

Sage MAS 200 for SQL Version 4.45

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. Your management will appreciate the robust accounting functionality in a solution tailored to your processes. Your IT will value how easy this modular ERP system is to implement, customize, and maintain — with SQL providing database stability and scalability. They both will embrace innovative customization that allows them to optimize a powerful ERP solution to meet the unique needs of your business, and because it survives upgrades, will keep total cost of ownership (TCO) low.

Sage ERP MAS 200 SQL capabilities include scheduling and maintenance, ad-hoc reporting, and powerful data integrity tools. Integrations take place at the application level, using eBusiness Web Services or Business Objects® to ensure smooth and successful updates. Use Sage ERP MAS 200 SQL to coordinate your whole business from finance and sales to light assembly and distribution, through business intelligence and integrations.

Sage ERP MAS 200 SQL 4.45 offers product line stability and two decades of customer-driven enhancements from tens of thousands of installations, includes the flexibility of highly customizable modern architecture, and the benefits of the established Sage ERP MAS ecosystem.

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.

o Accounting and Financial

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

o Business Intelligence and Reporting

- Business Insights Dashboard
- Crystal Reports
- Business Insights Explorer
- KnowledgeSync

o Customization, Integration and Data Imports

- Custom Office
- eBusiness Web Services
- Paperless Office
- Visual Integrator

o Light Assembly and Distribution

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

o Payroll and Payroll Services

- Abra Payroll & HR
- CompuPay Service

Sage ERP MAS 200 SQL is now available for new license sales only with version 4.45. If you are current Sage ERP MAS 90 or 200 customer, or a Sage ERP MAS 200 for SQL 3.xx customer, you 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 Sage's current roadmap, version 4.5 is scheduled to be released in the second half of 2011.

For more information on MAS 200 for SQL v.4.45 contact your Martin & Associates's Account Rep today!

KPI Online

Don't spend hours creating reports, pivot tables or dashboards with stale, old data. KPI Online provides instant, real-time intelligence via pre-designed dashboards. Visually compare and then dive into the details of the information that matters to you.

Why KPI Online?

If you're a company that manages inventory, such as a food or clothing wholesaler, or a consulting company such as a CPA or law firm, you need a better way to view the data locked away in your accounting system so you can improve profitability, increase revenues and decrease costs.

You need to be able to find hidden opportunities or undiscovered problems.

And, if you're a software reseller, developer or business consultant, you need to help your customers get access to their data in a meaningful and painless way.

Ever wonder why it is so hard to use your accounting system to manage your business?

Accounting systems, even the most expensive and comprehensive ones, are not designed to be a management tool. They are designed to gather numbers and be able to report them back in a generally accepted manner to show you the overall status of the business. Of course the data you need to see how key areas are performing is in the system – and that is what is so frustrating. Getting it out in a usable, timely way generally requires custom reporting or downloading data and then manipulating it in a spreadsheet.

What if there were an easy way to get the information you need to make smarter decisions?

Everyone can use a spreadsheet, but that is part of the problem. There is little ability to audit that data and it is stale as soon as it is exported from the financial system. (Continued on page 3)

March Madness Lunch and Learn March 17th, 2011 Martin & Assoc. Cincinnati, OH

For more information or to register, please email seminar@martinandassoc.com

Sage Web Seminars

Martin and Associates would like to invite you to attend one of the free Sage online seminars. Check the schedule below and sign up now. To sign up, for a Sage Webcast please visit www.sagesoftware.com/training then click on the webcast link.

Dates:

Jan 12	Cost-Effective Compliance: What It 2:00 PM EST Consists Of and How to Achieve It
Jan 13	Go Paperless to Boost Productivity 1:00 PM EST and Reduce Costs - With doc-link™ Powered by Altec
Jan 27	Paperless Payroll With the Sage..... 2:00 PM EST Payroll PayCard
Feb 1	IFRS: Spotlight on Fixed Assets.....1:00 PM EST
Feb 3	Using EDI in Your Business2:00 PM EST Environment
Feb 16	Global Payments: Maximizing Cash.....11:00 AM EST Flow With Payment and Process Automation



Services

- E-Business
- Financial Analysis
- System Needs Analysis
- Software Sales
- Software Installation
- Software Implementation
- Software Design and Development
- Training and Support
- Custom Programming
- Hardware Installation and Support
- Web Management/ISP Services



KPI Online (continued)

Comparisons to other periods can also be a chore.

