Sage ERP MAS 200 SQL
Powerful reporting. Innovative customization. Flexible ERP.

Frequently Asked Questions for Business Partners

1. What is Sage ERP MAS 200 SQL?

Sage ERP MAS 200 SQL 4.45 combines the features, ease of use and powerful customization of Sage ERP MAS with Microsoft SQL Server's efficiency, scalability and flexibility. SQL provides IT professionals with their familiar Microsoft SQL Server environment for ad-hoc reporting, backup, data integrity, and design tools. Sage ERP MAS 200 SQL offers product line stability and two decades of customer-driven enhancements from tens of thousands of installations. 4.45 includes the flexibility of highly customizable modern architecture, and the benefits of the established Sage ERP MAS ecosystem.

2. What is the cost of Sage ERP MAS 200 SQL 4.45?

Sage ERP MAS 200 SQL 4.45 licenses are the same price as the Sage ERP MAS 200 client server. There is no additional Sage ERP MAS charge for the SQL version of the product.

3. Can existing Sage ERP MAS 90 and 200 customers upgrade to the new Sage ERP MAS 200 SQL 4.45 product? What about the old 3.7x SQL customers?

Sage ERP MAS 200 SQL is available for **new license sales only** with version 4.45. Current Sage ERP MAS 90 and 200 customers, and Sage ERP MAS 200 for SQL 3.xx customers, will be able to choose to move to the SQL option with the 4.5 release, which will offer tools and a product-assisted upgrade path. Per our current roadmap, 4.5 is scheduled to be released in the second half of 2011.

4. Can I start selling Sage ERP MAS 200 SQL now as a Sage ERP MAS 90 and 200 Business Partner, or do additional certification requirements apply?

At least one of your employees MUST become certified before you can sell or install Sage ERP MAS 200 SQL. There is no grace period. Certification requirements consist of attending classes and passing two assessment tests. Please refer to the details in the table below, or on SageU/partner.

- Attend Sage SQL Server Fundamentals training course (optional) - $500
- Pass the Sage SQL Server Fundamentals Assessment (**required**)- $50
- Attend Sage ERP MAS 200 SQL 4.45 Install training course (**required**) - $500
- Pass Sage ERP MAS 200 SQL 4.45 Install Assessment (**required**) **Free with class!**

5. I know Sage ERP MAS 200 SQL 4.45 is going to generate a lot of interest. Can I get a deal on certification so I can start selling it quickly?

We want to encourage you to become certified**! We are offering you special promotional prices until 12/31/10.** Please refer to the details in the table below, or on SageU/partner.

- Sage SQL Server Fundamentals training course (optional) ~~$500~~   Promo: $200
- Pass the Sage SQL Server Fundamentals Assessment (**required**) $50
- Sage ERP MAS 200 SQL 4.45 Install training course (**required**) ~~$500~~ Promo: $200
- Pass the Sage ERP MAS 200 SQL 4.45 Install Assessment (**required**) FREE!

A $600 savings over regular pricing!

6. What type of classes are the certification courses?

Both the Sage SQL Server Fundamentals training course and the Installation training courses are Live, Virtual training classes. They include stepping through realistic activities and hands-on labs. For a current schedule and to sign up, visit SageU.com/partner.

7. What modules are available for Sage ERP MAS 200 SQL?

Offering a broad selection of feature-rich modules, Sage ERP MAS 200 SQL 4.45 works the way you do with flexibility that enables you to choose the modules that best suit your business needs — including core accounting and financial, business intelligence tools, web services, light assembly and distribution. Combine these modules to build an ERP system optimized for your business, and the resulting integrated system will be more powerful than the individual components.

