



accounting business solutions

*info

Newsletter for Sage MAS 90 and Sage MAS 200 ERP

May 2009 • Volume 9 • Issue 3

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

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.



Authorized Partner

Extended Enterprise Suite Version 1.2

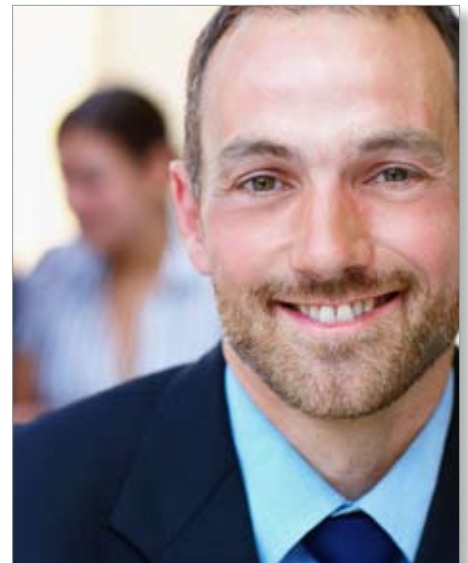
Sage recently announced the release of Version 1.2 of the Sage MAS 90 and 200 ERP Extended Enterprise Suite. The Extended Enterprise Suite unites the benefits of ERP, CRM, fixed asset management, and business intelligence functionality into one solution.

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.

(continued on page 2)

Extended Enterprise Suite Version 1.2

(continued from cover)

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.

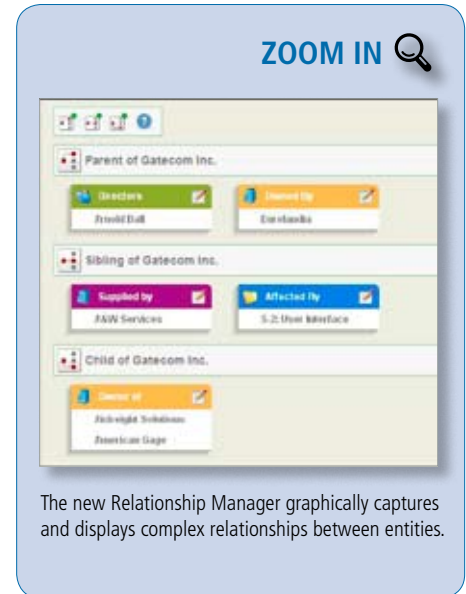
Relationship Manager

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.



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

Fixed Asset Updates

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