KPI Online, with its integration to most popular financial and accounting systems, provides instant access to information in an easy to use online dashboard. You choose the measures that are important to you. You choose the comparison data and then you can choose to drill down into more detail as you want to get smarter about the underlying factors.

KPI Online is here to help.

KPI Online understands that you have invested a lot in your current business systems. You have spent your funds for software and hardware. You have trained the staff how to use the products and you probably have written a lot of custom reports.

That's why with KPI Online there is nothing to buy in order to try it out. For 30 days, you can dive into your data as much as you want. And after that, KPI Online is extremely affordable at less than one hundred dollars per user, per month.

The software runs as a service, so there is no new software you have load or configure at your site or on your network. And if you have one of the more popular financial packages – QuickBooks, Dynamics NAV or AX (GP coming soon!), Sage MAS 90 – there is an integration ready to go. All you need to do is download it and follow the steps to extract data. KPI Online does the rest. Even if you don't have one of those software packages, KPI still makes it easy to get the data to your dashboard via a spreadsheet.

KPI Online comes with pre-built dashboards that show you the most common measures for a company. And you can easily create new measures that are important for you.

Instant Insight into your key business metrics

KPI Online provides you with the tools to instantly and directly access the key information you need to

make decisions in a timeframe to actually make a difference to the performance of your company, instead of when it's too late. Most companies rely on spreadsheets to build reports using data exported from their accounting systems or ERP systems, but because of accounting cycles the data is usually out-of-date by the time you get the report. KPI Online provides Instant Business Intelligence for the intelligent business person.

A view to a single version of the truth

You probably have analysts, account executives, assistants or accounting people creating your reports using spreadsheets. However, human error is often a factor, and the desire to put a positive "spin" on the numbers is always a temptation. How do you know you're getting accurate data that truly reflects what's going on in your business? With KPI Online you have direct access to the data stored in your accounting or ERP system, so you know the reports and dashboards that you're getting are a true reflection of what's really going on in your business.

No risk – Just reward

The expensive licensing fees, exorbitant implementation costs and projects that always seem to run over-time and over-budget, have kept many small businesses from implementing business intelligence solutions. With KPI Online there is no risk involved, since the software is delivered as a secure online service. Because KPI Online host the application themselves in a secure data center, there is no software to install, no expensive licensing fees, maintenance fees or computer hardware to purchase. Finally, your data is secure because KPI Online has implemented the highest security standards and are backed up by their hosting partner Amazon Web Services' seal of security.

For more information on KPI Online, please contact your Martin & Associates' Account Representative.

Course List

Course Title	Course Length	CPE Credits	Cost
Business Alerts	1 day	8	\$395
4.2 Customer Workshop GL or LM	1 day	8	395
4.2 Customer Workshop SO & AR	1 day	8	395
MAS 90/200 Core Applications	5 days	40	1,580
MAS 90/200 GL, AP, AR, or Payroll	1 day	8	395
Crystal Reports - Introduction	2 days	16	790
Crystal Reports - Beyond the Basics	2 days	16	850
Distribution	3 days	24	1,070
Inventory Management	1 day	8	395
Sales Order or Purchase Order	1 day	8	395
Return Merchandise Authorization	1 day	8	395
Manufacturing	3 1/3 days	28	1,265
Inventory Management	1 day	8	395
Bill of Materials or Work Order	1 day	8	395
Material Requirements Planning	½ day	4	250
MAS 90/200 Installation	2 days	16	1,080
MAS for SQL Installation	1 ½ days	12	600
FRx	2 days	16	790
Data File Structure	1 day	8	395
Technical Support	2 days	16	850
Job Cost	2 days	16	790
Visual Integrator	2 days	16	790
Customizer or Customizing Forms	1 day	8	395
Data Migrator	2 days	16	690
e-Business Manager	2 ½ days	19	1,000
BusinessWorks Core	4 days	32	1,175
BW System Manager or GL	½ day	4	200
BW A/P, A/R, Payroll, Order Entry, Inventory Control or Job Cost	1 day	8	345
BusinessWorks: Crystal Reports	2 days	16	690
FAS Intermediate	2 days	16	1,100
Abra Human Resources or Payroll	3 days	24	1,320
Abra Crystal Report Writer (HR or PR)	1 day	8	690
Abra Payroll Year End (Lecture)	1 day	8	575
Dynamics GP Financial Series	5 days	40	1980
Dynamics GP Foundations	1 day	8	495
Dynamics GP General Ledger	1 day	8	495
Dynamics GP Payables Management	1 day	8	495
Dynamics GP Receivable Management	1 day	8	495
Dynamics GP Fixed Assets	1 day	8	495
Dynamics GP Bank Reconciliation	1/2 day	8	250
Dynamics GP Supply Chain Series	3 days	4	1188
Dynamics GP Inventory Control	1 day	24	495
Dynamics GP Purchase Order Processing	1 day	8	495
Dynamics GP Sales Order Processing	1 day	8	495
Dynamics CRM Sales Management	1 day	8	495
Dynamics CRM Marketing Automation	1 day	8	495

