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Headline News

Microsoft Vista introduced a new security standard called UAC (User Account Control) that provides additional security controls designed to protect the system from malicious software installations. The Sage MAS 500 ERP 7.2 release provides full support for the UAC standard including the key areas of client installation, Windows NT integrated security, registry usage, and proper local disk access.

**Sage FAS
Fixed Assets**

See page 4
for more info!

Sage MAS 500 Version 7.2 Preview

Sage Software has announced that Sage MAS 500 ERP Version 7.2 will begin shipping in April 2008. This new version includes technological and usability enhancements and three new modules. In this article we highlight the features and functionality of Version 7.2 and provide you with ideas of how the new functionality can be put to use in your business.

New Business Insights Dashboard

In Version 7.2, a new Business Insights Dashboard module is available. The Business Insights Dashboard replaces eExecutive and is included with your Sage MAS 500 System Manager module.

Business Insights Dashboard is written using .NET technology. The Key Performance Indicators (KPIs) you utilized in eExecutive are available and in addition, a developer's toolkit allows you to create additional indicators.

The new Business Insights Dashboard module provides all the information you need in one convenient and powerful Web dashboard. Access to the popular Business Insights Explorer module is built into the new application, giving you the ability to perform ad-hoc inquiries using the powerful BIE inquiries from a browser. By purchasing additional Business Insights Explorer user licenses, you can grant access to Sage MAS 500 data to others in your organization for a relatively low cost.



The new Business Insights Dashboard puts vital business data within easy reach.

New Data Import Manager

The open SQL Server and Visual Basic platform of Sage MAS 500 lends itself to integration and customization. In Version 7.2, the new Data Import Manager module, with a robust database integration mapping application, builds on the strength of the platform.

The Data Import Manager, built with .NET and SQL Server 2005 SSIS (SQL Server Integration Services) technology, facilitates one-time and regularly scheduled imports to a wide variety of Sage MAS 500 transaction formats utilizing a Mapping wizard. The Mapping wizard provides the detailed knowledge of Sage MAS 500 including required fields, default validations and lookups, thus speeding and sim-

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Compliments of:

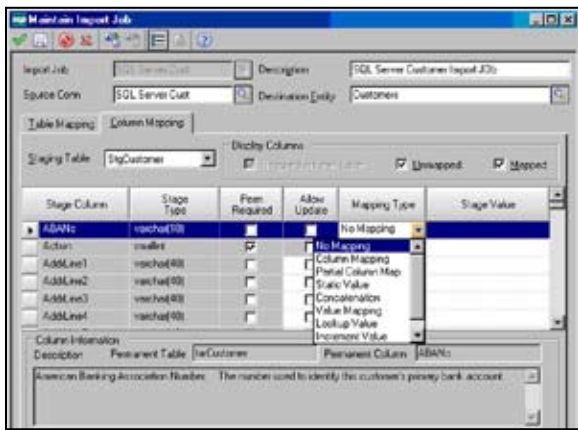


Sage MAS 500 Version 7.2 Preview CONTINUED

plifying data import processes. Using the new tool set, your database administrator can create direct feeds from ASCII, Delimited, Microsoft Access, Excel, SQL Server, XML, and Sage MAS 90 or 200 data sources. Your administrator can schedule imports to run on a regular basis, and add scripting and other additional validations.

Customers migrating from Sage MAS 90 or MAS 200 ERP who have been doing regular imports with Visual Integrator will experience a similar workflow after migrating to Sage MAS 500 using the Data Import Manager.

Data Import Manager is licensed as a new module, call us for pricing and additional information.



The Data Import Manager is a powerful tool that allows you to schedule data imports.

Warehouse Automation

Pick By Order Or Shipment Number

A new picking option is added to Warehouse Automation to allow the operator to control the picking process based on a sales order number or shipment number. This will streamline and speed the picking of urgent orders.

E-mail Notifications

A new automated e-mail feature delivers instant feedback to your back-office staff as specific transaction events are processed from a handheld device. The following events will be included in the 7.2 release:

- ▶ Completion of a Pick List Pick
- ▶ Completion of a Sales Order Picking
- ▶ Completion of a Shipment Pick
- ▶ Posting of the Sales Order

Improved Error Messaging

With enhanced error messaging, as warehouse managers are processing rejected handheld device transactions they will have complete visibility into the reasons a transaction failed and can take proper action without additional research.

Warehouse Workflow Options

With a new set of workflow options, warehouse managers can require handheld device operators to scan items and enter the customer number when picking or packing an order. This will ensure a more accurate picture of the customer's inventory situation prior to processing new orders.

Project Accounting

New Expense Billing Option

A new billing option from Accounts Payable adds greater flexibility when invoicing clients by allowing you to bill outside service expenses and other non-resource-related expenses by an item's standard cost, standard price, or actual cost.

Enhanced Drill Down

In 7.2, your accounting and finance personnel will have the ability to view any project-related transaction associated with a General Ledger transaction, such as timesheets, expense claims, and project

transactions. Access to this information gives your finance department the precise information they require when they are reviewing trends or identifying an inconsistency.

