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Sage MAS 90 and MAS 200 Newsletter

The Road Ahead for Sage MAS 90 and 200

With the recent release of Sage MAS 90 and 200 Version 4.4 and the sweeping changes announced regarding the Extended Solutions catalog, you may be asking yourself ‘what’s next’? Sage has answered that question with a newly-published **Product Roadmap** that provides development milestones, features that will be added, and a release timeline through the year 2012. It also provides useful details about when specific Extended Solutions will be added to the core product. So let’s take a quick glimpse at the road ahead for Sage MAS 90 and 200.

Product Update 1 for Version 4.4

Scheduled for March 2010 and following quickly on the heels of the Version 4.4 release, **Product Update 1** delivers a variety of enhancements and incorporates several Extended Solutions.

Accounts Payable and **Accounts Receivable** - increase efficiency with the ability to *enter cash receipts by invoice number (AR 1200)* and *enter wire transfers in AP Manual Check Entry*.

Sales Order - improve accuracy by *controlling which items a customer can purchase (SO 1271)*, *quick printing a picking sheet from sales order (SO 1035)*, *prevent accidental printing of picking sheets twice*, and *preventing accidental re-use of a customer PO number in history (SO 1096)*.

Payroll and **Job Cost** - boost productivity with *automatic application of multiple earnings codes per employee during a payroll run (PR 1018)* and *prevent accidental posting of costs to a closed job (JC 1046)*.

Credit Card Processing - Security & fraud prevention will be enhanced through PA-DSS certification.

Several product updates for Sage MAS 90 and 200 Version 4.4 will be released over the coming quarters. Each update will incorporate new Extended Solutions and deliver so many new features that there are too many to mention in this article. However, below is an expected timeline:

Version 4.4 Product Update Timeline	
Product Update 2 - Targeting June 2010	Product Update 4 - Targeting Dec 2010
Product Update 3 - Targeting Sept 2010	Product Update 5 - Targeting March 2011

Note: The codes above in Red (for example “AR 1200”) correspond with the ID number for that feature in the Extended Solutions catalog. For more details, review the Extended Solution catalog online at www.sagemas.com/products/sagemas90_mas200/extended_solutions.



Get All the Details

[Contact us](#) and we’ll email a copy of the **24-page Product Roadmap** complete with all the details about Sage MAS 90 and MAS 200 Product Strategy, new features, scheduled releases, and important information about a **new advanced analytics and financial reporting tool as an alternative to FRx**.

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Authorized Partner

Important Product Updates

There have been so many important updates and developments with your Sage MAS 90 and 200 system in recent months that it can be hard to keep track of it all. So we thought it would be helpful to provide a quick summary of a few things you should know.

Extended Enterprise Suite Version 1.4

Sage MAS 90 and 200 Extended Enterprise Suite combines accounting, operations, sales & customer support (SageCRM), and fixed asset management (Sage FAS) into a single application. Extended Enterprise Version 1.4 incorporates all the new features of Sage MAS 90 and 200 Version 4.4 while ensuring compliance with recently-passed legislation for tracking assets.

ACT! Link Status

Due to the changes in Sage MAS 90 and 200 Version 4.4, development and support of ACT! Link has been suspended. This decision was made upon careful consideration of the development efforts required to maintain ACT! Link, coupled with the strategic direction for the Sage MAS 90 and 200 Product line to primarily focus on **SageCRM** integration incorporated into Extended Enterprise Suite.

Existing customers will be offered their choice to remain with ACT! supported by a third party solution from a Development Partner, or migrate to Sage MAS 90 or 200 Extended Enterprise Suite at an aggressive discount.

Version 4.4 Now Shipping

If you're on a current maintenance plan, you probably already received your copy of Sage MAS 90 and 200 Version 4.4. Packed with new features for Core Financials, Manufacturing, and Inventory Control, Version 4.4 offers something for everyone. Download the [What's New in 4.4 Brochure](#) for more details.

PA-DSS Compliance for Credit Card Processing

The Payment Card Industry (PCI) has recently updated compliance requirements to reduce the risk of fraud and improve the security of credit card transactions. One of these requirements is that merchants implement only credit card software that has been verified as being compliant with PA-DSS (Payment Application Data Security Standard). With the release of Product Update 1 for Sage MAS 90 and 200 Version 4.4, your system is now PA-DSS compliant. Customers processing credit card transactions in Version 4.2 or older should begin planning for an upgrade.

Please be sure to [Contact Us](#) if you have any questions about these important product updates.

IFRS Reporting Changes Pushed Back to 2015

In a recent newsletter issue, we discussed the potential impact of a newly-proposed set of accounting practices called International Financial Reporting Standards, or "IFRS." With globalization taking hold and more companies doing business overseas, IFRS is aimed at achieving convergence in accounting standards around the world. In the U.S., the original timeline to adopt IFRS standards began in 2012. However the SEC recently approved a new timeline that envisions 2015 as the earliest date for the required use of IFRS for U.S. public companies. For details, [read the full article](#) in the Journal of Accountancy.

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SAGE MAS 90 & MAS 200 Extended Enterprise Suite Supplement

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Focused Sales Management with Sage CRM

Sales are the lifeblood of any organization. And even though your customers may not be spending as much as they did during a better economy, you can't afford to sit things out and wait for a recovery. It's important that you maintain focus and discipline around your selling strategies to drive sales both now and when the upturn comes. Let's explore how Sage CRM can help.

Workflow and Pipeline Management

Automating your sales workflow using Sage CRM helps to eliminate unnecessary paperwork and ensure that your sales teams are optimizing their time while adhering to standard, company-specific sales processes. With standardized workflow processes, you can prevent deals from falling through the cracks. Plus, sophisticated pipeline management tools provide a real-time snapshot of sales opportunities and sales team performance to ensure that you're directing resources to the deals that are most likely to close.

Lead Tracking & Reporting

With Sage CRM, leads are tracked from your very first contact to final closure so that no valuable revenue opportunities are missed. You'll also benefit from detailed lead reports and analytical dashboards that ensure leads are being captured and followed up on properly.

Personal Productivity

As a salesperson, all the information you need to boost productivity and close sales faster is available in the Sage CRM **interactive dashboard**. In this personalized workspace, you can manage your calendar, sales opportunities, contacts, and daily tasks from a single screen. With a simple drag-and-drop approach, you can personalize your dashboard and include information from Sage MAS 90 or 200 (like inventory stock

levels or customer credit status for instance) and even include links to frequently-used websites like LinkedIn or Google.

Sales Analysis and Business Planning

How is each department or sales team performing? Are they taking advantage of up-sell opportunities? Are you targeting the most profitable customers? These questions and more are answered using powerful analytical tools and reports that are available in Sage CRM. Sales directors, managers, and executives can analyze sales performance and emerging trends in various regions and market segments. And by combining that data with information from Sage MAS 90 or 200, you'll have a 360-degree view of your business from the front- to back-office.

These are just a few of the ways that Sage CRM provides the processes, structure and tools to help you achieve a focused sales management strategy and power through challenging times. [Contact us](#) if you'd like to learn more or to see a demo of the latest release - **Sage CRM Version 7**.

Sage CRM Online Community

Sage has launched the Sage CRM Online Community where you can connect with other users, read insightful articles, comment on blog posts, and stay current on support issues. Plus you'll find a wealth of tips and tricks that will help you become more productive and make the most of your investment. You can visit the Sage CRM online community at:

<https://community.sagecrm.com>