What's New in Sage MAS 90 version 4.4

Presenter:
Tracey Brinkman

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Agenda

- 4.4 Overview
- Enhancements for Everyone
  - Customizer
  - Web Services
  - Parallel Migration
- Module Enhancements
- Product 1 and Product 2 Updates

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Introduction

- Presenter
  - Tracey Brinkman
    - Staff Consultant,
    - BKD Technologies

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BKD Technologies Help Desk

- Sage Software - 866.832.4253
  SageSupport@bkd.com
- Monday - Friday, 8 a.m. - 5 p.m.
  Support Center toll free

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4.4 Overview

- New Features and Enhancements
- Improved Workflow and Business Processes
- Business Framework Updates
  - Inventory Management
  - Purchase Order
  - Bill of Materials
  - Bar Code
- Expanded Customer Numbers
- Expanded Item Numbers
- Parallel Migration

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Usability & Workflow
Business Framework Benefits

- Dual Grid Entry
- Memo Manager
- Batch Manager
- Customization Options
- Hyperlinks
- Crystal Reports/Forms
- User Date & Time Stamps
- Right-Click Menus
- Setup Wizards
- Reports & Forms
  - Saved Rpt Setting
  - Keep Window Open
- PTD/YTD from Record Detail
- Security Flexibility
  - Create/Modify/View/Control
  - Security Events
- Business Object Interface

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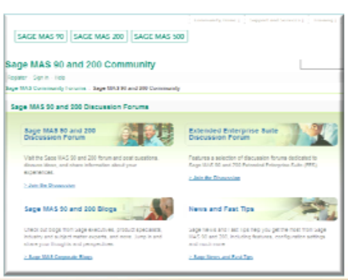
Parallel Migration

- Migrate Sage MAS 90 or 200, v3.71 and up to v4.4
- Migrate to same server or a different server
- Provides time to prepare reports and customizations if necessary
- Able to continue business operations while configuration and testing upgrade (no working nights and weekends)
- Re-Migrate current data on go live

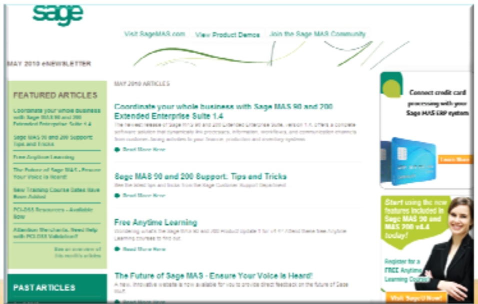
Refreshed Business Desktop

Sage - MAS Community Forums

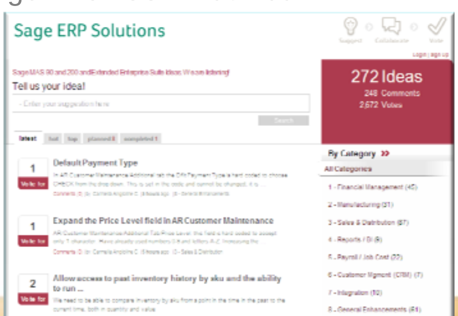
(Improved aka Sage Talk)



Sage - Newsletter



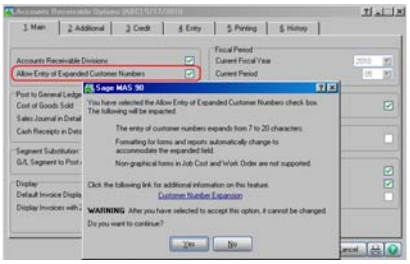
Sage - Tell Us What You Think



Customer Number Expansion

- Increased from 7 to 20 characters
- Division Codes still 2 character
- Setup Customer number options in Accounts Receivable Setup / Options
  - Note: Impacts existing reports, etc.
- Expansion by Company – no need to change if you don't want to
- New installations are 20 characters only

