



## SAGE MAS 90 & MAS 500 NEWSLETTER

### In This Issue:

#### MAS 90

Get Ready for  
Version 4.3

New Option for  
Credit Card  
Processing

#### MAS 500

Get Ready for  
Version 7.2

Fixed Asset  
Management for  
MAS 500

4 Tips for Better  
Password  
Security

## Get Ready for Version 4.3

Sage Software has recently published a guide highlighting the new features that will be added to Sage MAS 90 and MAS 200 Version 4.3 scheduled for release this Summer. Version 4.3 features some of the most requested customer enhancements including additional business intelligence capabilities, incorporation of paperless office, direct deposit functionality, usability improvements, and updated integrated Sage solutions. Let's take a look at how these new features will impact your business.

### New Business Intelligence Features

Building on the existing Business Intelligence framework which has no doubt become an important tool for your business, 4.3 will provide additional Business Insights Explorer (BIE) **views** as well as a new **charting tab**, which will feature the ability to quickly create charts on the fly effectively converting your BIE data analysis into easy-to-read graphs. In addition, the Business Insights Dashboard (BID) will incorporate several customer-requested enhancements including a cleaner look along with the ability to print graphics.

### Paperless Office

The extremely popular Paperless Office module helps businesses reduce paper costs, frees up precious office space by eliminating the need (and cost) of storage, and extends the reach of documents to multiple people in various locations. Version 4.3 brings great news to MAS 90 or MAS 200 Paperless Office customers ... many of the optional add-on features for Paperless Office that were previously sold as separate components through the Sage "Extended Solutions" group will now be incorporate into the core Paperless Office module for no additional charge. Several paperless forms and reports will be included with 4.3 which will significantly expand the reach and cost-savings of Paperless Office across your entire company. Contact us if you are not currently using Paperless Office and would like to learn more.

### Usability Enhancements

This is where you'll see the concept of "Customer-Requested Enhancements" really kick in. Many of the new features characterized as *Usability Enhancements* are the direct result of feedback from customer testing conducted in early 2007. There are many usability enhancements, some big and some small ... but all equally important to help you run your business most effectively. Let's take a look at just a few of the new options.

- **AR Global Customer Change Utility** – to streamline updating of customer records, a utility has been added that will allow you to change the sales person associated with a specific ship to address. This is particularly useful when a sales person leaves or joins the company and you want to reassign several accounts.
- **Shipping Status** – A new column will be added to the Order Number Lookup Field that provides shipping personnel with an up-to-the-minute status of customer orders. One of three conditions will be displayed including: "New", "Lines Complete", and "Shipped."
- **Reduced Keystrokes for Report Selection** - This new enhancement consolidates all available print criteria into one screen for easy selection and report generation, without having to click to different tabs.

Version 4.3 should be an exciting release with more new features than we can fit into this article. Stay tuned for more detail in a future issue once 4.3 is officially launched later this year. In the meantime, please contact us if you would like a copy of the 26-page Pre-Release Guide or to simply discuss and plan for an upgrade later this year.

# New Option for Credit Card Processing

There's an old adage that says "Cash is King" ... but recent trends suggest it may no longer be the case. According to The Nilson Report (Issue 889, October 2007), the volume of credit card transactions continue to rise with more than \$2 trillion in goods and services purchased in 2007. What's more, Americans are expected to charge \$3.9 trillion to credit cards and \$1.4 trillion to debit cards per year by 2009.

It's no doubt that if your business isn't already offering customers the convenience of credit card payments, you need to begin soon or risk losing sales to competitors. And if you already accept them, you'll be happy to learn that Sage Software has announced a new **Credit Card Processing Module** and complete payment solution for your Sage MAS 90 and MAS 200 ERP system.

## No More Duplicate Data Entry or Manual Reconciliation

The seamless integration allows you to process credit card transactions directly from within the Sage MAS 90 or 200 Sales Order and Accounts Receivable modules as well as the .store and .order e-Business Manager applets. All transaction information, such as authorization codes, is stored in your system **eliminating the need for duplicate data entry or manual reconciliation**. In addition, the transactions are processed through Sage Payment Solutions gateway offering you a complete, one-stop credit card payment solution.

