Sage ERP MAS 90 Online Pre-Release Guide

August 2011

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OVERVIEW

Sage ERP MAS 90 Online will be an exciting addition to the product line, offering many of the known strengths of the Sage ERP MAS 90 solution with a low barrier to entry and accelerated deployment. As a Cloud-based SaaS solution, Sage ERP MAS 90 Online will be able to provide accessibility, efficiency, flexibility, and functionality. Customers will be able to deploy our enterprise-level online solution more efficiently, without having to make a significant investment in infrastructure. Sage ERP MAS 90 Online will reduce the need for an internal IT infrastructure and provide a secure, cost-effective alternative for companies currently running critical business applications on desktops. And, when the customer's needs grow, Sage will offer an easy transition from Online to On-Premise.

Sage ERP MAS 90 Online Cloud customers will have the benefits of anywhere, anytime Internet access to the full Sage ERP MAS 90 core functionality, within the available modules. With a low entry cost and affordable monthly fees, Cloud-based Sage ERP MAS 90 Online will have a competitive and attractive total cost of ownership (TCO), as well as the ability to add users and more modules quickly when they are needed. Customers will own their data, and the investment they make in learning the software will transition smoothly if they choose to move to on-premise Sage ERP MAS 90, 200 or 200 SQL in the future. Customers will be able to deploy with the confidence that their mission-critical system and corporate data is hosted and managed in an extremely secure data center with high levels of redundancy, backup, and monitoring. This SAS 70 certified facility has fireproof cement walls, 24/7 connectivity, and human security which provides an additional layer of protection and security.

Very similar to on-premise Sage ERP MAS 90 and 200, Sage Business Partners (BPs) will be involved in the sale and provide the expertise to set up the customer's system according to their preferences, do on-site consulting, and perform upgrades for Sage ERP MAS 90 Online. Included in the subscription pricing is a Sage guarantee of data security, disaster recovery and backup services, and guaranteed up-times of 98 percent. With the top in class Sage Datacenter reliability, BPs will be able to focus on supporting their customers, without concern about up-time, backup, or recovery.

The initial release of Sage ERP MAS 90 Online will be based on Sage ERP MAS 90 4.5 and will include many but not all modules.

PRODUCT AVAILABILITY

Sage ERP MAS 90 Online is scheduled for release in October 2011.

AVAILABLE MODULES

Sage ERP MAS 90 Online will offer modules across the ERP system, from Accounting and Financial, Business Intelligence and Reporting, Customization, Distribution and Manufacturing. Many Business Framework modules will be available with the initial release, and will include the new features and functionality available in version 4.5. Non-Business Framework modules will not be available.

ACCOUNTING AND FINANCIAL

The core accounting modules, General Ledger, Accounts Payable, Accounts Receivable, and Bank Reconciliation, will be available to Sage ERP MAS 90 Online customers.

Paperless Office features and functionality are under evaluation at this time. Additional information will be provided in an update to this pre-release guide.

BUSINESS INTELLIGENCE AND REPORTING

Business Insights Dashboard and Business Insights Explorer will be available within the Sage ERP MAS 90 Online service.

Sage ERP MAS Intelligence (SMI) is under evaluation for compatibility at this time. Additional information on SMI will be provided in an update to this pre-release guide.

PERSONALIZATION AND CUSTOMIZATION

Sage ERP MAS 90 Online will support the ease and power of the Business Framework built-in personalization tools. Personalize screens to streamline data entry on an uncluttered and user-friendly grid, launch related tasks, and establish smart memos that attach to information and follow a process through the system.

Customized Crystal Reports will be available for customer use within the Sage ERP MAS 90 Online environment. Prior to their use, BPs will need to work with their customers to first design and test customized reports offline. Once the custom reports are finalized, they can be uploaded to their Sage ERP MAS 90 Online Cloud.

Custom Office will not be available within the initial release of Sage ERP MAS 90 Online.

DISTRIBUTION AND MANUFACTURING

Sage ERP MAS 90 Online will support our customers' needs for distribution and manufacturing at release. These modules include Inventory Management, Sales Order, Purchase Order, Bill of Materials, and Return Merchandise Authorization.

