



Sage 100 ERP Roadmap

April 2012

Sage MAS 90 and MAS 200 is becoming Sage 100 ERP
Learn More at: <http://www.sagenorthamerica.com/Company/Brand>

This roadmap is intended for use as a guideline and for information purposes only, and represents Sage's current view of its product direction.

*The information is **subject to change** at any time without notice.*

As Sage develops products using an Agile development methodology, any one of the milestones, features, release periods or versions could change. None of the information should be interpreted as a commitment on the part of Sage.





#1 worldwide vendor of ERP software for SMBs*

6.3m Customers

\$2.24 Billion
Revenue

28,000
Business Partners

40,000
Accountants'
Clubs Members

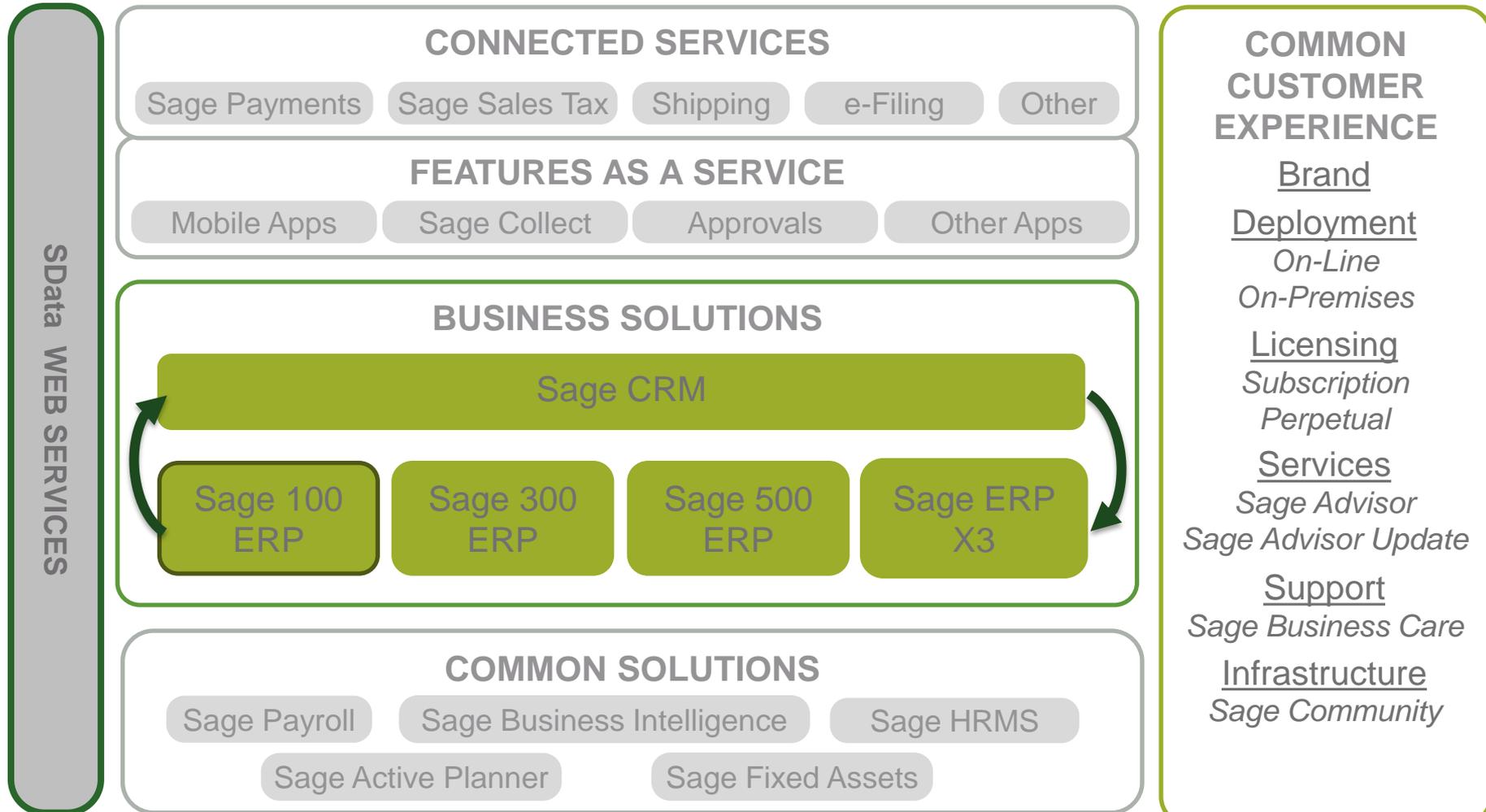
Sage 100 ERP

Serving over
45,000
customers

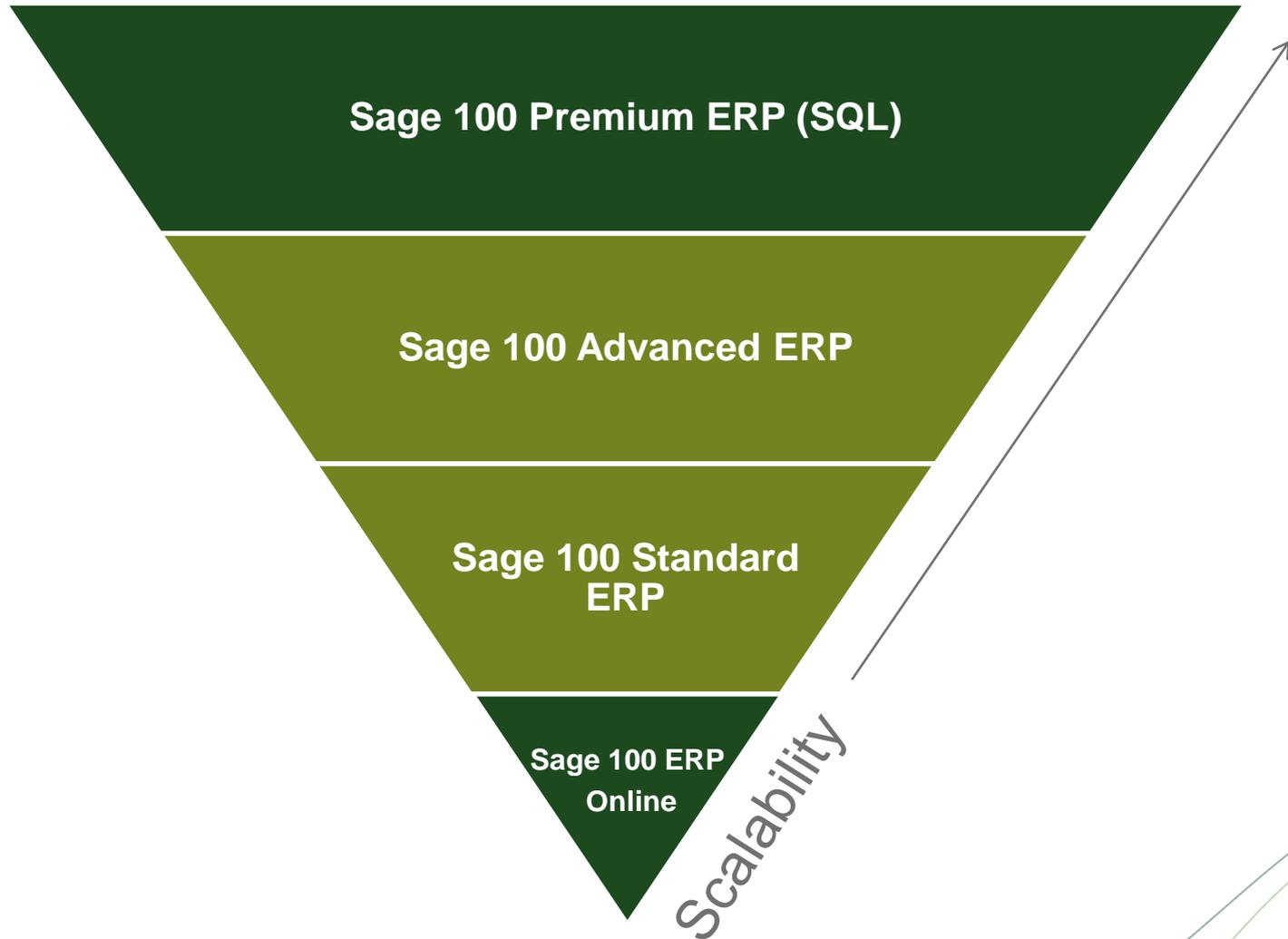
- Sage ERP strategic product
- Fully integrated business management solution
- Superior architecture that grows with your business
- Collaborative ecosystem of development partners, authorized resellers, consultants and CPAs
- Deployment and pricing options
 - On-Premises
 - Hosted (cloud)
 - Subscription or perpetual licensing



Sage Mid-Market Portfolio Strategy



Scalable As Your Business Changes





Recent Releases



www.SageMAS.com/45release

- Highlights of the 4.5 Release



Sage ERP MAS

Register for a Live Demo of 4.5

REPLAY VIDEO

POWERFUL NEW FEATURES	UPGRADE TODAY	HERE'S WHY:
<p>Welcome to Sage ERP MAS 90, 200, and 200 SQL 4.5.</p> <p>4.5 is an exciting new release of Sage ERP MAS 90 and 200, packed with enhancements inspired by you — National Account Management, streamlined sales order processes, features to efficiently handle payroll complexities, and even more flexible pricing options. And now you can choose to move to a SQL Server database!