To register for Sage classes, please visit
<http://www.sagesoftwareuniversity.com>

To register for Microsoft classes please fill out the registration form and fax it to 513-772-4529 or call Mary at 513-772-7284 x118

Class Spotlight

Dynamics CRM Sales Management:

This one-day course explores the Microsoft Dynamics CRM application from the user's perspective. Application functionality covered in the course includes Core CRM Navigation, User Interface, Outlook Client, and the Sales Management module.

This course teaches the process and functionality used by sales managers and sales representatives. This course begins with an introduction to the core concepts of Microsoft Dynamics CRM then an overview of the sales processes. Subsequent lessons explore the sales concept in greater detail. A thorough understanding of the sales process in Microsoft Dynamics CRM helps you to get the most out of your system.

Dynamics CRM Marketing Automation:

This one-day course explores Microsoft Dynamics CRM application for a user's perspective. Application functionality covered in this course includes Core CRM Navigation, User Interface, Outlook Client, and Marketing Automation module. This course teaches the processes and functionality used by the marketing managers and marketing representatives. It begins with an introduction to the core concept of Microsoft Dynamics CRM and then an overview of the marketing automation processes. Subsequent lessons explore the marketing concepts in greater detail. A thorough understanding of the marketing processes in Microsoft Dynamics CRM helps you to get the most out of your system.

Microsoft Classes Registration

Event/Class Choice _____

Class Date _____

Name _____

Company _____

Address _____

City _____

State and Zip _____

Office Number _____

Fax Number _____

E-mail address _____

*Credit Card # _____

Expiration Date _____

Cardholder Name _____

** To register for Sage courses, please visit
<http://www.sagesoftwareuniversity.com>

In case of cancellation, participants must notify the training center at least two weeks prior to the class in order to avoid loss of full tuition.



Events and Training Schedule January 2011 through April 2011

January

Monday	Tuesday	Wednesday	Thursday	Friday
3	4	5	6	BusinessWorks - Job Cost
10	Abra HR	Abra HR Visual Integrator	Abra HR Visual Integrator	Abra HR Crystal Reports
17	FRx	FRx	BusinessWorks - Inventory Control	BusinessWorks - Order Entry
24	Distribution - Inventory Management	Distribution - Sales Order	Distribution - Purchase Order	Distribution - RMA
Data File Structures 31	28	29	30	

February

Monday	Tuesday	Wednesday	Thursday	Friday
	Intro to Crystal Reports Tech Support	Intro to Crystal Reports Tech Support	Crystal Reports Beyond the Basics	Crystal Reports Beyond the Basics
MAS 90/200 Core Intro and Sys. Admin GP Financials - Foundations	MAS 90/200 Core General Ledger GP Financials - General Ledger	MAS 90/200 Core Accounts Payable GP Financials - Payables Management	MAS 90/200 Core Accounts Receivable GP Financials - Receivables Mgmt	MAS 90/200 Core Payroll GP Financials - Fixed Assets
14	BusinessWorks Core Intro/Sys Admin	BusinessWorks Core Accounts Payable	BusinessWorks Core Accounts Receivable	BusinessWorks Core Payroll
21	e-Business Manager	e-Business Manager Applications in Dynamics CRM	Applications in Dynamics CRM	Applications in Dynamics CRM
28				