Sage ERP MAS 90 Online Available Modules Summary

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Bill of Materials
- Business Insights Dashboard
- Business Insights Explorer
- Electronic Reporting
- General Ledger
- Inventory Management
- Library Master
- Paperless Office*
- Purchase Order
- Return Merchandise Authorization
- Sage ERP MAS Intelligence*
- Sales Order

These modules are still undergoing testing and availability has not yet been confirmed.

Other Software Available for use with Sage ERP MAS 90 Online

- Microsoft Word
- Microsoft Excel

The following Modules and Functionality are NOT Available:

- *Bar Code*
- *Batch Faxing*
- *Credit Card Processing*
- *Custom Office*
- *eBusiness Manager*
- *eBusiness Web Services*
- *FAS Integration*
- *Federal and State eFiling and Reporting*
- *Job Cost*
- *Payroll*
- *Sales Tax powered by AvaTax*
- *SageCRM*
- *Timecard*
- *Visual Integrator*
- *Work Order*

DATA CENTER AND DISASTER RECOVERY

Sage ERP MAS 90 Online will be hosted and managed in an extremely secure, purpose-built data center with high levels of redundancy, backup, and monitoring. This SAS 70 certified facility has fireproof cement walls, 24/7 connectivity, and human security which provides a degree of protection and security that typical small and mid-sized organizations could not cost-effectively replicate. Customers will be able to deploy with the confidence that their mission-critical system and corporate data will be protected. Sage ERP MAS 90 Online customers will also receive an up-time guarantee of 98

percent with service level agreements that specify the Sage commitment to high levels of performance, consistency, and availability.

Several backups are built within our primary data center. And, in the extremely rare chance that an emergency affects the primary data center, customers will be supported by a secondary disaster recovery site. This secondary disaster recovery process is fully automated, providing near real-time data replication between the primary and secondary sites, resulting in a fully redundant environment located in our secondary data facility. If a service interruption is caused by an emergency in the primary data center, a failover to the secondary backup center will occur within a 4 hour window.

EARLY ADOPTER PROGRAM

An early adopter program for Sage ERP MAS 90 Online is currently targeted to begin sometime in September 2011. We will be evaluating customers for participation in the early adopter program, and a limited number of customers who meet certain criteria will be allowed to participate. Business Partners who have new Sage ERP MAS 90 customers interested in participating in this program should send an email to Jamie.Kandola@sage.com.

TRAINING AND AUTHORIZATION

In order to be authorized to sell Sage ERP MAS 90 Online, Business Partners will be required to view the Sage ERP MAS 90 Online Authorization Program class, available soon on SagePartnerUniversity.com. Provided at no charge to Business Partners, this class will provide an overview of the Sage ERP MAS 90 Online Cloud-based solution and how it differs from the on-premise product. Look for more information on this authorization program closer to the official launch date in October 2011.

PRICING AND SALES PROCESS

Sage ERP MAS 90 Online pricing will offer customers a suite of business management software applications hosted by Sage, accessed over the Internet, for a monthly subscription fee. A minimum requirement of one full concurrent Sage ERP MAS 90 Online user license for one year is required to access the software, with optional add-on user licenses and services available for additional fees. Included in the monthly subscription fees are: the secure backup service, up to five Sage ERP MAS 90 Online companies, one gigabyte of personal storage, and one free named user license of both Microsoft Word and Microsoft Excel. Discounts will be offered for multi-year contracts and pre-payments.

Sage ERP MAS 90 Online user licenses ($169*) are concurrent licenses and can be used by a pool of users. In addition to Sage ERP MAS 90 Online user licenses, Sage also offers optional Remote Concurrent Access License (RCAL) for an additional monthly fee ($75*). RCAL licenses allow user access to Sage ERP MAS 90 Online system — but differ from Sage ERP MAS 90 user licenses, because they are named Citrix users.

Sage ERP MAS 90 Online Support Plans will be available from Sage, providing an unlimited number of support cases handled by the Sage ERP MAS 90 support team, 24/7 access to the Sage Knowledgebase, unlimited access to SageU Anytime Learning,

and a 20% discount on Real Time classes. Support Plan fees ($20 per user*) will be calculated for the total number of users.

