

Finding Bottom Line WOWS to Beat the Economic Woes

Featured this month are ideas to help your business save dollars and become more efficient by

- sending purchase orders, invoices and acknowledgements electronically (EDI)
- lowering carrying costs for inventory and fulfilling orders (Barcoding)
- "watching" your business with Sage Knowledge Sync Alerts and Business Intelligence.

If any questions - contact us. We can help your business' bottom line in 2009.

Bar Coding



The economic downturn is difficult news to escape and companies everywhere are feeling the pinch. It is imperative for distribution and manufacturing companies to explore ways to eliminate expensive mistakes that weigh heavily on the bottom line. Barcoding is one such way an organization can leverage technology and see dramatic improvements in operational efficiency and cost reduction. (Continued on Page 2)

Electronic Data Interchange



Electronic Data Interchange (EDI) allows companies to electronically exchange business documents, such as purchase orders and invoices, with suppliers and manufacturers. In the past, documents were typically traded over public communication networks called Value Added Networks (VAN), which operated as third-party message clearinghouses for buyers and suppliers who needed to exchange data. (Continued on Page 3)

Sage



KnowledgeSync

If there are two words that best describe what a company needs to survive in these challenging economic times, they are "streamlining" and "diligence". Whereas two or three years ago a company could afford to pay a person to "handle invoicing" or "do collections", today that luxury is gone. So too has vanished an organization's ability to experience a stock shortage only to say "when it comes in, it comes in".

Today, every minute of every person's workday matters – and now is the time to take a critical look at the tasks that each person performs and ask yourself "Could that task be automated, and thus free-up that person's time for more productive activities?" If, for example, you have people on staff whose responsibilities include generating and delivering invoices or statements, issuing POs for vendors, or tracking down late deliveries, consider an investment in software that could automate these tasks. Sage KnowledgeSync, an Alerts and Workflow solution, is just that kind of software. KnowledgeSync is a "monitor & response" technology whose purpose it is to monitor the changing conditions within your business and automatically execute the appropriate response. (Continued on Page 3)

Bar Coding (Continued)

Inventory variances are a significant cost to all distribution companies. The year end physical count brings up any unexpected variances and can cost companies thousands of dollars if the quantities are lower than the system originally showed.

When the inventory seems to disappear and the ERP system does not match actual inventory quantities, the cause can be challenging to identify.

A barcoding system ensures that every time inventory is received, transferred, issued or shipped, it is scanned. Items are validated real-time against your ERP solution to guarantee an error-free transaction. Shipping errors, misidentified items, receiving problems and handwriting mistakes are all eliminated. The location of the inventory is recorded at each step of the distribution process so it becomes impossible to "lose" inventory.

Many companies consider carrying costs or safety stock an expected cost of doing business but with a more accurate idea of inventory quantities, carrying costs can be drastically reduced. Let's assume a distribution company carries \$4,000,000 worth of finished goods inventory. The average company carries at least 10% of their inventory as safety stock. Using that percentage, our sample company is carrying \$400,000 worth of inventory to allow for discrepancies in their system. If their accuracy level is increased to 95% through barcode technology (a conservative estimate when average accuracy levels reach the 99% rate with barcoding) then their safety stock levels can be reduced to 5% or \$200,000. This company can immediately reduce \$200,000 in annual cost and bring that money back to their bottom line.

In tough economic times, money should only be invested in technologies that can significantly reduce costs and make an immediate impact on the bottom line. Barcoding technology is a simple way to enhance your ability to compete in a tough market.

Barcoding is a simple way to enhance your ability to compete in a tough market.

March Madness

Lunch and Learn

March 19th 2008

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:

- | | |
|--------|---|
| Feb 4 | Sage MAS 90 and 200 Executive..... 11:30 AM EST
Overview - Broaden your Horizons! |
| Feb 11 | Distribution Solutions for MAS 90.....11:30 AM EST
and MAS 200 - Effectively managing the supply chain |
| Feb 12 | Sage MAS 500 Distribution.....11:30 AM EST
Essentials |
| Feb 12 | Sage MAS 500 Advanced Distribution...1:00 PM EST
Without the Headaches |
| Feb 26 | Sage MAS 500 - Customization tools.....1:00 PM EST
Custom Software without the Huge Price Tag |



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



EDI (Continued)

Despite its benefits, VAN EDI saw limited adoption due to its expense. Over 75% of the suppliers in any given supply chain communicated with customers via fax, telephone, or postal mail because they could not justify the investment required for VAN EDI.

