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## Headline News

Sage is offering a number of great promotions that are valid for a limited time only.

Among the promotions are:

- Savings to bring your software current
- Savings on additional CRM user seats for EES
- 0% financing on migrations to EES
- 0% financing on new Sage MAS 90 and 200 sales

Contact us for full details and deadlines.

# Extended Enterprise Suite Version 1.2

**S**age recently announced the release of Version 1.2 of the Sage MAS 90 and 200 ERP Extended Enterprise Suite. The Extended Enterprise Suite unites the benefits of ERP, CRM, fixed asset management, and business intelligence functionality into one solution.

For those of you unfamiliar with the Sage MAS 90 and 200 Extended Enterprise Suite (EES), we provide a high-level look at the included functionality. If you are already utilizing EES, we introduce the functionality added with Version 1.2.

### What Is EES?

EES is a comprehensive end-to-end business management solution, with the power of Sage MAS 90 ERP or Sage MAS 200 ERP at its core. EES includes the following embedded elements:

- » Library Master
- » Business Insights
- » Paperless Office
- » General Ledger
- » Accounts Payable
- » Accounts Receivable
- » Bank Reconciliation
- » Fixed Assets
- » FRx Desktop
- » Crystal Reports Designer
- » Inventory Management
- » Sales Order
- » Purchase Order
- » Return Merchandise Authorization
- » Credit Card Processing by Sage



- » Bill of Materials
- » Customer Relationship Management (CRM) (sales, marketing, and support)
- » Custom Office
- » Visual Integrator
- » Federal and State eFiling and Reporting

EES users can add most of the additional modules available for Sage MAS 90 to their suite (e.g. Payroll, Work Order, or Job Cost) to build the functionality they need.

By bundling the most commonly used Sage MAS 90 modules with a CRM solution, companies can coordinate their entire business from one single-source solution.

If you are an existing Sage MAS 90 or 200 user, an easy upgrade path is available to EES. Please give us a call to discuss the options available to you.

## Extended Enterprise Suite Version 1.2

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### What's New In Version 1.2?

Version 1.2 of EES adds additional functionality primarily to the CRM and fixed asset features of the solution. Let's take a closer look.

#### Enhanced E-Mail Editor

Extensive formatting options and multi-lingual spell check are added to the e-mail editor, making it even easier to produce professional mass e-mails from within CRM. Marketing executives can design HTML e-mails in multiple languages that incorporate graphical content, bulleted lists, hyperlinks, horizontal lines, and tables. You can preview the e-mail message before distribution to ensure that it is in the correct format.

#### New Address Linking

The Addresses tab on the company screen allows you to manage addresses for entities and individuals and specify which addresses are relevant to which records. An easy-to-use view shows the links between companies, people, and addresses and makes it easy to manage address details and updates for both new and existing contacts. Individual address details can be linked to a specific entity or to multiple entities in the organization. For example, the address of a new location can be captured and linked to relevant contacts for the organization. The address tab of each contact also allows any address associated with the company to be linked with the contact or for new, unlinked address details to be added which are unique to that contact.

#### Outlook Integration

Enhancements to the Outlook Plug-In have improved management of recurring appointments. When recurring appointments are moved or amended in Outlook, new conflict resolution capabilities ensure those

changes are appropriately represented in the CRM solution. Enhanced logging capabilities inform system administrators when synchronization issues have occurred.

#### Relationship Manager

A new Relationship Manager provides for the definition of many-to-many relationships between entities, and parent/child and sibling relationships. The relationships are maintained graphically, making it easy to create and view relationships from one screen. For example you can see the Parent company, or owner, of an entity. At the Sibling level you can see any suppliers to the entity and any outstanding customer service cases you have for the entity. At the Child level you can see any companies owned by the entity.

