

What's New In Sage MAS 90/200 version 4.4?

Based on the solid foundation that Sage MAS 90 and 200 ERP solutions have continued to build on for over 20 years, the latest release provides something for everyone. From Core Financials and Project Management to Distribution and Manufacturing, Sage MAS 90 and 200 4.4 is loaded with features. You can work even more efficiently the way you want to with new features and enhancements focused on workflow and business process, especially in the inventory management, purchase order, bill of materials, and bar code areas of the system. Features and functionality in Sage MAS 90 and 200 version 4.4 include some of the most requested customer enhancements, and incorporated more personalization options, increasing flexibility in data entry and report creation, easier access to data, and many other usability improvements.

The list of 4.4 enhancements is led by the ability to use expanded fields, additional customization tools, more Business Insights Explorer views, personalized report settings, and the ability to perform more efficient inventory counts. To help you drive efficiency, moving up to the new version can now be done with more control and at much greater convenience to your company, so you won't need to interrupt your daily operations and normal workflow in order to upgrade. Many of the enhancements are business process specific - resulting in streamlined workflows and improved everyday operational value.

Parallel Migration allows you to migrate to 4.4 from previous versions of Sage MAS 90 or 200 (versions 3.71, 4.0, 4.05, 4.10, 4.2 or 4.3) with more freedom and control over the process. Built-in premigration utilities scan your data and help you make the repairs necessary for smooth migration. These new tools and features reduce the overall cost of upgrading by minimizing the impact on your business.

Streamline your workflows and inventory management process using new features in Inventory Management. You can now more efficiently make Standard Cost Adjustments and do Physical Counts, as well as increase the Decimal Precision used for your inventory costs. Your data entry processes can also be streamlined using dual grids that are easily personalized in physical count entry and inventory transaction entry.

Increase productivity and employee accountability for anyone entering purchase order transactions using new options in 4.4. Your users can personalize dual grids in the entry screens according to their preferences and workflow, select specific lot or serial ranges, and, by using unique batch numbers, multiple users can enter transactions at the same time, printing and updating independently, without affecting other batches. To help minimize data entry errors, the Purchase Order Variance Register calculates and prints before updating.

Get a more comprehensive and personalized view of information using fewer keystrokes. The Bill of Materials Inquiry and Where Used Inquiry programs have been enhanced to allow you to see Single Level, Indented, or Summarized views in a list format, with the ability to resize and sort. See the entire bill or its individual components and their relationship at a glance. View Where Used information, and see all components used in the current revision or for all revisions by drilling directly into Item Maintenance or Bill of Materials Maintenance. From within an inquiry screen, you can see everything related to the bill without having to use more than one window, saving time. Increase accuracy and enhance your workflow with the ability to print comments and miscellaneous charges on your Picking Sheets.

For more information about Sage MAS 90 and 200 4.4 or to schedule your upgrade, please contact your M&A team member.

What's New in Microsoft Dynamics GP 2010?

Distribution Enhancements:

- *Inventory Control*
 - Exclude discontinued items from Items lookup
 - Go To navigation added
- *Purchase Order Processing*
 - Roll down promised date and promised ship date changes
 - Link invoicing to whether any received goods are returned
 - Define lot number masks
 - Receive in-transit transfer items
- *Sales Order Processing*
 - Print back ordered items on picking tickets

Manufacturing Enhancements:

- *Right-click menu enabled*
- *User interface enhancements have been made to the Sales Forecasting window*
 - The Issue To prompt name changed to Site ID
 - Tool tips have been added to the browser buttons and Find button near the top of the scrolling window to help you to move among the sales forecast records
 - Items in the scrolling window can be sorted in ascending or descending order by item number or the item's unit cost
 - 2 shortcuts have been added so you can move between the forecast periods in the scrolling window
 - The Sales Item Number Find window can be opened from the Item Number Find Window.
- *Manufacturing Core Functions enhancement*
 - You can use the Standard Cost Changes window to roll the cost changes only to the items at a single level or roll cost changes to all levels in which the item exists

For additional information about Microsoft Dynamics GP 2010, contact your M&A team member!

Summer

Lunch and Learn

June 10th 2010

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:

April 13	The Safest & Fastest Ways to Manage.... 1:00 PM EST Your Fixed Assets
April 20	What's New in Sage MAS 500 v7.3?..... 12:30 PM EST
April 22	Paperless Payroll with the Sage..... 1:00 PM EST Payroll PayCard
April 28	Critical Compliance: Ensure Your..... 1:00 PM EST Ability to Accept Credit Card Payments After July 1, 2010
May 5	What's New in Sage MAS 500 v7.3?..... 2:00 PM EST
May 6	The Power and Security of Sage 11:30 AM EST MAS 90/200 ERP Credit Card Processing Powered by Sage Payment Solutions



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



5 Reasons Why QuickBooks Enterprise Solutions is the Right Solution For You.

1. Capacity, Speed, and Users to Scale With You

- Easily scalable from 5 to 30 simultaneous users
- Handle hundreds of thousands of inventory items, customers and vendors
- Will support numbers as high as 99 billion
- Run and use Enterprise Solutions more quickly via Windows Terminal Services
- Built with a powerful industry standard Sybase 10 SQL database to scale with you and provide improved multiuser performance – including the ability to back up in multi-user mode

