

## BPOS

Have you been wondering what all this Cloud talk is all about? Do you have an aging Exchange server? Do you have a problem with SPAM? Do you need a way to share data with external users without giving them access to your network? If you answered yes to any of these questions then we have the answer for you!

The Cloud is nothing new, it has just become a buzz word for web based applications. If you have been surfing the web over the last decade then you have already accessed The Cloud. In the past few years, many software companies, including Microsoft, have started offering their software and server applications in The Cloud.

Microsoft Business Productivity Online Suite, or BPOS is one of the offerings in The Cloud. BPOS is a set of messaging and collaboration tools, delivered as a subscription service, that gives your business rich capabilities without the need to deploy and maintain software and hardware on-premise. These online services are designed to help meet your needs for robust security, all-day every-day reliability, as well as user productivity.

The BPOS Suite includes Microsoft Exchange Online for email and calendaring; Microsoft SharePoint Online for portals and document sharing; Microsoft Office Communications Online for presence availability, instant messaging, and peer to peer audio calls; and Office Live Meeting for web and video conferencing.

BPOS' Exchange Online is a practical choice to replace the aging Exchange server in your office. It's a simple conversion to migrate to Exchange Online that can usually be done over night or a weekend. The Exchange Online service includes Microsoft's Anti-SPAM service, which is top notch in comparison to other products on the market. Microsoft Exchange Online also provides improved e-mail security, access

to email almost anywhere, and enhanced operational efficiency for your IT staff.

BPOS is also a great way to get started with SharePoint. SharePoint Online can save you a number of the costs associated with implementing an in-house solution. SharePoint Online will provide your company a single, integrated location where employees can efficiently collaborate with team members, share knowledge and find organizational resources and information.

Microsoft Office Communications Online provides your organization with next-generation communications capabilities, including presence, instant messaging (IM), and PC-to-PC audio and video calling. Office Communications Online delivers embedded presence and a "click-to-communicate" experience with Microsoft Outlook and Microsoft SharePoint Server. Office Communications Online requires the separate purchase and installation of Microsoft Office Communicator 2007 R2.

The Business Productivity Online Standard Suite provides the best value by bundling Exchange Online, SharePoint Online, Office Live Meeting, and Office Communications Online at a discounted price of \$10.00 user/month. Each feature is also available at separately for a per user per month fee.

Martin and Associates is ready to assist you in implementing Microsoft's Business Productivity Online Suite, which will give your company the tools needed to communicate and collaborate using the latest technology without the upfront costs of an on premise solution.

For more information about BPOS or how it can directly help your company, feel free to contact Joe Gast at Martin & Associates today!

## What's New in Sage MAS 500 7.4?

Below are the top enhancements scheduled to be released in Sage MAS 500 v7.4.

### Productivity Enhancements:

- *Track Overpayment of Invoices*
- *Customer Refunds*
- *Support Negative SO Line Items*
- *Improved Sales Order Entry*
  - Expanded Bulk Line Updates
  - Hierarchy for Sales Account Defaults
  - Copy SO and Quotes to New Customer

### Manufacturing and Distribution:

- *Allows change of preferred vendor for replenishment*
  - Single point of control, selection filters
  - Automatic batch generation
- *Complete work orders without issuing material*
- *Enable reversal of progress and production entries*
- *Backflush from bin-tracked warehouses*
- *Manufacturing preferred bins*
- *Improved Landed Cost capabilities*

### Manufacturing and Distribution:

- *Improved accuracy in unit of measure conversions*
  - Expand flexibility in specifying unit of measure
  - Optimize SQL data type
  - Store conversion factors with transactions
- *Allow reporting in alternate units of measure*

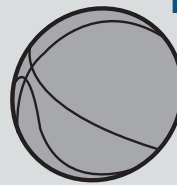
### Platform and Performance:

- *Crystal XI R2 (v11.5)*
- *Microsoft Office 2010*
- *Improved Business Insights Explorer performance*
- *Update third-party controls*
- *Visual Studio 2010 and .NET Framework 4.x*
- *Operating System and SQL Server Service Packs*
  - SQL Server 2008 R2

Sage MAS 500 v.7.4 is scheduled to ship in the second quarter of this year. For more information about Sage MAS 500 v7.4, contact your M&A team member!

