

## Protect Your Business from Fraud: Keep Your Financial Information Secure

More than a quarter of business owners have been victims of fraud, which can result in thousands of dollars in losses to your business and, in some cases, even bankruptcy. To fully protect your business finances, you need to have strong security controls in place in your financial management software.

### Fraud: It's a Bigger Problem Than You Think

Your growing business has to fend off many different kinds of threats: competition, economic changes, and the rising costs of goods or human resources - the list can be long. But one large threat to your business can be a silent, looming killer - fraud.

Fraud comes in a variety of forms, including credit cards and check fraud as well as employee theft. Some of the most common types of employee fraud include stealing assets either directly or through kickbacks from third parties. Some specific examples include: taking bribes from customers/suppliers, claiming undue overtime, stealing company secrets, or embellishing an expense account.

Regardless of the nature of the fraudulent activity, the propensity for loss is tremendous. According to a survey of small and medium businesses conducted in October 2007, more than a quarter of business owners have been victim on fraud.

Fraud can threaten the stability of a business by resulting in significant financial loss. According to the survey, business owners who were victims of fraud have lost an average of \$38,000 each - and four in ten lost more than \$50,000.

The Association of Certified Fraud Examiners (ACFE) reports the typical business will lose an average of 6 percent of revenues from employee theft alone. The ACFE Report to the Nation on Occupational Fraud and Abuse reveals that small businesses suffer disproportionate losses (compared to large corporations) due to the limited resources they have to devote to detecting fraud. Unfortunately, your own employees can significantly harm or even destroy your business. A U.S. Chamber of Commerce survey reports that one-third of business bankruptcies are due to employee theft.

The good news is that business owners can - and are - fighting back. According to the October 2007 survey, business owners are starting to combat fraud, with 66 percent saying they have taken actions to protect their business against fraud in the past five years. It is imperative for you to join these businesses and protect yourself from fraud.

This information was taken from Jon Woodard's *Protect Your Business from Fraud: Keep Your Financial Information Secure*. To learn more about identifying and combating fraud in your company, please read the rest of his article at <http://tinyurl.com/yb5heu3>.

### How M&A Can Help

- Confirm you are compliant with Payment Card Industry's PCI standards including new rules coming out July 2010 for credit cards.
- Show you how our supported solutions in ERP and CRM can benefit you.
- Contact your Martin & Associates' Team Member if you have any questions about how your ERP software can help protect your company from fraud.

## Sage MAS 500 7.3

Sage MAS 500 version 7.3 is now shipping!

Sage MAS 500 has a rich history as an award winning ERP solution that delivers comprehensive business functionality which enables mid-market enterprises to improve efficiency and productivity while reducing operational costs. Powerful, yet simple real-time reporting and data analytics provide business intelligence needed to optimize business decisions and maintain a competitive edge during challenging economic conditions.

Version 7.3 extends that heritage by setting new standards for quality and reliability, introducing numerous usability enhancements that improve productivity performance and scalability to empower you to accomplish more with fewer resources. Extended platform updates deliver support for the latest operating systems, database platforms, and virtualization.

Both new and existing customers will immediately benefit for the new technologies, in addition to the usability, scalability, and performance improvements throughout the system.

For more information on MAS 500 7.3, please visit [http://www.martinandassoc.com/M&A\\_productlines\\_BES.htm](http://www.martinandassoc.com/M&A_productlines_BES.htm) or call your Martin & Associates team member.

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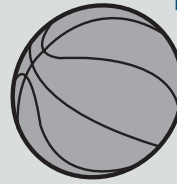
## Sage Easy Pay Maintenance Option

Sage now offers an Easy Pay option for yearly maintenance. This option divides your maintenance into monthly payments without additional financing charges. This option is currently available for MAS and SalesLogix customers.

Contact M&A for paperwork to join Sage Easy Pay.

## March Madness Lunch and Learn

March 18th 2010  
Martin & Assoc.  
Cincinnati, OH



For more information or to register, please email [seminar@martinandassoc.com](mailto: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](http://www.sagesoftware.com/training) then click on the webcast link.

### Dates:

Feb 9	What's New in Sage MAS 90 and ..... 2:00 PM EST and 200 v4.4?
Feb 16	What's New in Sage MAS 500 v7.3?..... 2:00 PM EST
Feb 17	Control Your Budget - Budget ..... 1:00 AM EST Control Bundles for Sage MAS 500
March 9	Streamline Critical Business..... 2:00 PM EST Processes with Sage MAS 90 & 200 Extended Enterprise
March 10	Lower Business Cost & Improve..... 2:00 PM EST Workforce Management with Abra HRMS



## 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



## Microsoft Dynamics GP 2010

The newest version of Microsoft Dynamics GP is expected to ship later this year. A lot of new features have been added to the new version to improve functionality. Below are some of the new features added to Foundations and Financials.

### Foundations Enhancements:

- **E-mail Functionality** - By using the e-mail functionality in Microsoft Dynamics GP, you can embed documents into the body of the e-mail or send documents as attachment. You can send single document, batch of documents, or send multiple documents using lists. When setting up e-mail functionality, you can select which documents you can send and which customers and vendors should receive their documents in e-mail. If you are using Word templates for Microsoft Dynamics GP, you can send predefined or customized forms. A document can be sent in either an HTML, XPS, PDF or DOCX file format type. You can also combine multiple documents to be sent in a single e-mail.
- **Microsoft Dynamics Online Connect** - The Microsoft Dynamics GP home page hosts Microsoft Dynamics Online Connect. Connect displays a series of slides that makes the benefits of the Microsoft Dynamics Business Ready Enhancement Plan easy to find and have access to. The slides allow you to perform self-help support, get information, and perform training from the Microsoft Dynamics GP home page. Connect is available to all users on the home page and is specific to each user's home page role
- **Security** - You can display only security tasks and items to which access has been granted in the Security Task Setup window, the Security Role Setup window, and the User Security Setup window instead of viewing all security tasks, roles, and items. There are two additional enhancements to Foundations. 1.) You can now copy user security settings from one user to another. 2.) You can now automatically logon to Microsoft Dynamics GP and a company.