Customer Number Expansion



Business Insights Explorer

- 28 Standard BI Explorer Views in 4.4
  - 11 Standard in 4.2
  - 23 Standard in 4.3
- New 4.4 BI Explorer Views
  - Item Quantity by Warehouse View*
  - Vendor Purchase History View
  - Open PO by Vendor Name View
  - Bill of Materials View*
  - Component Whse Used View in BOM

Customizer Enhancements

- Sage MAS 90 events run with or without user intervention (buttons or no buttons!)
- Automatically total detail numeric UDFs to a header UDF
- Cumulative calculations on multiple records
- No Provide-x programming skills required
- Customizations survive upgrades

eBusiness Web Services

- New module for 4.4
- Web programming interface
- Can be used with non web interfaces
- Web services for customers, contacts and sales orders (do you get this emailed and manually key)
- Create, Read, Update, Delete operations

Module Usability Improvements

- Common Information
- Global & User Enhancements
- Inventory
- Purchase Order
- Bill of Materials
- Bar Code
- Visual Integrator

Common Information

Global Changes

- Purchase Order and Bill of Materials Miscellaneous Charge Maintenance tasks can now be set up and maintained in one location.
- You can now view and compare purchase and quantity history for current and previous years for miscellaneous items.
- The Purge Item History utility has been added because period end closing is no longer required, yet occasionally, regularly item history purges may be desired.
- The new Miscellaneous Item Detail Transaction Report has been added to provide a detailed listing of miscellaneous, charge, and special items.

Common Information

Global Changes

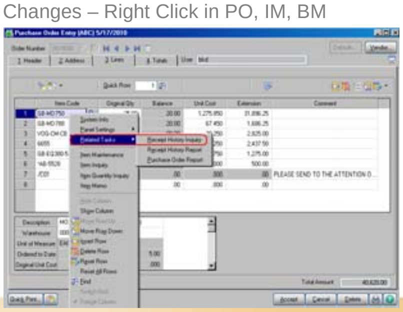
- You can now retain item history for a minimum of two years for all items and transactions.
- The new setting to expand item codes is accessed in Common Information Options.
- The maximum number of decimals allowed has been increased to four decimal places in Common Information Options.
- In the Miscellaneous Item History by Period report, additional options to print data have been added.

Common Information

Global Changes – User Definable Default Zoom

Common Information

Global Changes – Right Click in PO, IM, BM

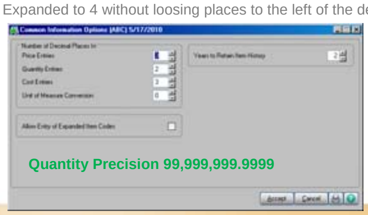


Common Information
Global Changes – Alias Item Everywhere

- View alias items throughout the system
  - Data Entry Screens
  - Inquiry Screens
- Business Benefit
  - Many companies user their vendor's item number or their customer's item number as an alias item
  - Alias numbers have always been viewable in SO entry and PO entry, but not in all inquiry screens
  - This streamlines processes and eliminates confusion in the office, warehouse and even in production
  - Not knowing the "translation" for an alias item number can result in poor customer service, lengthy order processing, or receiving/shipping incorrect product.

Common Information

- Increased decimal precision
  - Current Precision is 3 decimals
  - Expanded to 4 without loosing places to the left of the decimal



Common Information
Global Changes

- PO & BOM Misc Charge Maintenance
  - Moved to Common Information where they also reside for AR & SO
  - Setup Misc Charges in one place and enable for use in all or specific modules
  - New Purchase and Quantity History tab
- New Miscellaneous Item Detail Transaction Register
  - Shows details on sales and receipts of miscellaneous items
- New Common Information Setup Menu
  - Configuration of Common Information Options
  - Unit of Measure Conversion Maintenance

Inventory
Global Enhancement

- Expanded Item Code
  - Items can now be up to 30 characters long
  - Includes IM Item, Miscellaneous Item and Bill Numbers
  - Expansion by Company
  - New installs will be 30 characters long only