Sage MAS 500 Office

Memo Management Enhancements

Version 7.2 expands the power of the Memo Management option, adding it to all tasks that previously contained the Sage MAS 500 Office toolbar option. Each memo created will be assigned automatically to the given task such as the voucher, customer, or invoice. You can use the new attachment feature within the Memo Manager window to attach documents within a predefined network share or local drive. The Memo Manager icon on the toolbar will automatically change in appearance if a memo has

been assigned to make it easier to identify when a memo is present.

In addition, Business Insights Explorer is enhanced to include a new **Active Memos Preview** for the most common memos that you may need including Vouchers, Invoices, Work Orders, Projects, Purchase Orders, and Sales Orders.

Office Templates

The Sage MAS 500 Office Templates speed the creation of customer or vendor correspondence. In Version 7.2, the template creation and merge functionality has been completely redesigned to utilize the powerful features embedded in Microsoft Office.

Template creation is now initiated from within Microsoft Word and leverages the built-in Word Mail Merge wizard. When you develop a new Word template, Sage MAS 500 office will provide the relevant information contained within the Sage MAS 500 task and start the Word Mail Merge wizard. Then you can drag and drop fields into the document to generate the final document. The template can then be saved for repeat use. When using Microsoft Excel, the data can be exported directly to a blank source worksheet with defined named ranges. You can then construct pivot tables and charts and save them as templates for continued use and sharing.

Business Insights Explorer

An earlier release of Business Insights Explorer introduced Quick Previews, which provide a simplified and high-performance view of the information while leveraging the back-end infrastructure and personalization capabilities of Business Insights Explorer. Version 7.2 introduces a new set of previews, including a new set of **Where Serial Number Used** previews for: Inventory Transactions, Shipment Lines, Customer Return Lines, Stock Receipt Lines, Vendor Return Lines, and Work Order Transactions. These new previews will allow customers to immediately identify where a given item serial number has been used within their business operations.

Give us a call with your questions about Sage MAS 500 Version 7.2.



New StarShip Freight For Sage MAS 500

In today's global market, transporting goods near and far is part of doing business. For distribution of large orders or large bulky items considered freight, parcel delivery services are not the answer. Sage MAS 500 ERP Version 7.2 includes integration with the new StarShip Freight program, and adds functionality to automate the time-consuming process of freight shipping.

StarShip Freight

The StarShip Freight module handles larger shipments in two categories: Truckload (TL) and Less-than-Truckload (LTL).

LTL is ideal for shipments between 100 and 15,000 pounds and works well for odd-shaped and large-size items. The StarShip Freight module handles everything you need to be able to ship a partial or full truckload—from rate shopping for freight carriers, to document printing and billing—all from a single powerful screen. If you've only shipped via small package carriers such as UPS or FedEx Ground, you may find you can save money by using LTL for larger shipments of more than 100 pounds.

User-Friendly Interface

With StarShip Freight, data entry for your shipments takes place within the StarShip user interface, rather than in Sage MAS 500. This provides one central location from which to conduct all your shipping activity.

Handy tabs on the StarShip Freight screen give you quick access to all the functions and to Sage MAS 500. You can display the item detail from the original order and you use a simple drag and drop technique to place items into boxes and onto pallets.

From the **Shipment** tab you can see several views of the items in the shipment. One view, the **Bill Of Lading** view, shows you how the information will appear on the printed Bill of Lading form.

Gets The Best Rate

One of the most time-consuming tasks when shipping via truck is calling the various carriers for rate quotes. StarShip has partnered with Freightquote.com® so you can quickly obtain the best possible rate. There are no setup or transaction fees, and as an added benefit you can track the status of your shipments online.

Use the **Quote** tab and the system shops for rates for you from more than 50 of the top national and regional carriers.

Prints Required Documents

StarShip can automatically print all the paperwork required for the shipment using data drawn from Sage MAS 500. It can print both package and pallet labels, and the required Bill of Lading document.

The Bill of Lading is a legal document required when shipping freight by truck, and it is used by freight carriers to track the transit of goods. It contains: header information such as ship-from, ship-to, and bill-to addresses; and item information such as weight and class.

StarShip supports the printing of two types of Bill of Lading formats: the Straight format and the VICS (Voluntary Interindustry Commerce Standards) format. The VICS Bill of Lading document, commonly required in the retail industry, was created to establish a uniform format and to facilitate EDI (Electronic Data Interchange) transmission of Bill of Lading data.

When you have completed the transaction, StarShip Freight prints the invoice and updates the Sage MAS 500 system.

Flexible Options

For customers who have existing relationships with LTL carriers or third-party logistics companies, you can still use StarShip Freight. StarShip will retrieve the item information from Sage MAS 500 in order to produce the Bill of Lading, print package and pallet labels, and create the invoice. StarShip provides for setup of a third-party logistics company, and will print the associated information on the Bill of Lading as well.

