



## SAGE MAS 90 & MAS 500 NEWSLETTER

### In This Issue:

#### MAS 90

Announcing Sage  
MAS 90 & MAS  
200 Extended  
Enterprise Suites

New Distribution  
Suite

Brief News and  
Updates

#### MAS 500

Business Insight  
That is Simply  
Dashing

You Should  
"CHECK" Out  
MICR

News Bytes

## Announcing Sage MAS 90 and MAS 200 Extended Enterprise Suites

### First, a Little History

Over the last couple of decades, software solutions have been developed to make an organization more productive, while providing management with all the information they could ever want. Technology has come a long way in helping businesses operate more efficiently and improve their bottom lines. But the challenge of **completely** eliminating disparate systems and duplicate data entry has persisted in an effort to integrate functional departments and patch together multiple databases (sales, accounting, marketing, fixed assets, etc.). Ultimately, all of a company's internal functions impact other departments, suppliers, customers, partners, distributors and the like. To address this challenge, Sage Software has announced the new **Sage MAS 90 and MAS 200 Extended Enterprise Suites**.

### Wow, That's Pretty "Suite"

Sage Software has announced the launches of Sage MAS 90 and MAS 200 Extended Enterprise Suites which deliver a more complete and integrated product line. These new suites incorporate SageCRM, Sage MAS Fixed Assets, business intelligence reporting tools, and of course the core MAS 90 or MAS 200 ERP functionality into one single, integrated business application.

### A 360 Degree View of Your Business

With the new **embedded SageCRM**, salespeople will have instant access to information that is typically accessible only through the MAS 90 or 200 accounting system such as current pricing, inventory quantities, customers who are slow to pay invoices or on credit holds, customer order history, pricing incentives and more. Salespeople can very easily personalize their system screens and views to improve workflow – no source code modification or technical expertise is required. In fact, these personalization features will be available to all users throughout the MAS 90 or MAS 200 Extended Enterprise Suites.

In the marketing department, personnel can quickly determine overstock items or slow moving inventory and develop promotions to move the stock out of the warehouse. **Sage MAS Fixed Assets** is also part of the Extended Enterprise Suites. With this addition, capital assets are immediately placed into the MAS 90 or 200 accounting system when purchasing receives them. This not only eliminates duplicate data entry and improves efficiency, it also ensures completely accurate asset recording and maximizes depreciation expense deductions.

By enabling information to easily flow between various functional areas within your company, everyone in your organization will have a 360 degree view of business operations and will no longer make decisions in a vacuum.

### Streamlined Simplicity

Simplicity also carries through to pricing as well as your relationship with Sage Support Services. The Suites will be priced per user (vs. per module) and give each user **complete access to all** Sage Extended Enterprise Suite Functionality (with controlled access via security, when necessary). In addition, annual software maintenance will be offered under a **single contract covering all functions** and technical support will be offered through a single point of contact.

Sage MAS 90 and MAS 200 Extended Enterprise Suites will be available in late **June 2008**.



[Contact Us](#) **with questions or for additional details about this exciting new development!**

# New Distribution Suite for Sage MAS 90 and MAS 200

If you're a distributor, you probably have to comply with your trading partner's Electronic Data Interchange (EDI) requirements, pick items efficiently and without errors, conduct accurate physical counts, provide advanced shipping notices, and streamline your shipping process to deliver inventory to paying customers quickly and economically. If these challenges affect your business, then the new Distribution Suite for Sage MAS 90 and MAS 200 is for you.

## A Combination of 3 Great Partners

True Commerce, Scanco and V-Technologies have come together to provide a new distribution suite for Sage MAS 90 and MAS 200. All three are long-time development partners with Sage Software and offer integrated "add-on" solutions for Sage MAS 90 and MAS 200. They've combined the power of their respective EDI, Bar Coding, and Automated Shipping solutions to create a new Distribution Suite that carries the Sage Software "Endorsed Solution" designation.

By implementing the new Distribution Suite in combination with Sage MAS 90 or MAS 200 ERP, you can deploy a comprehensive and fully integrated inventory distribution solution that addresses the unique and demanding business needs faced by today's distributors.