Accounting and Financial
- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- General Ledger
- Federal and State eFiling and Reporting

Business Intelligence and Reporting
- Business Insights Dashboard
- Business Insights Explorer
- Crystal Reports
- KnowledgeSync

Customization, Integration and Data Imports
- Custom Office
- eBusiness Web Services
- Paperless Office

- Visual Integrator

Light Assembly and Distribution
- Bar Code
- Bill of Materials
- Credit Card Processing
- Inventory Management
- Purchase Order
- Return Merchandise Authorization
- Sales Order
- Sales Tax powered by AvaTax
- StarShip Freight
- StarShip Parcel

Payroll and Payroll Services
- *Abra Payroll & HR*
- *CompuPay Service*

8. Do these new customers need to purchase Microsoft SQL Server Licenses?

Sage ERP MAS 200 SQL 4.45 requires Microsoft® SQL Server licenses. Customers have the option of obtaining Microsoft® SQL Server 2008 R2 Standard edition from Sage as the **Sage SQL Server Runtime Edition**. The Sage SQL Server Runtime Edition comes with pre-established settings that streamline the Sage ERP MAS 200 SQL 4.45 implementation process. Limited for use with Sage and Sage-integrated products, including those from Development Partners for Sage ERP MAS 200 SQL, it is otherwise identical to the full Microsoft SQL Server 2008 R2 Standard edition.

9. What types of Microsoft SQL Server Licenses are available and how much do they cost?

The Sage Runtime Edition licenses offer the same full capabilities as the Microsoft SQL Server 2008 R2 Standard and can be purchased per user or per processor.

Per User Licensing
If you plan to implement and run SQL with less than 20 users, per user licensing, or client access licensing (CAL), may be more cost effective for your company. *A minimum purchase of 5 users is required.* **Cost: $175 each**

Per Processor Licensing
If you plan on having 20 or more users, you may want to consider purchasing the per processor licensing model, which allows for an unlimited number of users. **Cost: $5,000**

10. What is the difference between the new Sage ERP MAS 200 SQL 4.45 product and the old 3.7x versions?

Sage ERP MAS 200 SQL 4.45 is an improved implementation of SQL Server, see highlights below:

	Sage ERP MAS 200 SQL 4.45	200 for SQL 3.x
Schema	4.45 has normalized tables, with discrete columns	3.7x had mapped fields – i.e. many SQL columns stuffed into a single string that programs had to work with then split back out when written to
	No variant records	3.7x for example had multiple line types for Sales Order. A mapping structure was needed to evaluate a substring (e.g. 21,1) to determine what type of line (item, comment, misc, charge, etc.) each row in the SQL table represented.

		This caused additional complexities when mapping back and forth between the application and SQL Server.
	4.45 uses keyed line entry files	3.7x used a linked list index structure that caused many of the deadlock and cross-link lines issues prevalent in the 3.7x product
ADO and ODBC	4.45 uses ADO for data access and updates, which allows for a more streamlined and efficient use of SQL server. We have made significant performance gains with how we access SQL server, and limit both the amount of data requested and the frequency. Bulk insert capabilities are used in reporting for report worktables for optimal performance	
Data Caching	Due to our improved data access layer using ADO, we now take advantage of data caching for frequent queries to eliminate network traffic and CPU usage on the server for parsing queries	
Object Oriented nature of Business Framework	Making changes in the base classes allows us to realize performance gains across the entire product.	

For additional details on what's different about the release, please see the blog entry from our chief architect, Steve Malmgren, located on the Sage ERP MAS 90 and 200 community site.

11. If customers purchase Microsoft SQL Server licenses from Sage and a new version is released, is that covered under their M&S plan?

Each time a new version of Sage ERP MAS 200 SQL is released, customers current on a maintenance or support plan who have also purchased Sage SQL Server Runtime Edition licenses will receive the latest compatible release of Microsoft SQL Server.

12. Can I use Microsoft SQL Express with Sage ERP MAS 200 SQL 4.45?

Microsoft SQL Server Express is NOT supported by Sage ERP MAS 200 SQL 4.45 Sage SQL Runtime Edition is a fully functional version of Microsoft SQL Server 2008 R2 Standard edition, complete with tools and utilities, and should not be confused with the free SQL Server Express edition. SQL Express lacks many of the tools and utilities of

the Runtime Edition and limits the number of users to 5. The Sage SQL Server Runtime Edition has no restrictions on performance, number of users, or database size.

13. Can I use Microsoft SQL Server Enterprise with Sage ERP MAS 200 SQL 4.45?

Yes, Sage ERP MAS 200 SQL 4.45 is compatible with Microsoft SQL Server 2008 R2 Enterprise edition. However the Enterprise version is not available from Sage. For more information on compatibility, please refer to the 4.45 Supported Platform Matrix (SPM) available under "Support" on Sage Online.