</p>	<p>For the first time, Sage ERP MAS 90, 200, and 200 SQL 4.5 is available for download, whenever you and your Business Partner are ready to start your upgrade. No waiting—conveniently download, upgrade, and start using all the 4.5 features and free SageCRM and Intelligence reporting licenses whenever you're ready!</p> <p>So click on Discover 4.5 for feature-rich videos, then Look Inside to see 4.5</p>	<ul style="list-style-type: none"> Discover 4.5 Look Inside Be Convinced

www.SageMAS.com/45release

Components

- Discover 4.5 - Videos
- Look Inside - IPH
- Be Convinced - Collateral
- See a Demo - Register for a webcast



National Accounts Payroll Sales Order Customer Relationship Management SMI

National Accounts – Accounts Receivable

In Sage ERP MAS 90, 200, and 200 SQL 4.5, National Accounts features will allow you to establish relationships between a parent company and multiple customer accounts. Using this new functionality, you can automatically invoice the parent for goods and services provided to the branch or subsidiary, while still maintaining unique customer accounts.

Move your mouse over the screen to see highlights of the new Sage ERP MAS 90 and 200 version 4.5.

Accounts Receivable Customer Maintenance Branch Company AR Invoice Sales Order

Discover 4.5

Mary gets very animated when she talks about the enhancements in Sage ERP MAS 90, 200, and 200 SQL 4.5; let her take you on a video tour of the ways that 4.5 will help you do business better. From Payroll and Sales Orders to CRM, 4.5 adds new features that will help you deliver on the promises you've made to your customers, and help your staff work more efficiently.



