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# SAGE MAS 90 & MAS 200 NEWSLETTER

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## 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 incorporated 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.



# Staying Alert - How Fast Can You React?

It's a simple premise ... the sooner a company knows about an issue, the sooner they can react and take steps to resolve the problem. Whether inventory is running low, a vendor delivery is late, accounts receivable invoices are past due, or a customer problem has cropped up, your reaction time will determine how significant, or insignificant, the impact on your business will be.

## Eliminate the Slack with Business Alerts

With the right technology, you can dramatically shorten the delay between the occurrence of an event and delivery of notification to the right person. **Business Alerts for Sage MAS 90 and MAS 200** can help you do just that. The Business Alerts Module utilizes your email system to notify you whenever a significant event occurs in your system. You define the events and parameters that trigger the alerts and the targeted individuals that will receive email notification when the event occurs. You'll also benefit from configurable pre-built alerts that are simple to use and included with the module, or build custom alerts to meet your specific needs.

## Tug O' War - Push vs. Pull

Traditional reports provide valuable information and allow you to analyze large volumes of historical data in an easy-to-read format. However since the data is typically "pulled" from the system well after the fact, reports may not be the best medium for real-time information delivery. Relying solely on reports is a bit like looking at your business through the rear view mirror. On the other hand, the Business Alerts Module embraces the concept of "pushing" information out to email recipients as events occur. When used together, traditional reporting combined with Business Alerts will transform your company into a fast-reacting and nimble enterprise.

## Better Communication

In addition to keeping your staff better informed and alert (pun intended), Business Alerts can also send email notification to customers, vendors, and anyone else that interacts with your organization. This feature is especially use-

ful for automatically sending past due reminders, shipping notification, and low inventory alerts. Business alerts will also reach your staff, customers, and vendors anywhere they do business ... in the office or on the road through a laptop, mobile phone, BlackBerry, or any other device with email access.

Companies with quick reaction times have a competitive advantage and can deliver better customer service.

Contact us to learn more about Business Alerts for Sage MAS 90 and MAS 200.

## 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



## Contact Us With Any Questions

Brian D. Kelly (803) 252-6154 x210

1751 St. Julian Place | Columbia, SC 29204 | [www.asifocus.com](http://www.asifocus.com) | [Brian@asifocus.com](mailto:Brian@asifocus.com)