StarShip Freight Highlights

- ▶ Convert orders using item detail to automate freight rating and Bill of Lading
- ▶ Reduce shipping-related expenses by combining multiple orders in a single shipment
- ▶ Capture item, box, and pallet detail using a simple drag-and-drop method
- ▶ Identify significant shipping cost savings among multiple carriers by viewing side-by-side rate comparisons
- ▶ Immediately add accurate shipping

charges to customer invoices

- ▶ Personalize the Shipping Assistant to your preferred level of detail
- ▶ Print pallet and package labels using laser or thermal printers

Give us a call if you are interested in exploring whether shipping with StarShip Freight is right for your business. ☆

Tips & Tricks

You can make use of the Customer Status field to help organize and manage your customer records. The status may be changed from the **Main** tab of the customer record in Accounts Receivable. Here are the available Customer Status options:

Active

An **Active** status allows normal processing functions for the customer record.

Inactive

An **Inactive** status restricts activity on the customer record; however, this status retains data for historical and inquiry purposes. Cash receipts can be processed for inactive customers, but new invoices cannot be processed.

Temporary

Customer records with a **Temporary** status change to a Deleted status during period-end processing, and are removed during the next purge process as long as the customer has no open invoices or unapplied payments. Appropriate security access permission is required to change this status.

Deleted

Customers records that have no activity or history and a Deleted status are removed during the next period-end processing or manual purge. In the case where there is activity or history for the customer, the status can be changed to Deleted, but the record will remain on the file until the activity is closed and the history is removed. The only field that may be changed is the Status field. ☆



Spotlight On Sage MAS 500 Sage FAS Fixed Assets

It is common for the average company to lose or improperly record 5 to 12 percent of their assets. A typical company need only lose track of 7 percent of its fixed assets to significantly overpay taxes—a burden compounded by replacement costs for assets lost or stolen. It is wise to insure assets, but over-insuring based on inaccurate depreciation calculations costs you money every year it goes uncorrected. Sage FAS, integrated with Sage MAS 500 ERP, will enable you to accurately track your company's fixed assets and ensure the assets are well accounted for throughout their entire life cycle. If you're already using Sage FAS, read on for some important changes in 2008.

Integration With Sage MAS 500

Sage FAS integrates with the Sage MAS 500 core modules giving you comprehensive accounting management functionality. If you are utilizing the Sage MAS 500 Accounts Payable and Purchase Order modules, assets can be added automatically when purchased or received. Using an asset template based on the item type, the asset is automatically transferred from the purchasing system into Sage FAS.

Automatic Depreciation Calculations

Sage FAS Fixed Assets can automatically create AMT and ACE schedules using your choice of more than 50 depreciation methods, including MACRS 150% and 200%, ACRS, Straight Line, Modified Straight Line, Declining Balance, and Sum-of-the-Years Digits. Other automatic calculations are available, such as: Full Month Convention, Mid Quarter Convention and Half Year Convention to Section 179, ITC, Gain/Loss, Salvage Value, and Tax Preference Amounts. If one of the many included methods does not meet your needs, Sage FAS provides the flexibility to create customized methods.

Easy To Use

User-friendly Sage FAS Asset Accounting is designed to make the job of tracking and reporting on your company's assets easier and more accurate. Templates provide an easy way to create a new asset. When you add a new asset, the selected template automatically fills out the asset information, saving time and reducing errors. You can store images associated with your assets. Keep a photograph of an asset, a scanned copy of the original invoice, maintenance agreement, or warranty, all easily accessible with this feature.

Find The Data You Need

A built-in search function makes it easy to find an asset. The **Asset Detail View** allows you to view all details of a single asset from all seven books on a single screen. In **Asset Group View**, you can work with and view multiple templates simultaneously. A knowledgeable help function means most of your answers are just a click away.

Streamline And Save Money

The cost of losing track of a valuable piece of equipment or overpaying on insurance or taxes for an item can quickly exceed the cost of the implementation of Sage FAS. In addition, simply having a fixed asset tracking system in place tends to deter theft. It also simplifies valuations, reconciliation, and audits.



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What's New In Sage FAS For 2008

1. Two new Property Tax Reports.
2. Update to the Audit Advisor to improve validation for assets with less than 100 percent business use.
3. New Windows NT Authentication support provides the convenience of a single login through your suite of Sage solutions including Sage MAS 500 and Sage FAS.
4. Microsoft Vista support.
5. Tax Law Updates
 - ▶ Updated IRS Form 4562— Depreciation and Amortization
 - ▶ Updated Tax Limits: Complies with the scheduled increase in the Section 179 limits and luxury auto limits
 - ▶ Extension for Section 179D Property
 - ▶ New Section 179E Deduction for Advanced Mine Safety Equipment
 - ▶ Extension of 168(k) Allowance for GO Zone Property
 - ▶ New 168(k) Allowance for Cellulosic Biomass Ethanol Plant Property

Call us for more details and pricing on Sage FAS.