4.5 Overview 2:54



National Accounts 1:54



Payroll 2:43



Customer Relationship Management 2:20



Sales Order - Cash Flow 2:07

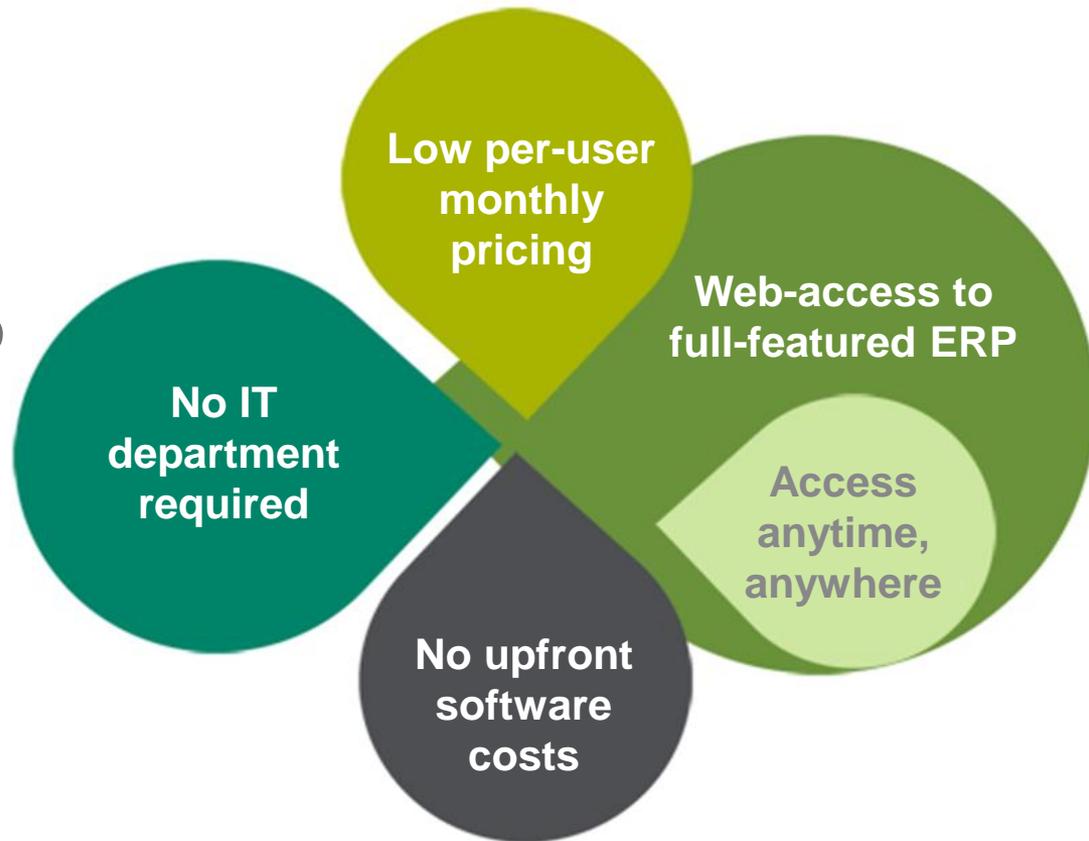


Sales Order - Pricing & Commissions 2:19

Sage 100 ERP Online

- Cloud deployment hosted by Sage
- Deployment option for
 - Short implementation timeframe
 - Limited IT staff or budget
- Seamless migration to grows

Now Available!



FRx Conversion Assistant Utility

- Utility to assist converting FRx files to Intelligence files
- The utility will help:
 - Convert native columns like Actual/Budget columns
 - Convert calculated columns that involve basic arithmetic
 - Proprietary FRx formulas will not be converted
 - Map limited row formats to Report Designer row structure
 - Due to limited correlation between FRx and Intelligence row formatting, manual rework will likely be required post-conversion
 - Convert Reporting Trees to the reporting tree structure implemented in the Report Designer (for v4.5 only)
 - Convert Catalogs to layouts in the Report Designer if the Catalog's column layout and the row format can both be converted





Connected Services

On Demand Solutions!



Stay Connected

- Sage offers a number of connected services to help optimize your business
 - Sage 100 ERP eFiling and Reporting by Aatrix
 - Sage 100 ERP Sales Tax by Avalara
 - Sage 100 ERP Credit Card Processing by Sage Payment Solutions
 - Sage 100 eMarketing by Swiftpage
 - Sage 100 ERP Business Reporting by Experian
 - Sage 100 ERP Shipping by SmartLinc (Coming soon!), Cloud Shipping by SmartLinc (Coming soon!)

AvaTaxTM

Aatrix
eFile Center

 **SmartLinc**
intelligent shipping solutions

Sage
Payment
Solutions

Swiftpage 

 **Experian**SM



Sage 100 ERP Roadmap

Product Update 3

March 2012

- 941 Changes

Shipping & Freight

Q3 2012

- SmartLinc connected service

2014 Release

Q4 2013

- Sage Advisor Update
- Sage Advisor
- Distribution enhancements

2012

2013

Sage Payroll ERP Edition

Q3 2012

- For SQL
- Stand alone GL integration

2013 Release (v5.0)

Q4 2012

- Sage Exchange
- Sage CRM integration improvements
- Sage CRM web orders and quotes
- Top Customer Enhancements
- Sage Advisor Update
- SData Web Services

Product Update

TBD

- Enhanced integration with Sage Exchange



Sage 100 ERP Shipping by SmartLinc

- Completely web based on-premise and cloud base shipping solution
- Complete carrier and shipping support for US and Canada
- Rate shopping for both parcel and freight
- Email shipping notification to customer with Bill of Lading (BOL)
- Available line item detail with packing list
- Custom shipping reporting
- Integrated with Sage 100 ERP using the Business Object Interface



Sage ERP Payroll (for SQL)

- Standalone payroll module integration with Sage 100 Premium ERP General Ledger – for SQL Only
- Includes standard tax tables and electronic media reporting for all states
- Supports unlimited direct deposit accounts as well as automatic ACH file creation – at no additional charge!
- Easily set up unlimited earnings and deduction codes
- Sage Payroll Tax Forms and eFiling by Aatrix®

The screenshot displays the Sage ERP Payroll software interface. At the top, there are tabs for 'Personal' and 'Payroll'. Below the tabs, there are icons for 'Employee Payroll' and 'Employee Activity'. The main window title is 'Employee Payroll - Dunedin Enterprises - US'. The employee details section shows 'Employee: Hugh F. Allen', 'Status: Active Employee 05/18/2000', and 'ID Number: 151'. There are navigation buttons for 'Find', 'First', 'Previous', 'Next', and 'Last'. Below the employee details, there are tabs for 'General', 'Class/Schd', 'Cost Center', 'Pay', 'Taxes', 'Other', 'Optional Fields', 'EFT', 'Garnishment', and 'Work Location'. The 'Pay' tab is selected, showing 'Pay Frequency: Biweekly', 'Regular Hours per Period: 80.00', 'Regular Hours per Day: 8.00', and 'Regular Hours per Week:'. There are also checkboxes for 'Part-time Worker' and 'Calculate overtime on a weekly basis'. The 'Earnings/Deductions for Employee' section contains a table with columns for 'Earning/Deduction', 'Description', 'Employee Rate/Amt/Pct', 'Employer Amt/Pct', 'Default Hours', and 'G/L Dist. Code'.