Inventory
Physical Count Processing

- Optionally Print Current Quantity on Worksheet
  - Allows manager/supervisor to ensure no items are missed
- Pre-populate Expected Quantities in Entry
  - Increases efficiency
  - Reduces physical count entry time
  - Effective when performing ABC cycle counts

Inventory
Standard Cost Valuation Improvements

- Standard Cost Items can be valued at $0
  - Relieved from inventory at Zero cost
  - Purchase Offset by GL Entry
  - IM Account untouched while Std cost is Zero
- Print Current or Historic Standard Cost on:
  - Inventory Valuation Report by Period
  - Inventory Trial Balance

Inventory

Standard Cost Adjustment Register & Update

- Modeled after Automatic Cost/Price Change
- Updates adjustments to GL – eliminates data entry
- Replaces ability to adjust from Item Maintenance
  - Note: Only Items with zero cost can be adjusted in Item Maintenance
- System Activity Log indicates start, finish and number of items updated for an audit record of who did what, when

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Inventory

Usability Improvements

- **Synchronized History Tables:**
  - The 4.40 architecture creates a relationship
    - Item Transaction History table
    - Period posting and summary History tables
  - All period posting and summary history tables will now have corresponding detail transaction records.
  - This allows changing of period dates
  - A synchronization tool included to balance all the history tables and validate activity to period balances.
- Conversion will use the summary table balances and create any missing detail.

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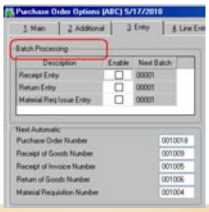
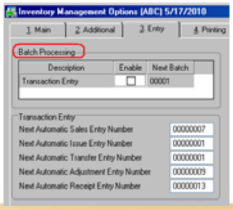
Inventory & Purchase Order

- Both have Batch Entry
- Multiple users can do data entry





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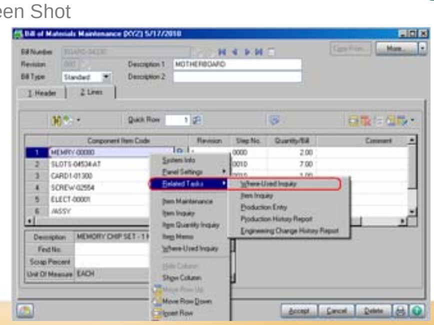
Purchase Order
Drop Ship Improvements

- Receipt history included in PO Purchase History
- Options when creating PO's for drop ships
  - Only include items for the SO when the vendor on the PO matches the one identified for the item
  - Yes to include all drop ship lines, regardless of vendor
  - Prompt to be asked to either include all items on the sales order or only those that match the PO vendor
- Auto-Generate a single order for multiple items to the same primary vendor from a sales order

Purchase Order
Usability Improvements

- Back Order Fill Report – PO Receipt of Goods
  - Purchase Order Options – Printing
    - Sort by : Sales Order, Customer Number, Bill To Name
    - Only Print Items Received – Only includes items received with a backordered quantity on a sales order
    - Include All Sales Order Lines – Includes all SO demand for items received
- PO Variance Register Update
  - Calculations made and register prints before Update
- Receipt Labels – Receipt of Goods Update
  - Print Receipt Labels before update prompt (and reprint them too!)
- Streamlined Material Requisition process

Bill of Materials Maintenance
Screen Shot



Bill of Materials

Usability Improvements

- Bill of Materials Inquiry& Where Used Inquiry
  - More relevant information displayed
  - Easier to read and understand
  - Drill down & around for faster access to information
- Pick Sheet Printing
  - Print comments and include misc charge codes

