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## PREVIEW OF SAGE 100 ERP VERSION 2014

Sage recently published a pre-release guide for Sage 100 ERP Version 2014 which provides a sneak peek at all the new features and enhancements expected. Let's take a closer look at this upcoming new release scheduled for auto-delivery download to existing customers in February or March.

### Even Faster and Easier to Use

Sage 100 ERP 2014 will be packed with a collection of product-wide enhancements that make the software easier to use and make you more productive. Many of the improvements were submitted by customers like you at the [Sage 100 Ideas Website](#) including the new **Auto-complete** feature that helps you quickly locate customer, vendor, and item records. Simply begin typing a name or item description and Auto-complete will populate a list of closely related matches that you can select.

A new **Invoice List** button allows for quick invoice lookup in Accounts Payable Invoice Data Entry, Repetitive Invoice Entry, and Accounts Receivable Repetitive Invoice Data Entry. Using the new **flashlight icon** you can easily search for invoices without having to select a customer first.

Other notable product-wide enhancements include:

- Keep the print window open after printing or previewing of custom and financial reports.
- Updated search defaults to the first column in the grid instead of row number when performing a "find" - which makes finding the right records fast and easy.

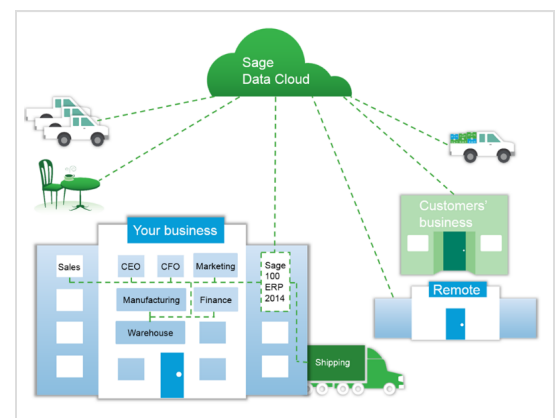
### Cloud, Mobile, and Connected Services

Sage 100 ERP 2014 greatly expands on the cloud-technology introduced in previous versions. The **Sage Data Cloud** gives you the best of both worlds, connecting your on-premise ERP software with a world of add-on applications in the cloud. That way, you preserve your existing ERP investment while leveraging the cloud where it makes sense.

Here's a look at the new cloud, mobile, and connected services that work hand-in-hand with Sage 100 ERP.

Released late last year, **Sage Inventory Advisor** will change the way you manage company inventory. [Sage Inventory Advisor](#) continuously monitors and analyzes your Sage ERP data to provide improved stock forecasting and optimal replenishment recommendations. This new cloud-based solution helps you reduce excess inventory and lower carrying costs while eliminating stock-outs. You will also benefit from features like supplier performance tracking and order scheduling & management.

**Sage Billing and Payment** is a new subscription-based application that allows you to electronically send bills and process customer payments by credit card or ACH using the click-to-pay feature. It's easy and convenient for your customers and helps you get paid faster. Your customers also get a 24/7 self-service web portal to manage their accounts and make payments during the day, after hours, or anytime it's convenient for them (*\*FULL online portal expected to be live Spring 2014*).



## ... Sage 100 ERP 2014 Continued

With the new **Sage Mobile Service** app field technicians can use their iPhones to schedule work, optimize routes, access customer information, take before and after photos, and accept payments all while on-site or away from the office.

And lastly, **Sage Mobile Sales** provides your sales team with the ability to take a customer order, collect payment, and enter it directly into Sage 100 ERP anytime, anywhere. This native iPad app also provides your team with customer order history, real-time inventory stock, and an online catalog to help them close more sales and increase revenue.



[Learn more at the Sage Mobile Apps Website](#)

### Sage CRM Enhancements

The integration between Sage 100 ERP 2014 and Sage CRM was completely rewritten. With an even tighter connection between the two products and the ability to more easily incorporate your own customizations, the workflow between front- and back-office is more seamless than ever.

The updated integration also provides you with the latest in mobility with new Sage CRM mobile apps and social media tools, including Twitter, Yammer, Facebook, and LinkedIn.