Q	Earning/Deduction	Description	Employee Rate/Amt/Pct	Employer Amt/Pct	Default Hours	Q	G/L Dist. Code
	401K	401k Percentage	4.62000	2.77000			DEF
	401KCU	401k Catch up Percentage	0.00000	0.00000			DEF
	ADD	Accidental Death and Dism...	1.76	6.09			DEF
	DRUG	Prescription plans	11.94	2.59			DEF
	GTL	Group Term Life Deduction	2.08	9.46			DEF
	ILL	Illness Plan					DEF
	LIFE	Life Insurance	0.97	2.72			DEF
	LTD	Long Term Disability	0.69	6.92			DEF
	MED	Medical Deduction	185.54	369.69			DEF
	REG	Regular Pay	78.40		80.00		INDIR
	VAC	Vacation					DEF
	VIS	Vision	6.27	12.54			DEF



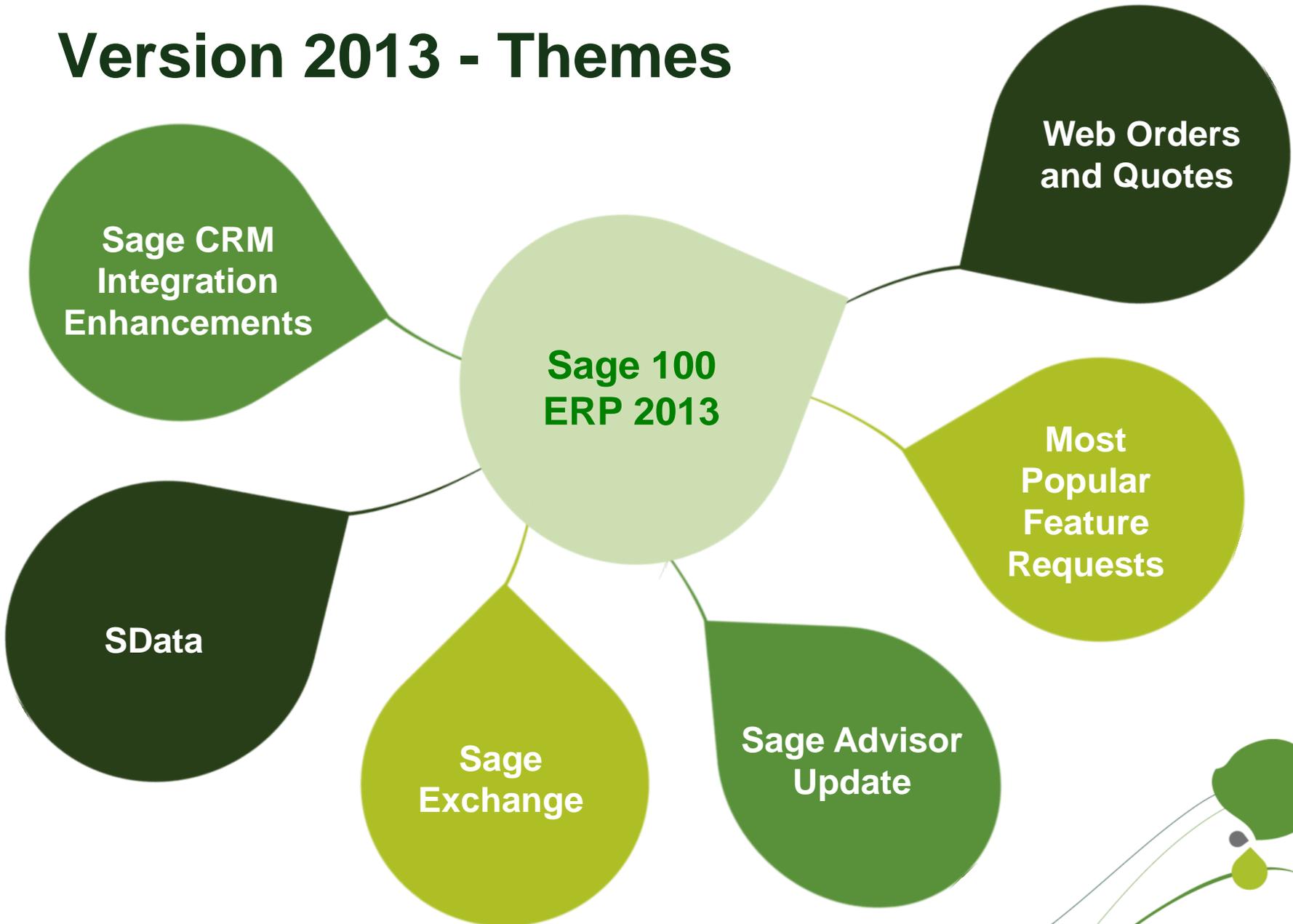
Sage ERP

Sage 100 ERP 2013 (v5.0)

Q4 2012

sage

Version 2013 - Themes



**Sage CRM
Integration
Enhancements**

**Web Orders
and Quotes**

**Sage 100
ERP 2013**

**Most
Popular
Feature
Requests**

SData

**Sage
Exchange**

**Sage Advisor
Update**





Integration with Sage Exchange

Credit Card Processing and More!



Credit Card Processing

Powered by
Sage Exchange

The screenshot shows a web application window titled "Sage Exchange - Authorization". The main heading is "Sage Payment Solutions". Below this, there are two tabs: "Payment Information" (selected) and "Bill To".

Payment Information:

- Reference 1: [Text input field]
- Card number: [Masked input field: XXXX-XXXX-XXXX-1111]
- Expiration date: [Dropdown: 02] [Dropdown: 15]
- CVV: [Text input field]
- Buttons: Back, Next, Submit, Cancel, Edit

Summary Table:

Subtotal	200.00
Tax	0.00
Shipping	0.00
Total	200.00

Additional Information:

- Click For Support: [Link]
- Thank you for using Sage Exchange
- Date: 2/15/2011
- Sage logo in the bottom right corner.

00:12:58

- Improves cash flow management and forecasting
- Reduces fraud exposure and PCI compliance costs
- Provides a consolidated view of payment activity
- Eliminates manual data entry and reduces the risk of errors
- Uses the power of Sage Exchange to drive payment transactions into Sage 100 ERP

What is Sage Exchange?