### Financials Enhancements:

- **General Ledger**
  - Exclude inactive accounts in Accounts lookup
  - Clear recurring batch amounts
  - Combine multiple General Ledger budgets into a single, master budget
  - Comply with International Financial Reporting Standards (IFRS) requirements
  - Create budget transactions
- **Payable Management**
  - Exclude inactive vendors in Vendors lookup
  - Exclude expired discounts from payments
  - Select multiple ranges for payable check runs
  - Vendor approval workflow added
- **Receivables Management**
  - Enter negative cash receipts
  - Enter recurring cash receipts batches
  - Exclude inactive customers in Customers lookup
  - Exclude inactive salespeople from Salespeople lookup
  - Set up lockboxes at payment processing centers
- **Collections Management**
  - View unposted cash amounts
  - Receive Collection reminders
  - Print collection letters by address ID
- **Analytical Accounting**
  - Integrate with Payroll
  - Automatic security for transaction dimension codes
- **Electronic Banking**
  - Create or revise bank format information used to generate EFT files for sales EFT transactions using the EFT File Format Maintenance window
  - Define an EFT number sequence EFT numbers for sales EFT transactions
  - Require Receivables prenote only if your bank requires prenotes
  - Generate electronic payments for customers using Generate EFT Files window
- **Encumbrance Management**
  - Configure encumbrance behavior for approved purchase orders

## 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 Class 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

## February 2010 through May 2010

February

Monday	Tuesday	Wednesday	Thursday	Friday
1 MAS 90/200 Core Intro and Sys.Admin	2 MAS 90/200 Core General Ledger	3 MAS 90/200 Core Accounts Payable FAS Intermediate	4 MAS 90/200 Core Accounts Receivable FAS Intermediate	5 MAS 90/200 Core Payroll
8	9 BusinessWorks Core Intro & GL e-Business	10 BusinessWorks Core Accounts Payable e-Business	11 BusinessWorks Core Accounts Receivable	12 BusinessWorks Core Payroll
15	16	17 BusinessWorks - Inventory Control	18 BusinessWorks - Order Entry FRx	19 Business Alerts FRx
20 Manufacturing - Inventory Mgt GP Supply Chain - Inventory Control	21 Manufacturing - Bill of Materials GP Supply Chain - POP	22 Manufacturing - Work Order GP Supply Chain - SOP	23 GP Financials - Fixed Assets Manufacturing - MRP	26 Customizer

March

Monday	Tuesday	Wednesday	Thursday	Friday
1	2 Abra Payroll	3 Abra Payroll	4 Abra Payroll MAS Install	5 Abra Payroll Crystal Reports
8	9	10 Dynamics CRM - Sales Management	11 Dynamics CRM - Marketing Automation	12
15	16 BusinessWorks - Job Cost	17	18 March Madness Lunch & Learn	19
22 Data File Structures	23 Crystal Reports Tech Support Data Migrator	24 Crystal Reports Tech Support Data Migrator	25 Crystal Reports - Beyond the Basics	26 Crystal Reports - Beyond the Basics BusinessWorks - Crystal Reports
29	30 SQL Install	31 SQL Install		

April

Monday	Tuesday	Wednesday	Thursday	Friday
			1	2
5	6 Distribution - RMA	7 Distribution - Inventory Management e-Business Manager	8 Distribution - Sales Order e-Business Manager	9 Distribution - Purchase Order
12	13 Abra Payroll Visual Integrator	14 Abra Payroll Visual Integrator	15 Abra Payroll	16 Abra Payroll Crystal Reports
19 Dynamics GP Financials - Foundations	20 GP Financials - General Ledger Manufacturing - Inventory Mgt	21 GP Financials - Payables Management Manufacturing - Bill of Materials	22 GP Financials - Receivables Management Manufacturing - Work Order	23 GP Financials - Fixed Assets Manufacturing - MRP
26 Data File Structure	27 Intro to Crystal Reports Tech Support	28 Intro to Crystal Reports Tech Support	29 Crystal Reports - Beyond the Basics FRx	30 Crystal Reports - Beyond the Basics FRx

May

Monday	Tuesday	Wednesday	Thursday	Friday
3	4 BusinessWorks - Inventory Control	5 BusinessWorks - Order Entry	6 FAS	7 FAS
10 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
17	18	19 Dynamics GP Supply Chain - Inventory Control	20 Dynamics GP Supply Chain - POP Job Cost	21 Dynamics GP Supply Chain - SOP Job Cost
24	25 Data Migrator	26 FRx	27 FRx	28 Customizer
31				

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 Thursday, March 18th

11:45 - Lunch

12:15 - Session 1

- What's New in Microsoft Dynamics GP 2010?
- Sage MAS 90 4.4 - Shipping Now - Perform a Sample Upgrade and See New VBA Scripting

1:30 - Session 2

- Management Reporter: The New FRx
- Windows 7 Security

2:30 - Social

To sign up, please email [seminar@martinandassoc.com](mailto:seminar@martinandassoc.com)



# Information Matters



Product	SLP	Annual Maintenance
<b>Electronic Banking Suite</b>		
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
<b>Sales Tax Management</b>		
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
<b>White Paper</b>		
White Paper Suite	598.00	358.00
White Paper W2	390.00	238.00
White Paper 1099	240.00	144.00
<b>Other</b>		
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