With the availability of secure Internet-based products, EDI has become much more affordable and widely used as a tool for increasing productivity. Companies of all sizes are now able to transact electronically with trading partners at a cost that's less than 10% of the expense of traditional paper transactions. Early adopters of EDI included the retail, automotive, grocery, freight, and financial industries. Today, you can add the electronics industry and the U.S. government to the list of loyal EDI fans.

Cut costs, eliminate manual mistakes, and expand your customer base. EDI is quickly becoming a critical tool for managing supply chains and maximizing operational efficiency.

Some of EDI's benefits include:

- Decreased data entry cycle time
- Reduction in data errors
- Elimination of paper and postage costs
- Reduction in administrative time spent typing, signing, checking and approving documents
- Cutting the time needed to place and fill orders

EDI in many cases is now a supply chain requirement rather than a choice. Most big-box retailers, including Target and Wal-Mart, and department stores such as JC Penney, require EDI capabilities if you plan to become one of their vendors. If you're selling to national and regional chain stores, government entities and other large companies — or would like to be — EDI could be the key to limitless business growth.

EDI is quickly becoming a critical tool for managing supply chains and maximizing operational efficiency

KnowledgeSync (Continued)

Have a new order that's just been placed? KnowledgeSync sees it, generates the corresponding invoice, and emails it to the client. Running low on an inventory item? KnowledgeSync identifies the item and faxes a purchase order to your supplier. Got analytical reports that need to be produced and delivered? KnowledgeSync does that too.

But streamlining your staff's time and activities through the automation of repetitive tasks is only half of your battle in a challenging economy. The other half is diligence — or, as Mark Twain said, "Put all your eggs in one basket and watch that basket."

"Watching" your business — whether it's monitoring receivables that are overdue for payment, taking advantage of early-pay discounts from your suppliers, or identifying stock items that have had excessive price increases — is more important today than ever before. The difference between \$100,000 in overdue receivables and \$10,000 in overdue receivables can be the determining factor in a company's survival.

And that's where Sage KnowledgeSync again enters the picture. With KnowledgeSync, monitoring your business for "exceptions" — those day-to-day anomalies that can collectively determine the viability of your organization — is not left to chance. KnowledgeSync comes pre-configured to monitor hundreds of common business conditions, and gives you the ability specify an unlimited number of additional "trigger points". When these conditions do occur, KnowledgeSync sends alerts to the appropriate people via any device — cell phone, pager, email, fax, or dynamic dashboard. And beyond sending alerts, KnowledgeSync triggers the creation of intelligent workflow — follow-up actions that ensure that you respond in the manner most appropriate to the business event that occurred.

You can get started with Sage KnowledgeSync Professional for free. The only cost is \$399 per year for annual Maintenance and Support services.

KnowledgeSync is a "monitor & response" technology

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
Business Works 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
Business Works: 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

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

Continental Breakfast at 8:30 AM.
 Classes start at 8:45 AM.

Class Spotlight

Wholesale Distribution: Includes the following classes.

Inventory Management: This course guides attendees through the major functions of the Inventory Management solution. Including IM setup, entering items, including kits into inventory, using kits and transactions to update inventory and generate reports.

Sales Order: This course teach you how to access the information you need, when you need it, for smoother flowing sales order processing. Topics include set up of application, processing orders and invoices, and report generation.

Purchase Order: In this class you will learn how to improve accuracy and squeeze unnecessary costs out of your purchasing process. This class provides detailed information and curriculum for implementing and operating your Purchase Order solution.



