



# Sage MAS 90 and MAS 200 Newsletter

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## FITS LIKE A GLOVE

### Using Customizer to Create a Perfect Fit for Your Business

When you originally purchased Sage MAS 90 or 200, you were probably looking for software that did MOST of what you needed right “out of the box.” But every business is unique and we often find that our clients would like to modify a few screens, change some of the default field labels, and maybe add a custom field or button here and there. That’s where the Sage MAS Customizer comes in. It allows you to modify your Sage MAS 90 or 200 installation so that it fits your business like a glove. Let’s take a closer look.

### Reshape That Box of Software

With Customizer, you can create simple modifications that do NOT require a programmer. For example, maybe you’d like to change some of the default field labels/text to better match the terminology used in your industry (i.e. a medical practice might use “Patient” instead of “customer”). Or how about adding a custom field in the sales order entry screen to capture information to assist warehouse personnel during order fulfillment? It can all be accomplished using Customizer.

Perhaps best of all, you can make these modifications without technical programming skills or modifying source code. You’ll also reduce your total cost of ownership because any changes you make using Customizer will automatically roll forward when you upgrade to a new version.

### Improve Data Entry Speed and Accuracy

Using Customizer, you can rearrange the sequence of tabs on your screen, eliminate fields that you rarely use, and pre-populate forms with default values to reduce keystrokes. Any way you slice it, you’ll improve data entry speed and accuracy because Customizer makes Sage MAS 90 or 200 work the way you do, not the other way around.

On most screens, you can also add extra **user-defined fields** when you want to capture additional information that’s unique to your operation. And the neat thing is, the extra user-defined fields you create seamlessly carry over to your reports, printed forms (like orders and invoices) and even the Business Insights Explorer, so you can turn this extra data into actionable business intelligence.

### Customizer Enhancements in Version 4.4

With the release of Sage MAS 90 and 200 Version 4.4, enhancements for Inventory Management, Purchase Order, Bill of Materials, and Bar Code make the Customizer even better. For example, user-defined fields can be added to lot and serial numbers so you can add various attributes, like expiration dates, to lot and serial items. This can be useful, for instance, to companies in the food and beverage or medical industries.

[Contact Us](#) to learn more, download the [Custom Office Feature Sheet](#), or to just give us a call to kick a few ideas around about how Customizer can help modify Sage MAS 90 or 200 so it fits like a glove!

Authorized Partner

# New Features in Product Update 2

To provide better value to customers on a current maintenance plan, Sage recently announced plans to publish more frequent Product Updates that provide both fixes and new features every three to six months. That way, you get incremental value out of your system without having to wait 12 to 18 months between major new version releases. **Product Update 2** is now available for Sage MAS 90 and 200 Version 4.4 so let's take a quick look at what you can expect.

## Bank Reconciliation

Product Update 2 includes several new features that make the bank reconciliation process better than ever. The new **Auto Check Reconciliation Wizard** efficiently reconciles transactions download from your financial institution. With **Tighter Control Options**, you can specify which users have access to reconciliations and can make adjusting balance entries. Plus, new **Positive Pay** features make it easy to protect your company from check fraud.

To improve bank reconciliation workflow, a new **“Quick Link”** button allows you to enter checks, deposits, and adjustments **on-the-fly** without navigating to a new screen. The comments field has also been expanded to over 2,000 characters so management has access to very detailed notes explaining the reason for any adjustments.

## Accounts Payable

Take advantage of electronic banking and further improve efficiency in Accounts Payable with the new **ACH Electronic Payments** feature. The electronic file is created directly in the AP module with all electronic payment, history, and vendor details available in the standard AP reports.

## Paperless Office

Most customers are already in love with Paperless Office ... and it's even better now that it has been extended to include AP checks, extended stubs, and remittance advices created for ACH electronic payments. Plus, you can include a unique message when emailing/faxing remittances.

## Pre-Installation Data Scan Utility

This new utility will help identify potential data integrity issues prior to installation of product updates. It scans your data and produces a log that includes the necessary steps to address the issues as needed.