### Sage Intelligence Enhancements

Previously a separate installation, **Sage Intelligence** will now be installed with Sage 100 ERP 2014, making the process much simpler. You will be able to access Sage Intelligence through the Sage 100 Module Menus and Task tab. Enhancements have also been made to the User Interface, Report Designer, Report Manager, and Report Viewer.



#### Get the Pre-Release Guide

[Email us](#) and we'll send you a copy of the 25-Page pre-release guide with details about all the new features, technical requirements, and expected version retirements with the release of Sage 100 ERP 2014.

## SAGE INVENTORY ADVISOR UPDATE

### Announcing Lower Flat Fee Setup Cost!

We're excited to announce a new, lower setup fee for Sage Inventory Advisor which is **now a flat \$2,250** - regardless of whether you're tracking 5 or 500,000 items.

The setup fee for Sage Inventory Advisor previously ranged from \$2,200 to \$9,000, depending on the number of SKUs (Stock Keeping Units by Location). As you can see, the new flat fee is on the low end of that range!

Take advantage of this opportunity to optimize inventory levels, reduce stock-outs, lower carrying costs, and improve fill rates with Sage Inventory Advisor.

[Contact us](#) directly or click below to learn more.



[http://go.na.sage.com/ERP\\_InventoryAdvisor](http://go.na.sage.com/ERP_InventoryAdvisor)

## SAGE INTELLIGENCE SNEAK PREVIEW

### New Standard Reports Included with Sage 100 ERP 2014

Sage Intelligence ships with predefined report templates designed to get you up and running quickly without having to build reports from scratch. You can then modify these templates to fit your business perfectly. With the release of Sage 100 ERP 2014 in just a few short weeks, several **new** standard reports will be added.

Click below for a sneak preview of all 15 ready-to-use standard reports - including report descriptions - that will ship with Sage 100 ERP 2014:



[New Sage Intelligence Standard Reports \(PDF\)](#)

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# Sage CRM Supplement

CRM Software for Sage 100 ERP

## Sage CRM and Sage 100 ERP

### Great Products That Are Better Together

We mentioned earlier that Sage 100 ERP 2014 will feature a completely rewritten integration with Sage CRM, bringing an even tighter connection between the two products. But beyond the technical details, what does it really mean to have CRM and ERP working together in one system and providing a single view of your company? Let's explore.

#### Workflow and Data Entry

When CRM and ERP are integrated, data is entered one time and then carried all the way through your business system which eliminates duplicate entry and inefficiency.

For example when your sales people enter an order in Sage CRM - whether from a desktop or mobile device - the order details automatically transfer into Sage 100 ERP. There's no need for your back office accounting or customer service staff to re-enter the same data. You eliminate redundancy, save a bunch of time, and ensure accuracy. It also means that new customers (or existing customer updates) added in one system are synchronized in the other. Your data is consistent and your business is more accurate and efficient.

#### Reporting And Decision Making

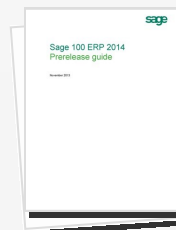
With CRM and ERP data combined in the same system, you get the benefit of one single view of your business across all functional areas from sales to accounting and from the warehouse to customer service. Most companies that run disconnected systems have to export data from each application, manually patch it together from spreadsheets and paper documents, and then do it all over again the next time they need to run updated reports.

The result of integrated CRM and ERP is a consolidated, 360 degree view of your business and a reporting process that's faster, more accurate, and delivers greater insight into company-wide operational performance.



#### Customer Service

With integrated CRM and ERP, everything you know about your customers - from sales to accounting - is in one single system. Everyone who has direct contact with a customer has up-to-date customer information on-hand. That means sales people have access to inventory availability, recent shipments, or customer credit status without fumbling around in the accounting system. It also means that service staff is better able to resolve customer inquiries on the spot, rather than passing them to another department or promising to call back hours/days later.



#### DETAILED GUIDE:

##### Front-to-Back-Office Integration

If you're interested in more detailed information about the benefits of integrated CRM and ERP, [email us](#) and we'll send you a copy of this 10-page guide.