March

Monday	Tuesday	Wednesday	Thursday	Friday
	Manufacturing - Inventory Mgmt	Manufacturing - Bill of Materials	Manufacturing - Work Order	Manufacturing - MRP
7	Abra PR	Abra PR Job Cost	Abra PR Job Cost	Abra PR Crystal Reports
14	Business Alerts	16	17	18
21	Dynamics GP Supply Chain - IC	Dynamics GP Supply Chain - POP	Dynamics GP Supply Chain - SOP	BusinessWorks Crystal Reports
28	29	SQL Install	SQL Install	

April

Monday	Tuesday	Wednesday	Thursday	Friday
				BusinessWorks - Job Cost Customizer
Applications in Dynamics CRM	Applications in Dynamics CRM Distribution - Inventory Mgmt	Applications in Dynamics CRM Distribution - Sales Order	Distribution - Purchase Order	Distribution - RMA
Data File Structures 11	Tech Support Intro to Crystal Reports	Tech Support Intro to Crystal Reports	Job Cost Crystal Reports Beyond the Basics	Job Cost Crystal Reports Beyond the Basics
18	Visual Integrator	Visual Integrator	21	22
25	Manufacturing - Inventory Mgmt	Manufacturing - Bill of Materials	Manufacturing - Work Order	Manufacturing - MRP

Let Martin and Associates assist you with all of your training needs. Martin and Associates is constantly receiving positive evaluations and we continuously hear how "friendly, helpful and hospitable" we are. Martin and Associates not only wants each student to have a positive learning experience but also to have fun and enjoy class with their fellow students. We are one of the few training centers that offer a complimentary continental breakfast, as well as, lunch at a local restaurant.

Martin and Associates has been training and working with resellers since 1988 and became a Sage Authorized Training Center (ATC) in 1997. Starting with one training room and three trainers, we have grown to three training rooms and thirteen trainers. Our thirteen certified trainers are consulting specialists when they are not teaching; therefore, they are able to bring real world situations to the classroom.

Martin and Associates always uses Sage certified course curriculum and all of our courses include hands-on demonstrations, interactive sessions, reviews, and lab exercises. We guarantee your satisfaction!

Save the Date

March Madness Lunch & Learn
March 17th, 2011

For more information on upcoming events, please visit
http://www.martinandassoc.com/M&A_events.htm



Information Matters

Information Matters



Product	SLP	Annual Maintenance
Electronic Banking Suite		
ACH Complete - Accounts Payable, Accounts Receivable, Sales Order & Payroll Bundle	2,995.00	1,000.00
ACH Complete - Accounts Payable, Accounts Receivable & Sales Order Bundle	2,595.00	865.00
ACH Complete - Accounts Receivable & Sales Order Bundle	1,795.00	600.00
ACH Complete - Accounts Payable & Accounts Receivable Bundle	2,095.00	700.00
ACH Complete - Accounts Payable & Sales Order Bundle	2,095.00	700.00
ACH Complete for Accounts Payable	1,295.00	430.00
ACH Complete for Accounts Receivable	1,295.00	430.00
ACH Complete for Sales Order	1,295.00	430.00
ACH Complete for Payroll	695.00	230.00
Positive Pay - Accounts Payable & Payroll	1,095.00	365.00
Positive Pay - Accounts Payable	795.00	265.00
Positive Pay - Payroll	795.00	265.00
BankRec Clear	795.00	265.00
BankRec Clear and Positive Pay Accounts Payable	1,350.00	450.00
BankRec Clear and Positive Pay Payroll	1,350.00	450.00
BankRec Clear and Positive Pay Accounts Payable & Payroll	1,500.00	500.00
Sales Tax Management		
Sales Tax Management Bundle	1,795.00	599.00
Sales Tax Management - Accounts Payable & Purchase Order	1,195.00	398.00
Sales Tax Management - Accounts Receivable & Sales Order	1,195.00	398.00
Sales Tax Management - e-Business Manager	495.00	165.00
White Paper		
White Paper Suite	598.00	358.00
White Paper W2	390.00	238.00
White Paper 1099	240.00	144.00
Other		
Payroll Additional Pay Rates	795.00	265.00
Customer Sales/ Vendor Purchase History Recalculation	765.00	N/A
Magnetic Media - State Quarterly Unemployment Reporting	1,295.00	430.00
Magnetic Media - State W2 Electronic Media Reporting	1,095.00	365.00