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Bill of Materials

Usability Improvements

- Bill of Materials Maintenance
  - Create on-the-fly items, add miscellaneous charges and comments controlled by Security Settings
  - Option Bill Maintenance, Option Interaction Maintenance & Item Quantity Button available
  - Extended item description added
- Bill of Materials Data Entry
  - You can now post miscellaneous charges by warehouse and view the general ledger segment the miscellaneous charges will post to.
  - The Lot/Serial Distribution button has been added to the Production Entry and Disassembly Entry windows

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Bar Code

Improvements

- Bar Code in Business Framework
- Supports UDF's
- New Bar Code Rejection Maintenance Task
  - Shows reasons why scanned bar codes are rejected
    - Item not in inventory, serial/lot number not available, etc.
  - Provides simple user interface to fix imported bar code transaction records.
- Fully supports radio frequency handhelds as well as legacy handhelds

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Common Information

New Setup Menu

- The Common Information module now has a Setup menu which includes the following tasks:
  - Common Information Options
  - Unit of Measure Conversion Maintenance

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Visual Integrator

- Update Existing Line Item Records
  - Data entry business objects Line Key fields exposed
  - Used existing Line Key to update
  - No Line Key means new record inserted
- New import lot and serial distribution records
- Easier Extended Description Imports
  - New “Skip Source Data Truncation”
- Import all Bill of Material Maintenance Tables
  - Bill Header, Bill Detail, Bill Options Header, Bill Options Detail, Bill Options Interactions Header, Bill Options Interactions Detail, and Bill Options
  - Categories can now be imported using the Bill Header business object.

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Custom Office – Customizer

Events and Triggered Customizations

- Example Use: When taking an order from a new client that was referred by existing customer, you want to track the referral and give your existing customer a 10% discount up to $100 on their next order.
  - Customizer let’s you create a new tracking table for referral discounts.
  - Input referral field in Order Entry, tied to look up list of customers.
  - When customer selected in referral field, a record is placed in referral discounts table.
  - The record for this customer referral discount lists Customer Number, Name, Referral Date, Referral % , Referral Limit, Referral Used Date, Referral Used Ref and Referral Used Amt.
  - These referral records can be edited in a Maintenance Screen.
  - When customer call’s in for their next order, pop-up notify salesperson to offer using their referral on the order. Click YES if do and NO if don’t.
  - When referral used, its record has Used Date, Ref and Amt updated and flagged complete.
  - A discount line is automatically added to the Order without the salesperson clicking a key.
  - ALL THIS IS DONE USING VB SCRIPT TECHNIQUES – WE CAN HELP YOU!!

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Version 4.x Top 5

Most Popular Benefits

- Business Insights Explorer – navigate, inquire and mine your data
- Paperless Office – store forms, reports and registers electronically in PDF
- Lookup Engine – Customize the Lists and Export to Excel
- All Reports and Forms in Crystal and export them to Excel
- Email PDFs of Orders, Invoices or Reports from Print Preview - Outlook (MAPI)

Customer

Technology Enhancements

- Support for Windows 7
- File Segmentation
  - Automatically detect large file sizes and creates multiple segmented data files
  - Segmentation allows expansion pass 2GB providex data file size limit
  - Data storage now only limited to Hard Drive size
- New Providex Interpreter Release

Product Update 4.40.0.1

- Product Update 1 Enhancements
  - Library Master
  - Accounts Payable
  - Accounts Receivable
  - Inventory Management
  - Job Cost
  - Sales Order
  - Purchase Order
  - Payroll

Library Master Enhancements

- Restrict Item Purchases for Certain States or Customers:
  - You can now restrict the ability to select inventory items for each defined customer or ship-to state in Sales Order Entry and Sales Order Invoice Data Entry.
  - The restrictions are also enforced when selecting alternate items in Shipping Data Entry and when replacing an item with a different item in RMA Entry and RMA Receipts Entry.
  - In Role Maintenance, you can give users the ability to override the restricted item selections

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Library Master (continued)

- Enhanced Searching Ability in Data File Display and Maintenance
  - You can now enter search criteria for multiple fields when searching for records in Data File Display and Maintenance, by entering a key column separator within the key.
  - You can now filter the search results that appear in the Data File Display and Maintenance Key Scan window.