14. All the current Sage ERP MAS 90 and 200 modules are not on the list of Sage ERP MAS 200 SQL modules, such as Job Cost or additional manufacturing modules — when will additional modules be available?

Any module not in the Business Framework, such as Job Cost and Work Order, are not available for the 4.45 release. For future releases, customer requests regarding Job Cost and other modules will continue to be monitored.

15. Sage MAS Intelligence was recently released for Sage ERP MAS 90, 200, and 500 — when will it be available for Sage ERP MAS 200 SQL 4.45?

Sage MAS Intelligence is currently on the roadmap to be available in 2011, no later than the 4.5 release, in the second half of 2011. Look for more details in the published Sage ERP MAS 90 and 200 roadmap as it is updated.

16. Will you offer an Extended Enterprise Suite version of Sage ERP MAS 200 SQL?

Version 4.45 will **not** have an Extended Enterprise Suite option or integration to SageCRM. In the second half of 2011, adding SageCRM to the SQL option is on our current roadmap with the 4.5 release. Look for more details in the published Sage ERP MAS 90 and 200 roadmap updates.

17. What payroll options are available for Sage ERP MAS 200 SQL 4.45?

At the time of release, 4.45 offers two options for processing payroll: 1) a GL integration with Abra Payroll & HR, and 2) CompuPay Payroll services. For version specifics, Please refer to the current Sage ERP MAS 200 SQL ICSM, posted on Sage Online.

18. Will Product Updates be available for Sage ERP MAS 200 SQL 4.45?

As needed, Sage will publish hot fixes for Sage ERP MAS 200 SQL 4.45. We will do not plan to provide Product Updates that include features and functionality enhancements for SQL until the 4.5 release. Please refer to the Sage ERP MAS 200 SQL section on Sage Online for any hot fix information.

19. Will existing customers be charged a Sage fee or cost to move from their current Sage ERP MAS 90 or 200, or Sage ERP MAS 200 for SQL v3.71-3.74, to version 4.5?

With the 4.5 release, Sage ERP MAS 200 SQL 4.5 will be a product upgrade option for on-plan existing Sage ERP MAS 90 and 200, and 200 SQL v 3.71-3.74 customers. Current Sage ERP MAS 200 (client server) customers will be able to choose to move to the SQL option with the 4.5 release for no additional product or M&S charge. Those customers on Sage ERP MAS 90 or Sage ERP MAS 200 for SQL v 3.71-3.74 should work with their PSR to understand the upgrade cost difference.

20. Will there be a Sage fee or cost to move from Sage ERP MAS 200 SQL version 4.45 to Sage ERP MAS 200 SQL version 4.5?

Sage ERP MAS 200 SQL version 4.45 on-plan customers will be able to move up to 4.5 as they would normally do with any new release. There will be no additional product or M&S charges.

21. Will Sage provide tools to migrate data from previous versions of Sage ERP MAS 90, 200, and 200 SQL with the 4.5 release of Sage ERP MAS 200 SQL?

With Sage ERP MAS 200 SQL version 4.5, we will provide tools to support data migrations from older versions of the product.

If a customer is on an older version of Sage ERP MAS 90 or 200, you will be required to first migrate your data to version 4.4 ProvideX and then upgrade to v4.5. This includes Sage ERP MAS 90 and 200 customers on versions older than 4.4.

If a customer is on Sage ERP MAS 200 for SQL 3.71-3.74 you will have a multi step migration-upgrade process. The first step is to migrate the Sage ERP MAS 200 for SQL 3.71-3.74 data to Sage ERP MAS 90 or 200 version 3.71 ProvideX, next upgrade to version 4.4, and then a final migration to Sage ERP MAS 200 SQL version 4.5.

22. Where do I go, and where can I send my prospects, to find more information on Sage ERP MAS 200 SQL version 4.45?

You can use the micro site www.SageMAS.com/MAS200SQL for a quick link to public information on Sage ERP MAS 200 SQL 4.45. For BP information and a BP toolkit, visit the Partner Marketing Resource Center (PMRC) or the Partner File Center (PFC).