## Distribution Suite Components

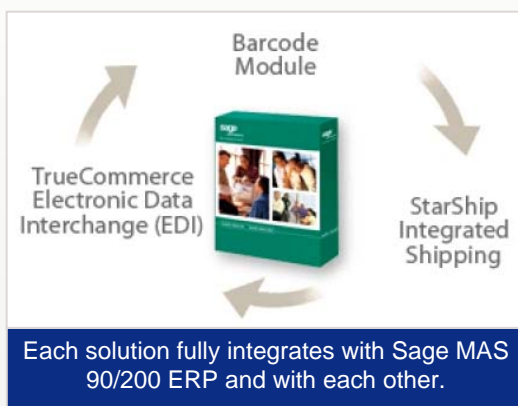
The various components that make up the new Distribution Suite include:

**TrueCommerce Transaction Manager™** - includes everything a distributor needs to implement an end-to-end EDI solution.

**Scanco Barcode Module** - streamlines order picking and packing, purchase order receiving, inventory transfers, and cycle counts using bar code technology.

**Starship by V-Technologies** - automates the shipping process by enabling users to calculate freight charges using an optional integrated scale, rate shop between carriers, apply third-party parcel insurance and print carrier approved bar-coded shipping labels and COD tags at the warehouse workstation.

To take full advantage the Distribution Suite, MAS 90/200 Inventory Management, Sales Order, Purchase Order and Return Merchandise Authorization Modules are required.



[Contact Us](#) to learn more or to see an online demo of the new Distribution Suite.

## Brief News and Updates

### FRx Reporting - Beyond Version 6.7

Microsoft has informed Sage Software that it will no longer enhance or provide development efforts for FRx software beyond Version 6.7. Microsoft will, however continue to support the current version of FRx through June 2011 so that Sage has the opportunity to evaluate suitable alternatives. Sage will also assess Microsoft's Management Reporter, which has been described as the next generation FRx, with full FRx migration capability. Stay tuned for further developments.

### Federal Relief for Sage FAS Fixed Asset Customers

Sage Software announced availability of the Sage FAS Fixed Asset Economic Stimulus Service Update 2008.1.1. A response to the Federal Economic Stimulus Act of 2008, the Service Update gives Sage FAS customers a simple and easy way to maximize tax benefits under depreciation provisions expanded by the new law. The Service Update is available for existing customers to download on the FAS SupportPlus Online web site at [www.sagefas.com/update](http://www.sagefas.com/update).

**OATES**  
& COMPANY  
LLC.

**sage**  
software  
Authorized Partner  
*Select*

Sage MAS 500 ERP

## Business Insight That Is Simply DASHING

As one of the first mid-market ERP solutions built on Microsoft Visual Basic and SQL Server, MAS 500 has a long history as a technology leader. Building on that tradition, a key feature of the recent Version 7.2 release is the new **Business Insights Dashboard** - a web-based application developed in .NET. If your only experience with a dashboard is the one in your car, then read on to learn about this fantastic new web-based reporting tool.

### First, A Word About Dashboards

One glance at the dashboard in your car tells you everything you need to know about your speed, fuel, oil temperature, and other vital systems to ensure your car runs smoothly. The same thing can be said about a reporting dashboard that provides visual analysis of business activity. It aggregates vital information that is scattered across your business and throughout your MAS 500 database and presents it in an easy-to-read format that's simple to interpret at a glance. In your car, you wouldn't necessarily monitor your tire pressure or brake fluid every five minutes using a dashboard gauge. The same can be said about a reporting dashboard that can be customized to include only the information that you feel is vital to the smooth operation of your business. These vital bits of data are sometimes referred to as key performance indicators, or KPIs.

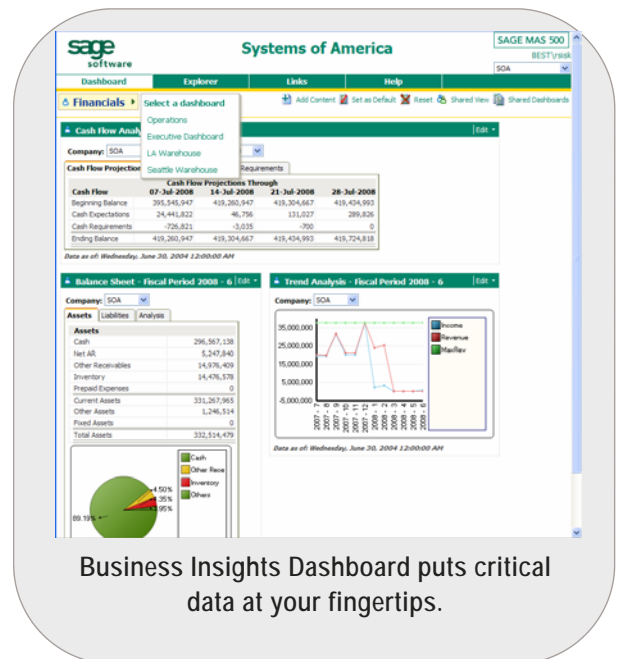
### Business Insights Dashboard for Sage MAS 500