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Library Master (continued)

- Enhanced Credit Card Security:
  - Two new user preferences have been added in User Maintenance to allow you to designate users that can print or display fully formatted credit card numbers. Users without those preferences will only see the masked credit card number.
  - Two new security event roles have been added in Role Maintenance to allow you to designate which roles can change or delete the key used to encrypt credit card numbers. Industry standards recommend that you change this key at least annually to enhance security of the encrypted credit card numbers stored in your system.
  - The key used to encrypt the credit card information is now stored separately from your company data. By using the Sage MAS 90 and 200 alternate directory feature, your key will be stored in a different physical location than your company data; thereby, increasing the security of the credit card information.
  - A Credit Card Audit Log has been created. This log will show the following:
    - All credit card transaction requests sent to the payment server
    - Each time credit card numbers are encrypted or decrypted
    - Each time a user's print or display credit card preferences is changed
    - Each time a credit card key is changed or deleted

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Accounts Payable Enhancements

- Accounts Payable
  - Wire Transfers in AP Manual Check Entry - In Manual Check and Payment Entry (previously named Manual Check Entry), you can now record and reverse wire transfers. Additionally, the Manual Check Register has been renamed Manual Check and Payment Register.
  - You now have the ability to print wire transfers on the Check History and Payment History reports, and they will appear in Vendor Maintenance, Vendor Inquiry, Invoice History Inquiry, and Payment History Inquiry.
  - If the Bank Reconciliation module is integrated with Accounts Payable, wire transfer information will also appear in Check, Deposit and Adjustment Entry, Reconcile Bank, Bank Reconciliation Register, and Bank Recap Report.
  - How to Reverse a Check steps documentation has been enhanced.

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Accounts Receivable Enhancements

- Accounts Receivable
  - Cash Receipts Entry Check List lookup now lists all check numbers that have been added
  - Cash Receipts Entry, in the Select Cash Receipts Invoice now lists the open invoices for the chosen customer.
  - A/R Enhanced Invoice History Search
  - Cash Receipts Entry by Invoice Number

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Inventory Management Enhancements

- Delete/Change Item
  - Using Delete/Change Items will assign the New Item Code the existing memos attached to the Starting/Ending Item Code.
- Search for Transactions by Lot/Serial
  - You can now search for invoice transactions by lot or serial number from the Accounts Receivable Invoice History Inquiry and Sales Order Copy From windows. The system will search either the Item History or Invoice History file based on your selection in Accounts Receivable Options.
  - The Lot/Serial Inquiry task has been added to the Inventory Management Main menu, making it easier to access this task.

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Job Cost Enhancements

- Job Status Posting Control
  - Job Status Posting Control - You can now define which job statuses are allowed when a job number is entered in data entry tasks in the Accounts Payable, Accounts Receivable, Inventory Management, Job Cost, Payroll, Purchase Order, and Sales Order modules. Using Role Maintenance, you can also give users the ability to override the allowed job status selections.

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Sales Order Enhancements

- Sales Order
  - Extended Solutions SO 1096 – Enhanced Customer PO Number Validation, which worked with the MAS90 Sales Order Option "Check for Duplicate Customer PO Numbers" has been incorporated. With this enhancement, this check box was replaced with multiple check boxes to provide the user with selections for choosing the specific files to be checked for duplicate customer PO numbers: Sales Order Entry; S/O Invoice Data Entry; Sales Order History; A/R Invoice Data Entry; A/R Invoice History. A module option for allowing the use of duplicate PO customer numbers was also added.