2. Enhanced Functionality to Help Make Better Decisions

- Advanced user permissions access to 115+ areas and activities
- Apply and calculate foreign currencies automatically on transactions, such as sales orders, invoices and purchase orders
- Download transactions from your financial institution directly into Enterprise Solutions
- Over 120 built-in reports and the included Intuit Statement Writer (a \$150 value) to help you create professional financial statements
- Connect multiple locations and remote workers, plus use the new QuickBooks Instant Messenger to chat with remote workers and perform remote actions
- Easily set up and process EDI transactions with TrueCommerce's EDI solution
- Advanced inventory tools to track bill of materials, different price levels, inventory items and purchase, stock and sell the same item in different units of measure
- Manage multi-location inventory, serial/lot tracking, schedule production, and utilize bar coding with Intuit Warehouse Management ES
- Track and manage your workers and their work with Intuit Field Service Management ES

3. Flexible to Work the Way You Want

- Add & track information by creating up to 30 custom fields, with new data formats and format validation
- Customize QuickBooks reports, invoices and estimates to your needs
- Retrieve your QuickBooks data with ODBC compliant applications such as Microsoft Access and Excel to see data just the way you want — build custom reports, link your various business applications and build custom queries or tools
- The flexibility to use Linux as your database server operating system

4. Expandable and Customizable to Your Exact Needs

- Comes with one seat of each of our new applications designed to help you streamline your key tasks around Field Service Management and Warehouse Management
- A comprehensive selection of optional tools and applications to meet almost any business or accounting need — add exactly the capabilities your company needs, and no more
- Expand your capabilities with included EDI integration by TrueCommerce, CRM, manufacturing, and many other key areas with QuickBooks-compatible software solutions
- 3rd party developers can even create custom design applications

5. Save Thousands vs. comparable systems

- QuickBooks Enterprise Solutions costs \$3,000 for a 5-user license — competitive multi-user systems can cost \$20,000–\$40,000
- Includes the Full Service Plan with 24/7 unlimited support, product upgrades, reporting services, data protection services, and 10 GB online back-up

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

April 2010 through July 2010

April

Monday	Tuesday	Wednesday	Thursday	Friday
			1	2
5	Distribution - RMA	Distribution - Inventory Management e-Business Manager	Distribution - Sales Order e-Business Manager	Distribution - Purchase Order
12	Abra Payroll Visual Integrator	Abra Payroll Visual Integrator	Abra Payroll	Abra Payroll Crystal Reports
Dynamics GP Financials - Foundations	GP Financials - General Ledger Manufacturing - Inventory Mgt	GP Financials - Payables Management Manufacturing - Bill of Materials	GP Financials - Receivables Management Manufacturing - Work Order	GP Financials - Fixed Assets Manufacturing - MRP
Data File Structure	Intro to Crystal Reports Tech Support	Intro to Crystal Reports Tech Support	Crystal Reports - Beyond the Basics FRx	Crystal Reports - Beyond the Basics FRx

May

Monday	Tuesday	Wednesday	Thursday	Friday
3	BusinessWorks - Inventory Control	BusinessWorks - Order Entry	FAS	FAS
MAS 90/200 Core Intro and Sys.Admin	MAS 90/200 Core General Ledger	MAS 90/200 Core Accounts Payable	MAS 90/200 Core Accounts Receivable	MAS 90/200 Core Payroll
17	18	Dynamics GP Supply Chain - Inventory Control	Dynamics GP Supply Chain - POP Job Cost	Dynamics GP Supply Chain - SOP Job Cost
24	Data Migrator	FRx	FRx	Customizer
31				

June

Monday	Tuesday	Wednesday	Thursday	Friday
	BusinessWorks Core - System Manager/GL	BusinessWorks Core - Accounts Payable	BusinessWorks Core - Accounts Receivable	BusinessWorks Core - Payroll
7	BusinessWork - Crystal Reports	MAS Install	Summer Lunch & Learn MAS Install	11
14	Abra HR	Abra HR Applications in Dynamics CRM	Abra HR Applications in Dynamics CRM	Abra HR Crystal Reports Applications in Dynamics CRM
Data File Structures	Crystal Reports Tech Support	Crystal Reports Tech Support	Crystal Reports Beyond the Basics	Crystal Reports Beyond the Basics
28	SQL Install BusinessWork - Job Cost	SQL Install		

July

Monday	Tuesday	Wednesday	Thursday	Friday
			1 Customizer	2
5	6	Data Migrator	Data Migrator FRx	FRx
Data File Structures	Crystal Reports Tech Support	Crystal Reports Tech Support	Crystal Reports Beyond the Basics	Crystal Reports Beyond the Basics
Dynamics GP Financials - Foundations	GP Financials - General Ledger	GP Financials - Payables Management	GP Financials - Receivables Management	GP Financials - Fixed Assets
26	Manufacturing - Inventory Mgt BW Crystal Reports	Manufacturing - Bill of Materials FAS	Manufacturing - Work Order FAS	Manufacturing - MRP 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 10, 2010
Martin & Assoc.
Cincinnati



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