A payments platform
that facilitates:

Integration of data between
ERP systems and payment
solutions

Value added services
which can be deployed
through advanced devices,
online SaaS applications
and API's

Developer tools that allow
software companies to easily
integrate with payment
solutions and avoid PA-DSS
certification requirements



Credit Card Processing Enhancements

- Reduce fraud exposure and PA-DSS compliance costs by storing sensitive cardholder data in the secure, cloud-based Sage Exchange vault.
 - Accommodate consumers requests for added cardholder security by entering cards for one-time use without saving them in the vault.
 - Reduce transaction fees and speed entry when cards are present by swiping credit cards.
 - Enable companies that don't carry inventory but sell services to take cards on Accounts Receivable invoices.
 - Eliminate tedious manual processes while delighting your regular customers by accepting credit card payments on A/R Recurring Invoices.
- 

More Credit Card Enhancements

- More intuitive workflow to speed entry when processing credit cards in A/R Cash Receipts.
- Print the amount of the credit card payment on the appropriate Sales Order Invoice to deliver confirmation to your customers.
- Because every business and its transactions are unique, you can decide how much to pre-authorize on each transaction rather than always using the sales order amount.





Sage ERP

Introducing [SageExchange.com](https://www.sageexchange.com)

Payments Management Simplified

sage

Sage Mobile Payments Integration

- Use your smart phone to collect payments anywhere, any time
- Sage Mobile Payments captures cash sale info and sends it to SageExchange.com
- SageExchange.com feeds transaction data into Sage 100 ERP



Sage Exchange

Enjoy the benefits of Integrated Payments with Sage Exchange.

Make your business life easier by connecting your payment processing to your accounting or ERP software.



Sage Exchange

Login

Username:

RAP.owner

Password:

••••••••

[Forgot Password?](#)

Login

Easy Customization



No IT resources required. A simple three step approach to connect your payment devices and other payment software to your Sage Exchange enabled accounting or ERP software.

[Learn More](#)

Simple Mobile Payments



Turn your phone into a mobile payments device. Available on over 400 devices. Sage Mobile Payments is the industry's most secure and convenient "use anywhere" credit card terminal.

[Learn More](#)

PCI Free Zone



Increase your businesses' security and lessen your PCI burden by processing all your payments in the Sage Exchange environment.

[Learn More](#)

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Introducing Sage Exchange.com

https://www.sageexchange.com/sep/frmMyDashboard.asp Sage Payment Solu... Sage Exchange

Last Updated 02.10.2012 8:42am Alerts My Account Log Out

Sage Exchange

My Dashboard My Connections Marketplace Information Marketing Administration Support

My Dashboard

Cash Management

Sage Virtual Terminal

Daily: 46 transactions
\$3,755.84

Weekly: 0 transactions
\$0.00

Monthly: 0 transactions
\$0.00

Order Solutions

Sage Foreign Exchange

Invoice Solutions

GETI Check Solutions

Card Solutions

Fleet One Fuel Card

Mobile Solutions

Sage Mobile Payments
Daily: 43 transactions
\$2,314.78

SPS Account

Report: Enterprise Spend
Last 90 days
\$4,925.10

MasterCard \$1,442.29 American Express \$0.00

Quick Link

Support Self Service Portal

Quick Link

Add New Connection

Cash Management

Donate Now
Monthly: 17 transactions
\$33,789.00

Card Solutions

Sage GO Prepaid Visa

SPS Account

Report: Current Batch
Open: 210 transactions
\$62,185.00

Featured Products:

Debit and Credit Card Processing
Increase sales and improve customer convenience using Sage's multiple payment options.

Electronic Check Processing
Get paid faster, convert online and paper checks to electronic bank deposits.

Sage Mobile Payments
Don't over pay! Terminal rates using industry's most secure mobile solution.

Gift Card and Loyalty
Increase sales and promote your brand with gift cards and loyalty programs.

Sage Advanced Terminals
Drive repeat sales and increase customer loyalty printing custom coupons on receipts.

Sage Virtual Terminal
Easily process credit cards, debit cards and electronic checks, securely online.

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- Web (mouse) and Tablet (touch)
- Metro UI (Windows 8 active tile) dashboard
- User configured dashboard
- View your payments environment



Introducing Sage Exchange.com

- Make **Connections**
- Buy payments-related connected services (**Marketplace**)
- Manage accounts and **information**
- Generate loyalty & **marketing** campaigns
- **Administer** user roles & responsibilities
- **Support** & knowledgebase

The screenshot displays the Sage Exchange.com dashboard. The browser address bar shows the URL <https://www.sageexchange.com/sep/frmMyDashboard.asp>. The page header includes the text "Last Updated 02.10.2012 8:42am" and navigation links for "Alerts", "My Account", and "Log Out". The main navigation menu includes "My Dashboard", "My Connections", "Marketplace", "Information", "Marketing", "Administration", and "Support". The "My Connections" menu item is highlighted with a red box. The dashboard content is organized into several sections:

- My Dashboard:** A central section with a "Cash Management" widget showing "Sage Virtual Terminal" with daily, weekly, and monthly transaction counts and amounts.
- Order Solutions:** A widget for "Sage Foreign Exchange".
- Invoice Solutions:** A widget for "GETI Check Solutions".
- Card Solutions:** A widget for "Fleet One Fuel Card".
- Mobile Solutions:** A widget for "Sage Mobile Payments" showing daily transactions and amount.
- SPS Account:** A widget for "Report: Enterprise Spend" showing MasterCard and American Express balances.
- Quick Link:** A widget for "Support Self Service Portal".
- Featured Products:** A vertical sidebar on the right listing products like "Debit and Credit Card Processing", "Electronic Check Processing", "Sage Mobile Payments", "Gift Card and Loyalty", "Sage Advanced Terminals", and "Sage Virtual Terminal".
- Bottom Section:** Includes "Quick Link" for "Add New Connection", "Cash Management" for "Donate Now", "Card Solutions" for "Sage GO Prepaid Visa", and another "SPS Account" widget for "Report: Current Batch".

At the bottom of the dashboard, there are social media links for Facebook, Twitter, and LinkedIn, along with the Sage logo and copyright information.





