd prefer to stay with a perpetual license, you can do so and upgrade to Sage 100 2016 instead of Sage 100c.

**Q: Why should I pay more for a subscription plan to get Sage 100c?**

**A:** Sage 100c is our premium offering. Over time, we will continue to add the latest technology and more enhancements to this premium offering such as the new Notes feature and Sage Inventory Advisor Basics in the 2016 version. You make the decision when you are ready to move.

**Q: If the value of moving to Sage 100c is to always have the latest technology, what is the roadmap for this product?**

**A:** As you can see from the 2016 release, we are moving quickly to add new offerings and enhance current ones to bring more value to your business. Just around the corner, we will be releasing our next updates in December 2016. Stay tuned for more information on what will be included in this release.

**Q: I am not happy with the enhancements in the Sage 100 2016 release. Why should I stay with Sage?**

**A:** If you can't take advantage of the enhancements in the 2016 release, we encourage you to take a look at Sage 100c, our premium offering that includes even more modern enhancements such as a powerful new 'Notes' feature, which allows you to create detailed comments related to a customer, vendor or inventory item. In addition, Sage 100c now includes Sage Inventory Advisor Basics, allowing you to reduce excess inventory and free up working capital.

**Q: Why do I need to pay an upfront fee?**

**A:** Some companies bury upfront fees in your subscription price, which means that you continually pay for them for as long as you own the software and your subscription price is higher. So we opted to charge an upfront, one-time set-up fee so that you pay once and keep your subscription at a minimum.

*For new customers:* The upfront fee covers the set-up of your account and recurring payments in our system, that you are enabled for support from Sage, and have access to knowledge resources as well as communications on latest releases and updates about your product.

*For on-plan customers:* The upfront fee is waived for *on-plan customers*.

**Q: Does a customer have to be on Sage Business Care to move to Sage 100 2016 or Sage 100c?**

Yes. A Sage 100 customer needs to be on a Sage Business Care plan to upgrade to Sage 100 or Sage 100c.

**Q: Can customers or partners customize the user interface in Sage 100 2016?**

You will be able to customize the classic user interface in Sage 100 2016 (Visual Basic) as you have previously. In the modernized user interface, you are able to do basic menu customization and, with the 2016 version, have even more customization options.

**Q: What languages are available with the new Sage 100 screens?**

English

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For additional information and supporting information please contact your account manager for more information:

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