If customers require more than the five companies included in their subscription fees, they will be able to purchase additional companies at $50* per company/database.

In addition to the unlimited size permitted for Sage ERP MAS 90 Online company databases, and the one gigabyte of personal storage space, customers can purchase additional file storage at $50* per gigabyte per month. This file storage can be used for personal files, documents, images, or any other files that the customer chooses. From within the Sage ERP MAS 90 Online application, customers will always have the option to store their files on a local hard drive.

Customers can purchase additional Microsoft Word and Excel named users for $25* per user per month.

Several types of Sage ERP MAS Intelligence (SMI) users will be available** within the online service.

- Report Viewer licenses provide basic editing capabilities and drill-down functionality on existing reports and templates - for $35* per month per user

- Report Manager, Connector, and Report Designer module bundle - for $50* per month per user –includes a MS Excel license

When a customer signs up for Sage ERP MAS 90 Online, a Business Partner will always be associated with the Online customer. The signup process will include a requirement for customer-specific information, Partner ID, and the details of the requested service which will be submitted electronically within a sign-up web page. Business Partners will be able to submit information on behalf of customers via the sign up page, or customers will be able to sign up themselves. Once the information is submitted and received, Sage will process the contract. **If no Partner ID is received by Sage at the time the customer signs up, a Reseller of Record will be assigned to the customer by Sage.**

Pricing shown is informational only and subject to change without notice.

** Sage ERP MAS Intelligence (SMI) is under evaluation for compatibility at this time. Additional information on SMI will be provided in an update to this pre-release guide.

For additional pricing information, please refer to the Sage ERP MAS 90 Online BP FAQs, posted on the Partner File Center.

SUPPORT

Sage ERP MAS 90 Online support will be comprised of two different elements — Connectivity and Sage Business Care. Connectivity support will be included with the Sage ERP MAS 90 Online monthly fees and is available for customers and partners 24/7 to assist with difficulties accessing their system. A Sage Business Care plan will be offered for additional fees and is staffed by the expert Sage ERP MAS 90 team.

See the Sage ERP MAS 90 Online BP FAQs for more details on Support fees.

ONLINE VS. ON-PREMISE

Many growing businesses may be evaluating ERP solutions and will want to compare Cloud-based Online solutions with more traditional On-Premise ERP products. Sage ERP MAS 90 Online can offer the perfect solution with all the benefits of a low initial investment, and the ability to easily transition as business circumstances change.

Sage ERP MAS 90 Online provides all the key hardware, infrastructure, and operating system software for our Online customers, while it's required to be in place and maintained for on-premise installations. Sage's virtualized servers run in a secure facility supported with routine performance and maintenance testing. Included in Sage ERP MAS 90 Online services is the operating system software for servers and client machines that are guaranteed to be up and running 24/7. The Sage ERP MAS 90 application is already installed and provisioned by Sage's hosted support team within the online environment, and they will also install all Sage ERP MAS 90 Product Updates at no additional cost. These installations are scheduled in advance and are communicated ahead of time to our customers and partners. Online installations also offer the benefit of limited training requirements of IT staff, because all of the hardware, installation of software, and application security installation tasks are already performed by Sage.

Online and On-Premise are comparable in some areas, such as the training of users because Sage ERP MAS 90 is the same product regardless of the deployment method used. BPs will provide onsite training and classes are also available from SageU. The investment in training will not be lost as additional user training will not be required if the customer chooses to move to On-Premise.

Another area of Online and On-Premise similarity will be the additional setup or tailoring of tasks within the Sage ERP MAS 90 application itself. They will continue to be the responsibility of the customer or Business Partner.

Sage ERP MAS 90 Online vs. On-Premise Highlights

Implementation Activity	Online	On-Premise
Install Hardware	No	Yes
Install Systems Software	No	Yes
Install Application Software	No	Yes
Install All Updates & Patches	No	Yes
Tailor Application	Yes	Yes
Train Users	Yes	Yes
Train IT	Limited	Yes
Create Backups	Limited	Yes
Create Recovery Options	No	Yes

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6561 Irvine Center Drive
Irvine, CA 92618
800.854.3415
www.SageMAS.com