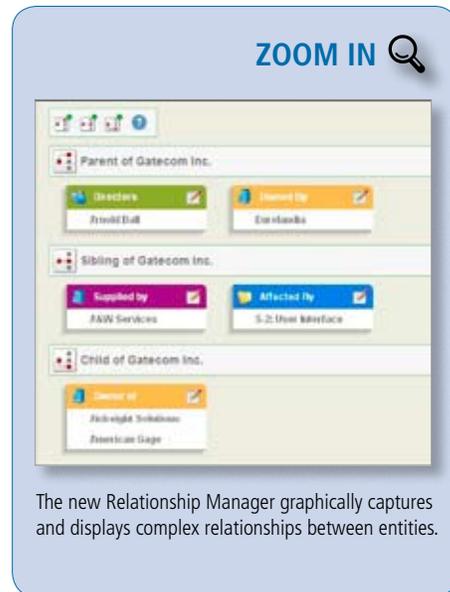
By clicking on the edit icon, relationships can be added or deleted through the edit relationship page. This capability is particularly useful for coordinating team selling to groups of companies. It can be used by marketing to carry out segmentation for cross-selling programs, and it helps sales executives identify cross-selling opportunities within their customer base. Reports and lists identifying relationships can be created from Relationship Manager too.

#### Branding Toolkit

Organizations now can change the look and feel of their CRM screens through the use of the new Branding Toolkit. Three pre-configured, customizable themes are supplied out-of-the-box. You also can create new themes from scratch. This enables companies to configure the look of CRM screens to match their corporate branding.

#### Fixed Asset Updates

Version 1.2 incorporates new features and support for recently passed legislation such



The new Relationship Manager graphically captures and displays complex relationships between entities.

as The 2008 Farm Act and The Emergency Economic Stabilization Act.

There are dozens of individual changes, which primarily fall into the following two categories:

- » Updated Fixed Assets Tax Forms— Includes the updated IRS Form 4562 Depreciation and Amortization for 2008.
- » Updated Fixed Assets Tax Limits— Complies with the scheduled updates to the Section 179 limits and luxury auto limits.

If you're interested in more specific information, please let us know.

The Sage MAS 90 and MAS 200 Extended Enterprise Suite is a powerful and comprehensive tool for dynamic businesses like yours.

Please give us a call for more information on EES, or for assistance implementing the new features in Version 1.2. ✨

# Assessing Profitability Using Sage MAS 90 Tools

While generating profit may be a simple concept, executives are often challenged to determine where their profit is coming from, what areas of the business are underachieving, and what steps they could take to grow profits. Sage MAS 90 ERP provides robust business and financial analysis tools that help your organization monitor and understand the underlying business reasons behind its profitability. In this article we look at some of the tools Sage MAS 90 has to offer.

## Identify Your Money-makers

Who are the top customers for each of your salespeople? What products do they buy? How many new customers did you gain last month?

Business Insights Explorer (BIE) is the tool to use to answer these and other mission-critical questions that can keep you awake at night. BIE provides you with a better way to access and understand your data—offering you a powerful, intuitive reporting tool that is easy to use and customize.

Explorer is the operative term in BIE. You can explore data from one of the 75 pre-defined data views, such as the Item View, Customer View, or a custom view you have created. You can drill down into the supporting transaction-level underneath, or drill around for related pieces of information.

## Just The Facts, Please

Busy managers and business owners need to be able to quickly spot trends and head-off problems. Access to key information in a succinct, highly digestible format is vital, enabling those managers and owners to work *on* the business as well as *in* the business.

The Business Insights Dashboard for Sage MAS 90 provides the ideal solution. It presents high-level information in an attractive



graphical format that allows you to instantly ascertain the state of your business.

Based on what you decide is important to your business, you can select up to 12 key reports to include on your Business Insights Dashboard start page—including Top Customers, Top Items, Revenues, and Cash Flow Predictions. The data is automatically refreshed through a polling process that takes place in the background and ensures that your data is always current.

Not only can you view your Business Insights Dashboard within the Sage MAS 90 Business Desktop, it can be accessed directly with Microsoft Internet Explorer, Outlook, or Digital Dashboard, ensuring you have access to your data when and where you need it.