Events and Training Schedule

February 2009 through May 2009

February

Monday	Tuesday	Wednesday	Thursday	Friday
MAS 90/200 Core Intro and Sys.Admin	MAS 90/200 Core General Ledger FAS Intermediate	MAS 90/200 Core Accounts Payable FAS Intermediate	MAS 90/200 Core Accounts Receivable Job Cost	MAS 90/200 Core Payroll Job Cost
9	10	BW - Inventory Control	BW - Order Entry	Business Alerts
16	17	FRx	FRx Data Migrator	Customizer Data Migrator
23	Abra HR 24	Abra HR 25	Abra HR 26	Abra HR CR 27

March

Monday	Tuesday	Wednesday	Thursday	Friday
2	SQL Install BusinessWorks Job Cost	SQL Install 4	Job Cost 5	Job Cost 6
9	BusinessWorks Core - Intro & General Ledger	BusinessWorks Core - Payables 11	BusinessWorks Core - Accounts Receivables 12	BusinessWorks Core - Payroll 13
16	17	18	March Madness Lunch & Learn 19	20
Data File Structures 23	Intro to Crystal Reports Tech Support 24	Intro to Crystal Reports Tech Support 25	Crystal Reports - Beyond the Basics 26	Crystal Reports - Beyond the Basics 27
BusinessWorks Crystal Reports 30	BusinessWorks Crystal Reports 31			

April

Monday	Tuesday	Wednesday	Thursday	Friday
		FRx 1	FRx 2	3
Distribution - IM 6	Distribution - Sales Order Visual Integrator 7	Distribution - Purchase Order Visual Integrator 8	Distribution - RMA 9	10
Dynamics GP Financials - Foundations 14	Dynamics GP Financials - General Ledger 15	Dynamics GP Financials - Payables Management 16	Dynamics GP Financials - Receivables Management 17	Dynamics GP Financials - Fixed Assets 18
Abra HR Manufacturing - IM 20	Abra HR Manufacturing - Bill of Materials 21	Abra HR Manufacturing - Work Order 22	Abra HR Crystal Reports Manufacturing - MRP 23	24
Data File Structure 27	Intro to Crystal Reports Tech Support 28	Intro to Crystal Reports Tech Support 29	Crystal Reports - Beyond the Basics e-Business Manager 30	

May

Monday	Tuesday	Wednesday	Thursday	Friday
				Crystal Reports - Beyond the Basics e-Business Manager 1
Abra Payroll 4	Abra Payroll 5	Abra Payroll 6	Abra Payroll Crystal Reports FAS Intermediate 7	Abra Payroll Crystal Reports FAS Intermediate 8
MAS 90/200 Core Intro and Sys.Admin 11	MAS 90/200 Core General Ledger 12	MAS 90/200 Core Accounts Payable 13	MAS 90/200 Core Accounts Receivable 14	MAS 90/200 Core Payroll Business Alerts 15
Dynamics GP Supply Chain - Inventory Control 20	Dynamics GP Supply Chain - POP Job Cost 21	Dynamics GP Supply Chain - SOP Job Cost 22	BusinessWorks - Inventory Control 23	BusinessWorks - Order Entry 24
25	26	FRx 27	FRx 28	Customizer Data Migrator 29

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

Finding Bottom Line WOWs to Beat the Economic Woes Webinar

Monday, February 23rd
9:00 - Barcoding with Scanco
10:00 - EDI with SWK
11:00 - KnowledgeSync with Vineyardsoft

To sign up, please email seminar@martinandassoc.com



Information matters!



Product	SLP	Annual Maintenance
Electronic Banking Suite		
ACH Complete - Accounts Payable; Accounts Receivable; Sales Order & Payroll Bundle	2,995.00	750.00
ACH Complete - Accounts Payable; Accounts Receivable & Sales Order Bundle	2,595.00	650.00
ACH Complete - Accounts Receivable & Sales Order Bundle	1,795.00	450.00
ACH Complete - Accounts Payable & Accounts Receivable Bundle	2,095.00	525.00
ACH Complete - Accounts Payable & Sales Order Bundle	2,095.00	525.00
ACH Complete for Accounts Payable	1,295.00	325.00
ACH Complete for Accounts Receivable	1,295.00	325.00
ACH Complete for Sales Order	1,295.00	325.00
ACH Complete for Payroll	695.00	175.00
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	498.00	298.00
White Paper W2	325.00	198.00
White Paper 1099	200.00	120.00
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