



accounting business solutions

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Newsletter for Sage MAS 90 and Sage MAS 200 ERP

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4646 Highway 6
#124
Sugar Land, TX 77478
(281) 652-5947
(281) 596-7273 fax
info@accountingbusinesssolutions.com
www.accountingbusinesssolutions.com

Headline News

Sage Software has recently created an Online Community for Sage MAS 90 ERP customers. The online community offers customers the opportunity to engage and interact with one another through a variety of different communication forums and tools. Jump right in, join a discussion, and share your experiences: [click here](#).



Outgrowing Your Software? Re-implementation May Be The Answer

Have you been using Sage MAS 90 ERP for a long time? Have you wondered whether it is still the best solution for your business? If you've been using the software for a long time, chances are your organization has experienced growth and significant changes to business processes. The Sage MAS 90 implementation you have may no longer be supporting your efforts as well as it could.



Sage MAS 90 has grown too. Now entering its third decade as one of the premier solutions for medium-size businesses, the product has grown and evolved significantly to meet the needs of growing organizations like yours. You may not need new software, just a re-implementation of the software you have.

Ease Your Growing Pains

When our company, or another consulting company, first helped you implement the software, we configured it in the best way possible based on the needs of your organization at the time, and the then-current feature set of the software. Once things are up and running smoothly, most companies tend to leave the software alone and get on with the business of running the business. You may not have taken the time to evaluate new features in subsequent releases and analyze how they could be used to improve your business processes.

Over time, frustrations with the "old way of doing things" accumulate, and one day you wonder if you need new software. Changing systems is expensive both in terms of new software and conversion costs. Additionally, data migration is complex, and there is the learning curve of your staff to be considered. A well-planned re-implementation of Sage MAS 90 may be a better solution, saving significant money in software and training costs. In upcoming sections, we review some common issues customers experience as they grow, and cover ways in which the latest versions of Sage MAS 90 can help solve them.

Multiple Company Management

You may have set up additional companies within Sage MAS 90, whether as a result of acquiring another company or starting a related line of business. The more of these you have, the more difficult their management becomes. You may have the same vendors and customers in several companies. Your staff has

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to be certain they are in the proper company when entering transactions. And at financial reporting time, you have to deal with the complexities of consolidating information with FRx or other reporting tools.

In the past Sage MAS 90 contained only a nine character, three segment general ledger account number, so setting up multiple companies may have been your best option. Today, the Sage MAS 90 General Ledger supports up to 32 characters with 10 segments. The main account (also known as the natural account) now is maintained separately from the other individual segments. With this much flexibility in the account, you may very well be able to run all your lines of business from within one company code. Divisions or departments can be carefully set up in Accounts Payable and Accounts Receivable to reference the proper segment of the General Ledger accounts used for each company.

Information Access

Until recently, if you needed a special report to organize and summarize information in ways not available with standard reports, you needed to have a custom Crystal Report written and added to the menu. Today, Business Insights Reporter and Business Insights Explorer (BIR and BIE) are easy-to-use tools that even a novice can use to create queries and reports quickly and easily. A re-implementation project could include full training in the use of BIR and BIE, empowering your team to get the information they need.

Customer Management

Are issues surrounding customer disputes, warranties, or returns starting to bog your company down? Do your salespeople each keep their leads, opportunities, and contact information on spreadsheets accessible only to themselves? Customer service can be a key

factor that distinguishes one company from another. Therefore automating your customer-related processes can be important in a competitive marketplace. Your re-implementation plan could include Sage CRM. By migrating to the Sage MAS 90 and 200 Extended Enterprise Suite, this customer relationship management tool is included. You can use it to automate both sales and customer service processes. The RMA (Return Merchandise Authorization) module is another tool that both automates the return process and allows you to track reason codes and collect data to help you refine your product or service offerings.

The Paper Trail And Workflow

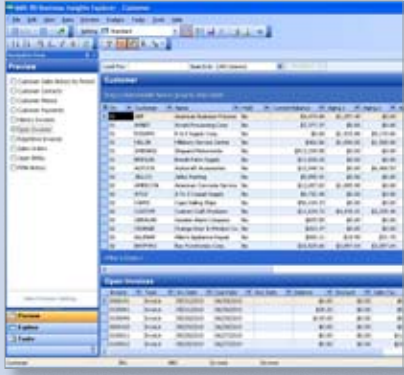
Is paper overtaking your office space? With Paperless Office, included with Sage MAS 90 as of the 4.3 release, printing and filing paper copies of accounting documents is no longer necessary. Save all the money and time involved with printing, filing, and archiving paper documents. Paperless Office contains built-in workflow so you can choose how and where documents will be stored and who will have access to them. The process of saving a document as a PDF formatted file and storing it in the proper archive, can be completely automated. Consider a well thought-out implementation of Paperless Office as part of your re-implementation plan.

Power, Performance, And Remote Access

As your organization grows, so does the amount of data stored and the number of users on the system. You also may have employees working remotely. If any of these factors are beginning to impact your system performance, you might consider an upgrade to Sage MAS 200 as part of a re-implementation plan. Sage MAS 200 has been optimized

to perform faster with large data sets and can support more users. Remote access is supported as well, and the enhanced security features added since the 4.0 release give you more flexibility in user access while retaining careful control of sensitive data.

ZOOM IN



Business Insights Explorer is so easy to use, your team can quickly create the reports and queries they need for decision support.

Extend Your Solution

No re-implementation discussion would be complete without considering Extended Solutions. There are hundreds of specialized add-on components that can help you meet your specific business needs. For example, if you need more refinement in multi-company handling, there are Extended Solutions that can help. Multi-currency and National Accounts solutions are also available.

In addition to the functions mentioned here, there are hundreds of smaller enhancements that may benefit you to implement. In these tough economic times, re-implementing your software can be a cost-effective way to streamline business processes and cut costs. We can help you evaluate your current processes to see if re-implementation is a good option for your organization.