## March Madness Lunch and Learn

March 17, 2011  
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:

- |          |   |
|----------|---|
| March 28 | Beyond Depreciation: Gain Greater.....11:00 AM EST<br>Control Over Your Business with Sage FAS Fixed Assets (for Sage ERP MAS)                |
| April 4  | Raise the Bar on HR: Improve .....11:00 AM EST<br>Efficiency & Gain a Competitive Advantage with a Human Resource Management System (for MAS) |
| April 5  | Are You at Risk for a Sales Tax Audit?.....1:00 PM EST  |
| May 2    | Beyond Depreciation: Gain Greater.....11:00 AM EST<br>Control Over Your Business with Sage FAS Fixed Assets (for Sage ERP MAS)                |



### 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



# What's New in Microsoft Dynamics CRM 2011?

Microsoft Dynamics CRM 2011 has many new features. Below are just a few of the features that will increase the productivity of your organization.

## Advanced User Personalization

Microsoft Dynamics CRM 2011 lets you configure a workspace that is personalized to meet your unique role and information needs. Personalizing a workspace means that you can set the default pane and tab that display when you open Microsoft Dynamics CRM. You also have control over what links appear in the workplace view, how many records appear in lists, and how numbers and dates display. Combine this personalization with the new dashboard feature to create a personalized dashboard for your default view.

## Dashboards

Dashboards are a powerful feature in Microsoft Dynamics CRM 2011. Use a dashboard to see at a glance all the important information you need to make key business decisions every day. Dashboards are easy to create. And, they are easy to revise as your changing business needs require you to have different information at your fingertips.

## Role-based Forms and Views

Microsoft Dynamics CRM 2011 displays forms and views based on user roles. This role-tailored design ensures that the business professionals in your organization have fast access to the information they need. Role-based forms and views also prevent users from viewing data that they are not authorized to view.

## Better Office Outlook experience

Microsoft Dynamics CRM 2011 improves the integration of Microsoft Dynamics CRM into Microsoft Office Outlook with Microsoft Dynamics CRM for Outlook. It takes full advantage of native Microsoft Outlook functionality, such as previews and conditional formatting, and presents Microsoft Dynamics CRM areas as sub-folders in Microsoft Outlook mail folders.

## Interactive process dialogs

Microsoft Dynamics CRM 2011 expands its workflow capability by adding interactive dialogs. Dialogs present a consistent message to your customers. Also, dialogs collect and process information using step-by-step scripts to direct

users through every process. At one level, you can use dialogs to guide customer interactions and internal processes. At another level, you can increase dialog performance and versatility by incorporating workflow logic. This logic invokes automated tasks using the responses a customer or user makes during the dialog script.

## Cloud Development

Microsoft Dynamics CRM 2011 is at the leading edge of cloud computing. Developers can take advantage of the Windows Azure platform to develop and deploy custom code for Microsoft Dynamics CRM Online by using powerful tools, such as Microsoft Visual Studio. By using the Microsoft .NET Framework 4, developers can also incorporate Microsoft Silverlight, Windows Communication Foundation (WCF), and .NET Language-Integrated Query (LINQ) into their cloud solutions. Cloud development for Microsoft Dynamics CRM 2011 is a powerful tool for customizing your Microsoft Dynamics CRM solution for optimal performance and business results.

## Microsoft Dynamics Marketplace

Microsoft Dynamics Marketplace is your online solutions catalog. These solutions help you accelerate and extend your Microsoft Dynamics CRM implementation. Quickly discover and apply industry-specific applications and extensions from Microsoft and its partners. Then, Microsoft Dynamics Marketplace distributes your solution directly to you. Microsoft Dynamics Marketplace is fully integrated with Microsoft Dynamics CRM 2011. Find your solution directly from Microsoft Dynamics CRM.