Earlier this year, Sage announced that many of the most popular Extended Solutions will be incorporated into the core Sage MAS 90 and 200 system. Product Update 2 delivers on that promise, while also introducing totally new “Customer Requested” features. To make sure YOUR voice is heard, visit [www.sagemas.com/mas\\_90\\_200\\_feedback](http://www.sagemas.com/mas_90_200_feedback).

**PRODUCT UPDATE 2** for Version 4.4 is available for download from [Sage Online](#) (login Required). And please be sure to Contact Us if you have questions or need assistance.

## Product Roadmap Updated

Earlier this year, we reviewed a few details of the Product Roadmap that Sage released. That product roadmap was updated in July 2010 and provides new details about future enhancements and development plans for Sage MAS 90 and MAS 200 including:

- Target release date and other details for Sage MAS Intelligence - Sage's FRx replacement.
- Scheduled Product Updates 3, 4, and 5 for Version 4.4.
- New details on Sage MAS 200 SQL, Version 4.45.
- Summary of features being considered for Sage MAS 90 and 200 Versions 4.5 and 4.6.

[Email us](#) to request a PDF copy of the updated **Sage MAS 90 and 200 Product Roadmap**

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# SAGE MAS 90 & MAS 200 Extended Enterprise Suite Supplement

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## WHAT DOES CRM HAVE TO DO WITH ME?

By now, you probably know that Sage CRM is a major component of the Extended Enterprise Suite. But what you may NOT realize is that CRM offers something for EVERYONE in your organization, regardless of whether you're in sales, finance, or accounting. Let's take a look at the impact of Sage CRM on a few common roles within every company.

### Director of Finance

Budget management, cost control, and forecasting are key responsibilities of the Director of Finance. To get an accurate view of your **entire** business, you can combine sales information from Sage CRM with operational data from Sage MAS 90 or 200 in an interactive dashboard. From this 360-degree view, you can drill into the sales forecast and pipeline, manage revenue/budget variances, and generate a more accurate business forecast without having to launch multiple programs and manually combine data in spreadsheets.

### AR Collections Manager

Sage CRM provides an "AR Collections Manager" that makes it easy to prioritize and manage customer collections and rapidly convert outstanding invoices into cash in the bank. The AR Collections Manager consolidates customer account information into a single view that combines graphs and data to help you prioritize collections calls, identify potential problems for escalation, and schedule automatic email reminders using the integrated Calendar and Task Manager.

### Accounting Staff

Your accounting staff probably gets multiple requests every week from sales and customer service regarding status of orders, shipments, credit lines, payments received, and endless other accounting and operational inquiries. With Extended Enterprise Suite, all that information is centralized

in the same database. That means sales personnel can use Sage CRM to perform their own operational inquiries while Accounting benefits from fewer daily interruptions. In fact, sales staff can use the Sage CRM desktop to enter quotes and orders directly into Sage MAS 90 or 200, further reducing the administrative burden on your accounting department.

### The Bottom Line

With features for lead tracking, pipeline management, and scheduling, it's easy to think of Sage CRM as a tool designed solely for salespeople. But the fact is with everyone in your business working in the same system and using the same data, you'll eliminate duplicate data entry, break down departmental barriers, and have better visibility of your ENTIRE operation - regardless of your role.

[Contact us](#) if you'd like to learn more about connecting your front- and back-office with Sage MAS 90 and 200 Extended Enterprise Suite.

### Sage CRM for iPhone (Beta)

That's right, Sage has thrown their hat in the "App" ring with **Sage CRM for iPhone!** Although still a Beta version, the app is currently available for download in the [Apps and Extras](#) section of the Sage CRM [Online Community](#). (*current Sage CRM mobile license required for download*).

Equipped with all the existing functionality of Sage CRM Mobile, Sage CRM for iPhone also takes advantage native Apple features like the date spinner and automatic landscape shift when the phone is flipped. Download it today!