The Business Insights Dashboard delivered with Version 7.2 puts key performance data, industry news, and competitive intelligence at your fingertips. It channels all the information you need into a web-based dashboard with single-click access to analytical tools or ad-hoc inquiries for more detailed analysis. In addition, it offers the following features:

- **Data from Any Source** – in addition to critical MAS 500 data, the Business Insights Dashboard can display external information such as industry news or data from other systems within your business.
- **Total Control** – Using Visual Studio.NET, custom data views (or “web parts”) can be created and added to your dashboard allowing you to track almost any business scenario imaginable.
- **Personalization** – each MAS 500 user can personalize the dashboard based on his/her role within the organization. For instance, your Warehouse Manager might track inventory levels and back orders while your AR Clerk tracks receivables, aging data, and payments.

### Two Great Products Work Together

As an added benefit, you can access the [Business Insights Explorer](#) directly from your Insights Dashboard adding the ability to perform powerful sorting, filtering, inquiry, and drill-down **without requiring a Sage MAS 500 client installation**. This allows you to provide key personnel with Sage MAS 500 data access and analysis without purchasing a full user license. The Business Insights Dashboard is included with MAS 500 Version 7.2 and a FREE benefit to customers on a current support plan. Contact us to learn more about putting the Business Insights Dashboard to work in your business.



Business Insights Dashboard puts critical data at your fingertips.

# YOU SHOULD "CHECK" OUT MICR

"MICR" stands for **M**agnetic **I**nk **C**haracter **R**ecognition. MICR encoding is a process by which checks are printed using special magnetic ink and font characters to create machine readable information for check processing. As a check travels through the banking system, a reader-sorter machine sends a magnetic charge to the check which allows it to read MICR information very quickly and accurately. Because of this required magnetic charge, the Federal Reserve and all banks require that checks be printed with a special MICR toner (for the curious-minded, the special ingredient for MICR toner is iron oxide - an excellent trivia question next time you're hanging around the coffee machine). Laser printers with a special cartridge are typically used to print MICR-encoded checks.

Using a MICR solution can transform a blank piece of paper into a complete check printing solution with date, payee information, logos, bank identification and the required MICR line, along with automated signatures, if desired.

## The Benefits ...

Organizations that use a MICR check printing application save money and reap the rewards of improved security and flexibility. Since MICR software can print the entire check, there is no need to purchase and securely store more expensive, preprinted check stock. And, without the need for preprinted stock, the risk of blank check theft and related fraud is eliminated. Through password protection, new bank accounts can be easily added or old accounts deleted. Signatures can be automatically printed on checks based on custom rules and dollar limits you establish.

## A Great MICR Solution is Available for Sage MAS 500

Altec, a Sage Software Endorsed Development Partner, offers a complete MICR check printing solution that is integrated with your MAS 500 accounting system. The MICR solution provides the following benefits:

- Use the same paper stock for multiple accounts.
- Complies with current American Banking Association (ABA) standards.

- Print logos and signatures directly on the check.
- Cost savings using blank check stock
- Use existing equipment to print secure checks.
- Optional pressure-sealed solution folds and seals checks so their ready for mailing.



[Contact us](#) to learn more about a MICR check printing solution for your MAS 500 system.

## News Bytes

### MAS 500 PRODUCT RETIREMENTS

All support for MAS 500 **Version 6.3** will end on December 31, 2009. A final 1099 update will be delivered in January 2010. Support for **Version 7.0** will end on May 31, 2009. Contact us with questions or to schedule an upgrade to Version 7.2.

### FRX REPORTING SOFTWARE RETIREMENT

Microsoft has decided against further development of FRx reporting software beyond version 6.7. However support will continue through June 2011. Sage Software is evaluating suitable alternatives **including** Microsoft's Management Reporter which is described as the next generation FRx. Stay tuned for updates.

**REMINDER: MAS 500 VERSION 7.2** has been released. [Click here](#) for an overview of new features.

### NEW HTML HELP CENTER

New technology has been implemented including HTML Help and multimedia tutorials throughout the Help Center in MAS 500 Version 7.2. The new Help Center is more streamlined and presents a main window from which to search across all topics and all modules. Go ahead and give it a test drive!

**OATES**  
& COMPANY  
LLC.

2309 West Cone Blvd., Suite 220



[Tammy@oatesco.com](mailto:Tammy@oatesco.com)

Greensboro, North Carolina



[www.oatesco.com](http://www.oatesco.com)

(336) 230-0200

[www.oatesco.com](http://www.oatesco.com)