Sage ERP

Top Customer Requests

sage

Top Customer Requests

- Based on feedback from www.sagemas.com/MAS_90_200_feedback
 - Your input matters!
- Address customer pain points by solving business needs
 - Accounts Payable invoice number expansion
 - Inactivate Customers
 - Inactivate Vendors
 - View Cleared Checks in Vendor Maintenance
 - Redesign of Inventory Maintenance Screen



Account Payable Invoice Number Expansion

- No more truncated Invoice Numbers producing duplicate Invoices and duplicate payments
 - Expanded 20 character alpha/numeric Vendor invoice number
 - Reports and Listings will display the full AP Vendor Invoice Number while retaining the portrait orientation
 - Journals, Registers and Updates updated to increase the AP Vendors invoice number
 - Journal Comments that contain references to the Vendor No + InvoiceNo + Comment Detail will expanded to accommodate the new length
 - Accounts Payable checks will be print the full Vendor Invoice Number on the check stubs



Accounts Payable Invoice Number Expansion

A/P Invoice Data Entry (ABC) 4/2/2012

Vendor No. 01-AIRWAY
 Name Airway Property
 Invoice No. 04022012-12345678901

1. Header | 2. Lines

Invoice Date 4/2/2012
 Invoice Amount 500.00
 Subject to Discount 500.00
 Prepaid Invoice

Terms Code 03 NET END OF MONTH
 Invoice Due Date 4/30/2012
 Discount Due Date
 Discount Amount .00

Hold Payment Separate Check

Accounts Payable Invoice Register
 Journal Posting Date: 4/2/2012
 Register Number: AP-000015

ABC Distribution and Service Corp. (ABC)

Division Number: 01 TRADE ACCOUNTS PAYABLE

Vendor Number	Invoice Number	Invoice Date	Due Date	Discount	Invoice Amount	Discount	Distribution Amount
AIRWAY	Airway Property						
	04022012-12345678901						
		4/2/2012	4/30/2012		500.00	0.00	500.00
		G/L Account: 555-00-03			Rent		
ALLCLIM	Allclimate Maintenance						
	987654321-APRIL						
		4/2/2012	4/12/2012		100.00	0.00	100.00
		G/L Account: 525-00-03			Equipment maintenance		
Division 01 Total:					600.00	0.00	600.00
Report Total:					600.00	0.00	600.00
						Prepaid Amount:	0.00
						Prepaid Amount:	0.00

Inactivate Customers

- Companies want to restrict transactions for certain customers (Collections, ownership change, etc.)
 - Create 'Reason Codes' to identify why customers have been inactivated
 - Include, exclude, or only print inactive customers on listings and forms for effective management
 - Prevent mistakes in various data entry, maintenance and miscellaneous programs that won't allow an inactive customer to be used
 - Keep your staff accountable by tracking 'who', 'when' and 'why' a customer was inactivated through the Customer Audit Report
 - Streamline the inactivation process by using a utility to inactivate ranges of customers
 - By company set the option to hide inactive customers in lookups for ultimate flexibility
 - View 'customer status' in lookups to be sure you are working effectively
 - Allow selected staff members to receive payments from Inactive Customers without reactivating them
- 

Inactivate Customers

Easily identify inactive customers with the reason code

Customer No. 01-MAVRK
Name Maverick Papers

1. Main | 2. Additional | 3. Statistics | 4. Summary | 5. History | 6. Invoices | 7. Transactions | 8. S/Os

Comment
Open Item Customer Internet Enabled
Customer Status Inactive
Inactive Reason DISP1 Dispute over invoices

Data Entry
Price Level
Dflt Pymt Type CHECK CHECK
Discount Rate .000 %
Fin Charge Rate 1.500 %
Item Code

	Code	Description
1	OUTOB	Out of Business
2	MERGE	Merged with another company
3	INACT	No activity in a year
4	CHP11	Chapter 11
5	DISP	Dispute over payments
6	DISP1	Dispute over invoices
7		

Accept Cancel

Inactivate Vendors

- Customers do not want to accidentally place an order for certain Vendors
 - Create 'Reason Codes' to identify why Vendors have been inactivated
 - Include, or exclude, or only print inactive Vendors on listings and forms
 - Prevents data entry for inactivated Vendors
 - Full details in the audit log for effective management
 - Option to permanently remove a Vendor based on your business rules
 - Option to hide inactive Vendors for faster lookups and data entry
 - View the 'vendor status' in the lookups for an easy visual of your Vendor lists
 - Only authorized users can make a payment to an inactive vendor so that you can avoid an unauthorized payment



Inactive Vendors

The screenshot shows the 'Vendor Maintenance (ABC) 4/2/2012' window. The Vendor No. is '01-AIRWAY' and the Name is 'Airway Property'. The 'Vendor Status' dropdown menu is open, showing 'Active' as the current selection and 'Inactive Reason' as the highlighted option. Other options in the dropdown are 'Active', 'Inactive', and 'Temporary'. The 'Inactive Reason' option is circled in green. The window also displays various tabs (Main, Additional, Statistics, Summary, History, Invoices, Transactions, Checks, P/Os), a comment field, a G/L Account field (555 00 03), and a 1099 Form section with fields for Vendor Type, Default Form, Taxpayer ID No., and Default Box No. The bottom of the window has buttons for 'Accept', 'Cancel', 'Delete', and a help icon.

Vendor No. 01-AIRWAY

Name Airway Property

1. Main | 2. Additional | 3. Statistics | 4. Summary | 5. History | 6. Invoices | 7. Transactions | 8. Checks | 9. P/Os

Comment

Vendor Status **Active**

Inactive Reason

Active

Inactive

Temporary

Data Entry

G/L Account 555 00 03

Rent

Separate Check

Use P/O Receipt of Invoice Entry for this Vendor

Primary Purchase Address

1099 Form

Vendor Type None

Default Form None

Taxpayer ID No.

Default Box No.