## What is Sage Payment Solutions?

Sage Payment Solutions is a division of Sage Software that makes it easy for MAS 90 and 200 customers to accept electronic payments including credit cards, ACH processing, gift and customer loyalty cards, electronic check services, and much more. Because transactions are processed in-house by Sage Payment Solutions Division rather than a 3<sup>rd</sup> party, credit card transaction fees are significantly reduced and the savings are passed onto Sage Software customers. Even if you're already accepting credit card payments, you can switch to

Sage Payment Solutions and save money (see info below for a free estimate and cost analysis).

## Of Course It's Secure

You can offer your customers piece of mind in knowing that the Sage Solution offers strict compliance with the Visa and MasterCard Payment Card Industry (PCI) data security standard. Other security features include data encryption, Secure Socket Layer (SSL), Credit Verification Value (CVV and CVV2), and multiple address verification for credit card authentication.

## Other Information

Sage Payment Solutions offers processing for Visa®, MasterCard®, American Express®, Discover®, Diners Club®, JCB, Debit/ATM, and private label cards for retail, mail order/telephone order and Internet businesses. The new module is delivered via Service Update 10 for Sage MAS 90 and 200 Version 4.2. Upon the release of version 4.3, Credit Card Processing powered by Sage Payment Services will be added to the Sage MAS 90 and 200 product CDs.

**Note:** If you already own the credit card module with PCCharge, you can easily switch to the new module using your same product key. Contact us for assistance or to discuss and evaluate your credit card processing needs.

## Free Analysis!

Sage Payment Solutions is offering a free analysis — a \$150 value — that will compare how much you are currently spending on processing fees and how much you can save by switching to the new Sage MAS credit card program.

To request your free analysis, visit:

[www.sagepayments.com/ApplyToday.aspx](http://www.sagepayments.com/ApplyToday.aspx) or you can call **(800) 742-3975**.



# Get Ready for Sage MAS 500 Version 7.2

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Sage Software has announced the upcoming release of Sage MAS 500 version 7.2, which continues its strong tradition as an open SQL Server and Visual Basic platform for integration and customization. Scheduled for availability in **March 2008**, MAS 500 Version 7.2 strengthens its technology leadership position by providing two new Microsoft .Net solutions, support for Microsoft Vista, and overall improved workflow and the user interface. In this article, we'll focus on a couple of significant improvements and help you determine whether an upgrade to version 7.2 would yield benefit to your business.

## New Web-Based Dashboard Solution

A new web-based **Business Insights Dashboard** will be introduced and is a free benefit to all MAS 500 customers on a current maintenance/support plan. Business Insights Dashboard is a decision-making tool that consolidates important metrics, MAS 500 data, and even external information such as industry news and competitive intelligence into a single web-based graphical dashboard view. The data views are completely secure allowing Administrators to assign access to information based on a user's role in the organization. As an added benefit, Business Insights Dashboard can access **Business Insights Explorer** directly through a web browser which will take your analysis to a more detailed level with the powerful sorting, filtering, grouping and drill-down capabilities you're already familiar with.



New Web-based Business Insights Dashboard leverages .NET technology and provides graphical views of important metrics and other data

## Data Import Manager

The new **Data Import Manager** introduces a simplified interface for data mapping and data import. Built with .NET and SQL Server 2005 SSIS technology, database administrators can now configure **one-time or regular scheduled imports** into a wide variety of Sage MAS 500 transaction formats through a powerful **mapping wizard**. Using the Wizard, you can establish direct feeds from ASCII, Delimited, Microsoft Access, Excel, SQL, and XML data sources. Data Import Manager also leverages technology of the ever-popular and widely-used Visual Integrator module of MAS 500's sister product MAS 90 and MAS 200. Data Import Manager will be licensed as a separate module and is expected to be priced at \$2,500.