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Sales Order (continued)

- A Print Pick button that allows you to print picking sheets has been added to the Sales Order Entry window. You can also define settings in Sales Order Options to allow the following:
  - After quick printing a sales order, receive a prompt to quick print a picking sheet and shipping label.
  - After quick printing an invoice, receive a prompt to quick print a COD label.
  - After quick printing in Sales Order Entry or Invoice Data Entry, view the source document

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Sales Order (continued)

- Print Backorder Lines on Pick Sheet
  - When printing picking sheets for standard orders, you can now include the back ordered quantity in the quantity ordered, and print line items for which the entire quantity is back ordered. When printing back ordered information, the back ordered quantity will also print.

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Sales Order (continued)

- Changes for Picking Sheet Printing
  - When using Picking Sheet Printing, a picking sheet is no longer printed if the source sales order is in use in Sales Order Entry.
  - In Sales Order Options, you can now elect whether or not you want to receive a warning message to help avoid the duplicate printing of picking sheets. This issue may occur if the Print Pick Sheets check box for a sales order is not cleared because the order is in use by another user during the printing process. If you do not elect to receive the message, the information is written to the Activity Log.

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Sales Order (continued)

- **Creating Sales Orders from Master and Repeating Orders and Quotes:**
  - When creating a sales order from a master or repeating order or quote, the payment type on the sales order will now be defaulted from the default payment type in Customer Maintenance.

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Payroll Enhancements

- Set up Automatic Earning Codes for Each Employee
  - Using the Auto Pay feature, you can now set up earnings codes by employee to automatically create Payroll Data Entry line entries.

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Product Update 4.40.0.2

- Product Update 2 Enhancements
  - Bank Reconciliation
  - Accounts Payable
  - Paperless Office
  - Product Update

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Bank Reconciliation Enhancements

- Enforce Tighter Controls over Bank Reconciliation Adjusting Entries
  - To further refine and control who is allowed to make entries in Bank Reconciliation that change your current balances, a new option is now available in the Library Master Role Maintenance task. For banks defined in Bank Code Maintenance, you can specify the users who are allowed to access and make adjusting balance entries.

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Bank Reconciliation (continued)

- Positive Pay Export: (similar to BR-1004)
  - Deter check fraud using the new Positive Pay features in the Bank Reconciliation module. Positive Pay assists your financial institution in monitoring against suspicious check activity using a file you create and submit. The Positive Pay file contains key information, such as check numbers and dollar amounts, to identify only the checks you have issued and authorized for payment. Components of the check must match exactly or the check will not be paid.
  - The new Positive Pay Export Wizard can be used to create the proper export file format that your financial institution requires to compare the file you send with the checks that are presented for payment. For your reference, a field formatting and export details document is available from the wizard. The wizard can also be used to update your file format, as banks may change their specified file format.
  - In Check, Deposit and Adjustment Entry, checks sent to the bank using Positive Pay are now identified with an Exported check box.

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Bank Reconciliation (continued)

- Expanded Comment Field:
  - In Check, Deposit and Adjustment Entry, the Comment field has been expanded to 2048 characters.
- Enter Checks, Deposits, and Adjustments On the Fly:
  - In Reconcile Bank, you can now enter checks, deposits, and adjustments on the fly without having to return to Check, Deposit and Adjustment Entry.

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Bank Reconciliation (continued)

- Conveniently User Recalculate Outstanding Entries Totals Utility:
  - To improve workflow, the Recalculate Outstanding Entries Totals utility is now available from the Bank Reconciliation Utilities menu. This utility allows you to recalculate the totals of all outstanding check, deposit, and adjustment entries that have not been marked as cleared.

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Bank Reconciliation (continued)

- Automatically Reconcile Checks: (similar to BR-1005)
  - Use the new Auto Check Reconciliation Wizard to create the proper check file format according to the specifications of your financial institution so you can efficiently reconcile your checks, or your business partner can configure the setting in their office, export the file, and then import it into your system. Once defined, you can automatically reconcile check information received from your financial institution.