Misc Box 9

1099 History...

Printing

Sort AIRWAY

Batch Fax

Accept Cancel Delete

Banking Info When and Where I need It

- It is not easy to see what checks have cleared without going to Bank Reconciliation
 - Optionally display the cleared check information in Vendor Maintenance so I have all the bank information in one place
 - Optionally post to Bank Reconciliation in detail for ACH payments to make reconciliation easier

Accounts Payable Options (ABC) 4/2/2012

1. Main | 2. Additional | 3. Entry | 4. Printing | 5. History | 6. ACH

Enable ACH Electronic Payments

Post to Bank Reconciliation in Detail

Print Vendor Remittance Advice

Next Vendor Remittance Advice Number

Allow Partial Allocation of Payment Amount

Reset Pre-Note When Renumbering the Vendor

Years to Retain Electronic Payment History

ACH Electronic Payments Folder

Accept Cancel

View Checks Cleared in AP

Check, Deposit and Adjustment Entry (ABC) 4/2/2012

Bank Code: A
 Description: Security Pacific Checking
 Current Bank Balance: 615.50

1. Checks | 2. Dep/Adjust

	Check No.	Entry No.	Check Date	Reference	Payee Name	Amount	Cleared	Cleared Date
1	001611	000000	5/31/2010	01AIRWAY	Airway Property	7,000.00	<input checked="" type="checkbox"/>	4/2/2012
2	001729	000000	5/5/2010	01ANDERS	Anders Auto Repair	3,540.50	<input checked="" type="checkbox"/>	4/2/2012
3	001730	000000	5/5/2010	02ARROW	Arrowsmith Drinking \	75.00	<input type="checkbox"/>	
4	SVCCHG	000000	5/31/2010		Service Charges	65.00	<input checked="" type="checkbox"/>	1/1/1799
5						00	<input type="checkbox"/>	

Bank Recap Report... | B/R Trans Register...

Vendor Maintenance (ABC) 5/31/2010

Vendor No.: 01-ANDERS
 Name: Anders Auto Repair

Copy From... | Renumber... | More...

1. Main | 2. Additional | 3. Statistics | 4. Summary | 5. History | 6. Invoices | 7. Transactions | 8. Checks | 9. P/Ds

Bank	Check No.	Check Date	Check Type	Vendor Name	So...	Amount	Comment	Cleared	Cleared Date
A	001613	5/31/2010	Auto	ANDERS AUTO REPAIR	CD	5,577.63		No	
A	001668	5/15/2010	Auto	Anders Auto Repair	CD	2,500.00		No	
A	001669	5/31/2010	Manual	ANDERS AUTO REPAIR	AP	1,000.00		No	
A	001670	5/19/2010	Auto	Anders Auto Repair	CD	1,176.00		No	
A	001711	5/31/2010	Manual	ANDERS AUTO REPAIR	AP	3,524.81		No	
A	001727	5/31/2010	Auto	ANDERS AUTO REPAIR	CD	2,524.81		No	
A	001729	5/31/2010	Auto	ANDERS AUTO REPAIR	CD	1,000.00		No	
A	001729	5/5/2010	Auto	Anders Auto Repair	CD	3,540.50		Yes	4/2/2012

Accept | Cancel | Delete

Streamlined Item Maintenance

- Answer the two most common questions for customer service without extra keystrokes

“Do you have the item I need in stock?”

“How much is it?”

The screenshot shows the SAP Item Maintenance (ABC) window for item 1001-HON-H252. The window is titled "Item Maintenance (ABC) 4/2/2012". The description is "HON 2 DRAWER LETTER FLE W/O LK". The window is divided into several sections:

- Item Code:** 1001-HON-H252
- Description:** HON 2 DRAWER LETTER FLE W/O LK
- Product Line:** WF&A WORKSTATION FURN & ACCESS
- Product Type:** Finished Good
- Valuation:** FIFO
- Procurement:** Buy
- Unit of Measure:** Standard EACH, Purchases EACH, Sales EACH
- Price Code:** STD STANDARD QUANTITY PRIC
- Default Whse:** 000 CENTRAL WAREHOUSE
- Primary Vendor:** 01-CONT Container Corporation Of Usa
- Warranty Code:** 30 DAY 30 days from shipment
- Sales:** Retail Price 84.000, Standard Price 84.000, Last Sold 5/1/2010
- Purchases:** Standard Cost 32.750, Average Cost 34.250, Last Receipt 5/1/2010
- Last Costs:** Item 34.250, Allocated .000, Total 34.250
- Quantities Table:**

Whse	Description	On Hand	On PO	On SO	On Bk Ord	Committed	Available	In Shipping	On H
000	CENTRAL...	2,675.00	1.00	.00	.00	.00	2,675.00	.00	
001	EAST WA...	992.00	.00	3.00	.00	3.00	989.00	.00	
002	WEST WA...	1,519.00	.00	12.00	10.00	22.00	1,497.00	.00	
098	SCRAP W...	1.00	.00	.00	.00	.00	1.00	.00	

Sage CRM

■ Sage CRM integration and workflow enhancements

- Map multiple ERP companies to single Sage CRM system so you can manage ALL your companies in a single database in Sage CRM all at no additional cost
- Simplify the quote-to-order data entry workflow for Sage CRM users
- Tasks launched from sage CRM do not take up a Sage 100 ERP user license for lower cost of ownership!

The screenshot shows the 'Sage CRM Server Options' dialog box for instance 'One'. It is divided into several sections for configuration:

- Instance Information:** Sage CRM Instance ID (0001) and Instance Name (One).
- Server Parameters:** Integration Server Name (M9VBSP5), Integration Server Port ID (8888), Sage 100 ERP User Logon (nxb), Sage CRM SQL Server Name (M9VBSP5), Sage CRM SQL Database Name (CRM1), and Sage CRM Web Portal Address (http://M9VBSP5/CRM1/eware.dll).
- Allow Changes in Sage CRM to:** A list of checkboxes for permissions: Customer Name, Customer Billing Address, Primary Customer Contacts, Additional Customer Contacts, and Customer Ship-To Addresses. All are checked.
- Sage CRM SQL Server Logon:** SQL Server Uses Integrated Logon (unchecked), Logon (sa), and Password (masked with \$\$\$\$\$\$\$\$).
- Log Activity:** A list of checkboxes for logging: Sage CRM Record Creation, Sage CRM Note Creation, A/R Record Creation, and Synchronization. All are checked.

At the bottom, there are buttons for 'Load Sage CRM Data', 'Accept', 'Cancel', 'Delete', and a help icon.