## Are Spreadsheets The Answer?

Numerous audits of spreadsheets have shown that 100 percent of complex spreadsheets contain at least one error. Despite their shortcomings, spreadsheets are still the predominant analysis tool used in business. Fortunately, Sage MAS 90 offers tools that reduce the redundant data entry and accompanying mistakes so often associated with spreadsheets.

F9 is a powerful Excel-based financial reporting tool that delivers data from your

General Ledger module to Excel. When you activate the unique hot link feature from within your spreadsheet, you create an automatic link to your general ledger data. Each cell in your spreadsheet can be hot-linked to any data item in the General Ledger module. Just like that, real-time financial information is available within your spreadsheet, without the need to export and import data or manually key it in. Using F9, your spreadsheets becomes a part of your accounting system, delivering up-to-date information in a familiar format.

If you are comfortable with spreadsheets, but are looking for additional power and flexibility, FRx Desktop might be the answer.

With FRx Desktop, the ability to independently specify row and column formats maximizes the flexibility of your report formats. You can combine formats with custom reporting trees that match your company's chart of accounts structure to report on specific cost centers. After creating a report, you can print it, export it to an Excel worksheet, drill down to examine the transaction details, or distribute it through e-mail. Plus, FRx Desktop includes links that allow you to include external spreadsheet data in reports. You also can generate multi-company consolidation reports.

## Remain In The Know

When you can easily pinpoint what business activities are making you money, you can work to incorporate more of those kinds of activities. Sage MAS 90 delivers tools that keep you in the know. Call us for more information. ✨

## IN THE SPOTLIGHT: Version 4.4 Is Coming Your Way

Developers at Sage are hard at work on Sage MAS 90 and 200 ERP Version 4.4, getting it ready for release late this year. In this article we take a brief high-level look at the new functionality coming your way.

### Expanded Customer Number

The Customer Number field is growing to a generous 20 characters. This has been a frequently requested change, but it required extensive work across the majority of modules to implement. One advantage of the expanded field will be the ability to use the customer's entire phone number as part of the customer number, making finding the right customer fast and easy.

### Expanded Item Number

The Inventory Item Number field is doubling in size, from 15 to 30 characters. This will be a big advantage to growing distributors who require more space to properly represent their item numbers or UPC numbers as the item number. The Miscellaneous Item Code field also will be expanded to 30 characters for consistency.

Note that both of these field expansions will affect printed reports and previews. In some cases, the font size had to be reduced, or the report switched to landscape format to make room for the larger field sizes. You will have the option to take advantage of the expanded field sizes, or continue with the current size. Once you make the switch, though, there's no going back!

### New Business Framework

Sage has been working through the various modules beginning with the first Version 4.x release, converting a few at a time to the new business framework. Version 4.4 will add Inventory Management, Purchase Order, Bill of Materials, and Bar Code to the list. What is the advantage of the new business framework? Here are a few of the benefits the modules in the new business framework enjoy:

- » Grid-style entry screens
- » Batch entry
- » Enhanced memo manager
- » Saved report settings by report user.

### Usability Features in PO Module

Version 4.4 will add several key features to the Purchase Order module, including:

- » Ability to print and view the Variance Report before update
- » New Back Order Fill Report option to include only items just received
- » Ability to print Receipt Labels before Receipt of Goods Update
- » View and utilize Alias Item Number throughout
- » Generate a single PO for multiple items shipping to the same customer.

### Inventory Enhancements

The Inventory Management module benefits from several new features, including:

- » Ability to receive Standard Cost items at zero cost
- » Print Current or Historical Standard Cost on Valuation Report and Trial Balance

» New Transaction Code used to identify Negative Quantity Adjustment postings.

We will cover Version 4.4 in greater detail as the release date gets closer. The beta testing will begin this summer; please contact us if you are interested in becoming a beta-test site. ✨



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