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Accounts Payable Enhancements

- Pay Vendors Electronically (similar to AP-1063)
  - In the Accounts Payable module, you can now pay vendors electronically by creating an ACH file to increase efficiency, improve your cash management, reduce operating costs, and lessen the risk of lost or stolen checks. You can enable ACH electronic payments in the new ACH tab in Accounts Payable Options, and define how they will be handled by your company and the type of information that will be transmitted to your financial institution.
  - Use the new ACH Interface Maintenance task on the Accounts Payable Setup menu to select and set up the financial institution(s) you want to use for your electronic payments. Define the format and layout of the ACH file for each financial institution.
  - Set up your vendors' bank accounts using the Vendor Electronic Payment window, accessed from Vendor Maintenance. Then use the tasks on the Accounts Payable Pre-Note Printing menu to generate pre-note ACH files to submit to banks for pre-note approval. After the vendor bank accounts have been approved, define your selections in the Vendor Electronic Payments window, including electronic payment distribution of payments, which can be allocated between one or more accounts.

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Accounts Payable (continued)

- Pay Vendors Electronically (continued)
  - Electronic payments are processed through Check Printing and Electronic Payment (formerly named Check Printing). After you update the Check and Electronic Payment Registers, use Generate ACH File to generate a file for transmission to your bank.
  - Along with checks, you can now print electronic payments on the Accounts Payable Check History Report and the Payment History Report. They also appear in the Checks tab in Vendor Maintenance and in the Payments tab in Accounts Payable Invoice History Inquiry. In addition, you can also choose to print a report of auto checks, manual checks, voided checks, reversals, credit card transfers, electric payments, wire transfers, all of these, or in any combination.
  - When printing the Vendor Listing and Vendor Listing with Balances reports, you can now make a selection to print only vendors that are set up for electronic payments. Also, you can print the vendor's electronic payment information on the Vendor Listing.

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Accounts Payable (continued)

- Pay Vendors Electronically (continued)
  - You can now record the reversal of an electronic payment in Manual Check and Payment Entry, though you must contact the bank directly to cancel or reverse the payment.
  - Two new utilities, Purge Electronic Payments and Purge Vendor Electronic Payment History, have been added to the Accounts Payable Utilities menu.
  - In Role Maintenance, module options have been added allowing you to manage access to the new Vendor Electronic Payment window and the ability to print electronic payment information when printing the Vendor Listing.

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Paperless Office Enhancements

- Accounts Payable Checks, Extended Stubs, and Electronic Payment Remittance Advices: (similar to AP-1095)
  - Save time, money, and the environment by utilizing Paperless Office to process, send, and retain electronic copies of Accounts Payable checks and extended stubs and remittance advices created for ACH Electronic Payments in PDF format. Add a unique message to include when e-mailing or faxing electronic remittances. The PDFs you create are then available to e-mail and fax, archive, and retrieve when needed. Easily access PDFs using the Vendor Viewer from Paperless Office or the Checks tab in Vendor Maintenance/Inquiry.

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Product Update Enhancement

- Product Update Pre-Installation Scan Feature
  - Utilize the Product Update Pre-Installation Scan to identify data integrity issues during the installation. Determine your data's health during the scan, and utilize Sage ERP MAS 90 and 200 Library Master Utilities for corrections as needed. The scan identifies suspect data and the accompanying log provides the necessary steps to address issues prior to the product update installation, streamlining the update process. Conveniently add this maintenance step to your normal process whenever you install a new product update.
  - For more details on the new Pre-Installation Data Scan utility, please refer to the detailed scan utility document posted on the Sage ERP MAS 90 and 200 download section of Sage Online.

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Sage Sales Tax Webcast

Monthly Webcast Series - Held Third Tuesday of each month

- Sage Sales Tax/ Powered by Avalara
- Day: Tuesday, October 19, 2010
- Register By: October 18, 2010
- Register at: www.bkdtechnologies.com/events

Thank You!

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