## Other Enhancements

**Warehouse Automation** – new flexible picking options allow you to pick based on a Sales Order number or Shipment number. A new **Email Notification** feature provides instant feedback to key personnel as transactions are processed from a handheld device which will streamline workflow.

**Sage MAS 500 Office Update** – Memo Management enhancements and improvements to Office Templates will make it easier than ever to attach customer and vendor correspondence, internal task instructions, and various other documents associated with a given MAS 500 procedure or record. In addition, the MAS 500 Office template creation and merge functionality has been completely redesigned to better leverage embedded features within Microsoft Word and Excel.



Contact Us to request the Sage MAS 500 Version 7.2 Pre-Release Guide if you would like more detailed information.

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# Fixed Asset Management for Sage MAS 500

Many businesses have a difficult time tracking fixed assets. In fact, a lot of companies rely on a loose collection of spreadsheets and paper documents which often results in inaccurate records, unreliable depreciation history, and “ghost assets” that are on the books but no longer even used in the business. On the surface, this may seem like an insignificant accounting oversight that doesn’t warrant much attention. But consider this: **those inaccurate fixed asset records may be costing you thousands of dollars each year in tax overpayment, regulatory non-compliance and inefficiency.**

## Unnecessary Tax Overpayments

Incorrect information and errors in fixed asset data can result in significant and completely unnecessary tax **overpayments**. As an example, you may have assets that no longer exist in your company yet somehow remain on the books because they were never properly accounted for nor disposed of. Because they still sit on the books, you’re probably paying property tax on these non-existent assets. What’s more, these mystery assets affect everything from depreciation schedules to insurance payments and property tax rates.

## The Depreciation Challenge

Many states have depreciation rules that differ from the Federal rules which can complicate the calculation of accurate depreciation entries ... particularly for companies that track assets manually. However by leveraging fixed asset software, your system can automatically create accurate depreciation entries using a variety of methods including MACRS, Straight Line, Declining Balance, and Sum-of-the-Years Digits.

## Sage FAS Fixed Assets for MAS 500

Sage FAS Fixed Asset Management is the leading fixed asset software solution for small and medium-sized businesses and is completely integrated with your Sage MAS 500 system. FAS Fixed Asset Management provides a comprehensive depreciation calculation engine that contains over 300,000 IRS and GAAP rules and more than 50 standard depreciation methods. Not only does it ensure accurate depreciation calculations, Sage FAS Fixed Assets also offers comprehensive features including SmartLists for fast and accurate asset entry, detailed reporting and audit history, automatic gain/loss calculation on asset disposals, built-in security including password

protection, and quick asset transfers from one business unit to another. And perhaps best of all, Sage FAS Fixed Assets is integrated with your MAS 500 system offering a **simple transfer of fixed asset data and depreciation entries into your General Ledger** which eliminates duplicate data entry and the potential for errors. Put an end to unnecessary tax overpayments and inefficient asset tracking with Fixed Assets for MAS 500. Click below for more detail:



FAS [Asset Accounting](#) for MAS 500

FAS [Asset Inventory](#) for MAS 500

## Tips and Tricks:

### 4 Tips for Better Password Security

Whether it’s a few PCs or hundreds on your network, there is one thing that can prevent your system from being compromised: a great password. Here are 4 tips to prevent unauthorized access to your system:

- 1 Go Long** - The longer a password is, the exponentially more difficult it is to crack. As a general rule, a minimum of 8 characters is ideal.
- 2 Mix It Up** - Incorporate both lower and upper-case letters as well as numbers and keyboard characters (i.e. #,\$) for maximum security.
- 3 Random Encounter** - Don’t use anything in your password that’s personal and easy to guess. That includes names of children, pets, birthdates, and phone numbers. Make it as random as possible.
- 4 Change is Good** - Make sure to change your passwords often to create a moving target for hackers. Changing passwords is recommended at least a few times per year.

Source: Microsoft Small Business Center

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