Sage CRM Web Orders and Quotes

- Available on Sage 100 Advanced and Premium ERP

The screenshot shows a web browser window titled "MAS Task SO_SalesOrderRWC_UI (ABC) - Windows Internet Explorer". The address bar shows the URL: http://127.0.0.1:8880/nichwebclient_swt/mas.html?masTask=SO_SalesOrderRWC_UI&masCompar. The browser menu includes File, Edit, View, Favorites, Tools, and Help. The page content is organized into several sections:

- Order Information:** Contains fields for Order Number (0000116), Order Date (5/19/2010), Order Type (Standard), Salesperson (0100), Sage CRM User, Sage CRM Opportunity, Customer Number (01-BRESLIN), Name (Breslin Parts Supply), Customer PO Number (90-1004), Confirm To (Winnie Spackman), E-mail, Fax Number ((414) 258-9600), Ship Date (5/31/2010), Ship Via (C.O.D.), FOB (DESTINATION), and Comment (comment).
- Bill To Address:** Includes Bill To, Address (2035 N. Molalla Ave), City (Molalla), State (WI), Name (Breslin Parts Supply), ZIP Code (53266), and Country.
- Ship To Address:** Includes Ship To (with a "Residential Address" checkbox), Address (2035 N. Molalla Ave), City (Molalla), State (WI), Name (Breslin Parts Supply), ZIP Code (53266), and Country.
- Item Detail:** Shows Item Code, Item Description, Unit of Measure (EACH), Warehouse, Ordered (0.00), Back Ordered (0.00), Unit Price (0.000), Discount Percent (0.00), Extension (0.00), Promise Date (5/31/2010), Comment, and Drop Ship checkbox.

At the bottom, a table displays the item details:

Item Code	Description	Ordered	Back Ordered	Unit Price	Extension
1 1001-HON-H254LK	HON 4 DRAWER LETTER FLE	3.00	.00	135.000	405.00

The browser status bar at the bottom indicates "Done" and "Internet | Protected Mode: On".

Sage Advisor Update

- Self-service management of software updates
 - View messages on availability of new releases and product updates
 - Download installation component for manual installations
 - View maintenance and support entitlement and expiration dates
 - Schedule checks for updates
 - Pre-requisite checker for updates and fixes



Simplify Processes with Sage Advisor Update

The screenshot displays the Sage Advisor Update interface. On the left, a navigation menu includes 'Manage Updates', 'Configuration', 'Notification', 'Messages', 'History', 'Manage M & S', and 'Manage Services'. The main area is titled 'Manage Updates' and features a table of 'Available Updates'. A 'Refresh' button is located in the top right of the table area. On the right side, a 'Key Information' panel shows a status bar with three segments (red, yellow, green) and a legend: 'Current' (green), 'Nearing Expiration' (yellow), and 'Expired' (red). Below this, it states 'M&S expires on: 09/01/2011' and includes a 'www.' icon with a mouse cursor. At the bottom right, there are 'Download & Install' and 'Download Only' buttons. Three callout boxes highlight specific features: 'Schedule When to Check for Updates' points to the 'Manage Updates' menu item; 'View available updates' points to the 'Available Updates' table header; and 'Easily Download Fixes and Updates' points to the download buttons.

Product Line	Version	Type	M&S St...	Description	Link To Detail	Link To M&S
<input type="checkbox"/> Incorrectly Signed Test Ap...	14.02.20.002			Description for TestApplication140220002.msi		
<input type="checkbox"/> SSDP Test Application	newone			fgsdfg		
<input type="checkbox"/> SSDP Test Application	newone			dfgdfg		
<input type="checkbox"/> SSDP Test Application	newone			Test7		
<input type="checkbox"/> SSDP Test Application	newone			u yfukyf		
<input type="checkbox"/> SSDP Test Application	newone			asdfs		
<input type="checkbox"/> SData Bridge Demo Data S...	4			SData Bridge Demo POC		
<input type="checkbox"/> Southwind XML Data Service	0a			Initial version.		
<input type="checkbox"/> UK SSDP Test Product	1.2			This is the description		
<input type="checkbox"/> Test Application	14.02.29.003			Description for TestApplication140229003.msi		
<input type="checkbox"/> Unsigned Test Application	14.02.20.002			Description for TestApplication140220002.msi		
<input type="checkbox"/> Unsigned Test Application	14.02.20.002			TestApplication140229003.msi		

Key Information

Current
Nearing Expiration
Expired

M&S expires on: 09/01/2011

Information Links :
[Maintenance and Support Information](#)
[Version Information](#)

Download & Install | Download Only

Schedule When to Check for Updates

View available updates

Easily Download Fixes and Updates

Technology Updates

- 64-bit ODBC Driver

- Improved performance with other ODBC integrations

- MSI Implemented

- Single install of each version

- Crystal Reports version 2011

- Export to Excel
- Export to Read Only format
 - Windows 2008 new features
 - ◆ Flash integration
 - ◆ Built in Bar Code support

- Microsoft SQL 2012 support





Sage ERP

2013 Product Update

More Effective Credit Card Processing



Tighter Integration With Sage Exchange

- Some big box stores require their vendors to take payments directly from their bank accounts.
 - They refuse to carry the labor costs of data entry, postage etc. associated with traditional vendor/customer relationships.
 - Sage Exchange enables ACH (Automated Clearing House) transactions for receivable transactions.
 - Sage 100 ERP will accommodate this growing industry trend in a Product Update.
- Consumers sometimes want to split payment for large purchases between 2 or more credit cards.
 - Currently clerks must charge and post transaction to one card, then charge and post a second transaction to accommodate this request.
 - A product update will streamline this into a single integrated transaction to delight both cardholders and accounts receivable clerks.



End of Support Dates

- **Version 4.45 – March 30, 2012**
- Version 4.2 – September 30, 2012
- Version 4.3 – September 30, 2013
- Version 4.4 – September 30, 2014
- Extended Enterprise Suite versions 1.3/1.4 – September 30, 2012

For more details see

[http://infosource.sagesoftwareonline.com/
sw_attach/sso/SupportPolicy_MAS.pdf](http://infosource.sagesoftwareonline.com/sw_attach/sso/SupportPolicy_MAS.pdf)



Additional Resources

Sage ERP MAS Community

<http://community.sagemas.com>

Get Your Voice Heard - Enhancement Requests

www.sagemas.com/MAS_90_200_feedback

LinkedIn Group

MAS 90 and 200 Users and Consultants

http://www.linkedin.com/groups?mostPopular=&gid=1644357&trk=myg_ugrp_ovr