The new and enhanced features in Microsoft Dynamics CRM 2011 offer new levels of user productivity and collaboration. These features help meet your specific business needs with a low total cost of ownership. Microsoft Dynamics CRM 2011 delivers familiar, intelligent, and connected experiences to increase the productivity and effectiveness of people inside and outside your organization. Join us March 3rd for our Microsoft Dynamics CRM 2011 Launch event! For details see, [www.martinandassoc.com/M&A\\_events.htm](http://www.martinandassoc.com/M&A_events.htm).

## 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
Report Design in Management Reporter			
2.0 for Microsoft Dynamics in ERP	2 day	16	790
Learning QuickBooks Step by Step	1 day	8	295
QuickBooks ProAdvisor Course	1 day	8	295

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

To register for Microsoft or QuickBooks 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

## March 2011 through June 2011

March

Monday	Tuesday	Wednesday	Thursday	Friday
	1 Manufacturing - Inventory Mgmt	2 Manufacturing - Bill of Materials	3 Manufacturing - Work Order	4 Manufacturing - MRP
7	8 Abra PR	9 Abra PR Job Cost	10 Abra PR Job Cost	11 Abra PR Crystal Reports
14	15 Business Alerts	16	17	18
21	22 Dynamics GP Supply Chain - IC	23 Dynamics GP Supply Chain - POP	24 Dynamics GP Supply Chain - SOP	25 BusinessWorks Crystal Reports
28	29	30 SQL Install	31 SQL Install	

April

Monday	Tuesday	Wednesday	Thursday	Friday
				1 BusinessWorks - Job Cost Customizer
4 Applications in Dynamics CRM	5 Applications in Dynamics CRM Distribution - Inventory Mgmt	6 Applications in Dynamics CRM Distribution - Sales Order	7	8 Distribution - RMA
11 Data File Structures	12 Tech Support Intro to Crystal Reports	13 Tech Support Intro to Crystal Reports	14 Job Cost Crystal Reports Beyond the Basics	15 Job Cost Crystal Reports Beyond the Basics
18	19 Visual Integrator	20 Visual Integrator	21	22
25	26 Manufacturing - Inventory Mgmt	27 Manufacturing - Bill of Materials	28 Manufacturing - Work Order	29 Manufacturing - MRP

May

Monday	Tuesday	Wednesday	Thursday	Friday
2	3 Learning QuickBooks Step by Step	4	5 BusinessWorks - Inventory Control QuickBooks Pro Advisor	6 BusinessWorks - Order Entry
9	10 e-Business Manager	11 e-Business Manager	12 Job Cost	13 Job Cost
16 MAS 90/200 Core Intro and Sys. Admin	17 MAS 90/200 Core General Ledger	18 MAS 90/200 Core Accounts Payable	19 MAS 90/200 Core Accounts Receivable	20 MAS 90/200 Core Payroll
23 GP Financials - Foundations	24 GP Financials - General Ledger	25 GP Financials - Payables Mgmt	26 GP Financials - Receivables Mgmt BusinessWorks - Crystal Reports	27 GP Financials - Fixed Assets
30	31			

June

Monday	Tuesday	Wednesday	Thursday	Friday
		1	2 FRx	3 FRx
6	7 BusinessWorks Core Intro/Sys Admin	8 BusinessWorks Core Accounts Payable	9 BusinessWorks Core Accounts Receivable	10 BusinessWorks Core Payroll
13	14 Dynamics GP Supply Chain - IC	15 Dynamics GP Supply Chain - POP	16 Dynamics GP Supply Chain - SOP	17 Business Alerts
20	21	22	23 SQL Install	24 SQL Install
27	28	29	30	

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

Summer Lunch & Learn  
June 9th, 2011

For more information on upcoming events, please visit  
[http://www.martinandassoc.com/M&A\\_events.htm](http://www.martinandassoc.com/M&A_events.htm)



# Information Matters

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