

Sage MAS 90 and 200 v4.5 Preview

Sage MAS 90 and 200 version 4.5 is set to be released in the 3rd quarter of 2011. Below are some of the new features that will be included in the new release.

New Features in Payroll

- Additional Deductions Calculation Methods – similar to PR-1067
 - Based on Paid Hours, Pay Rate, Regular + Overtime Hours, Percentage of Total Hours or Percentage of Deduction Method.
- Deduction Recalculation in Payroll Entry – similar to PR-1116
 - Allows deductions that depend on information from earnings lines to be recalculated in Payroll Data Entry
- Deduction Calculations Based on Earnings Type similar to PR-1015
 - Allows payroll deduction codes with a calculation method of “Percent of Gross” or “Total Hours Worked” to calculate based on specified list of earnings types. Such as if an employer calculated 401K contributes based on regular, sick, and vacation earnings only.
- Payroll Data Entry Import Utility – similar to PR-1031
 - Visual Integrator was redesigned to allow importing of 5 common formats
- Enhanced Benefit Accrual – similar to PR-1091

New Features in Sales Order

- Price Level by Customer/Product Line – similar to SO-1005
 - Allows a business to provide customers with special discount pricing at the product line level in order to meet competitive pricing pressures.
- Enhanced Sales Order Integration with Job Cost similar to SO-1530
- Maintain Split Commissions by Customer – similar to SO-1147

- Item Pricing by Total Quantity – similar to SO-1173
 - Calculate unit price on sales order detail lines
 - Based upon the total quantity of all items entered on the sales order
 - Based upon the total quantity of all items in a Product Line entered on the sales order
 - Based upon the total quantity of all items in an Item Category entered on the sales order
 - Based upon the sum of the quantity ordered on the sales order
- Lot/Serial Distribution Entry From Sales Order – similar to SO-1175
 - Allows a business to distribute lot and serial numbers when creating the Sales Order in order entry which holds customized products for specific customer based on serial/lot number
- Commission Rate Table by Salesperson/Customer/Item – similar to SO-1354

New Features in Accounts Receivable

- Customer with National Accounts – similar to AR-1068
 - Gives a distributor the ability who sells and ships goods to one customer, to bill the invoice to another customer or national account.

New Features in Sales Order/Purchase Order

- Purchase Order created for Sales Orders – similar to PO-1020
- Auto Generate Purchase Orders from S/O Entry similar to SO-1489
 - Allows a customer to save time by auto generating a purchase order for a sales order so that they don't have to rekey in the information. In addition, it reduces data entry error for rekeying information.

For additional information about Sage MAS 90 and 200 version 4.5, please contact your Martin & Associates' Account Rep!

Sage ERP MAS 90 and 200 Maintenance and Support Changes

Sage is re-launching their software assurance and support programs under one name: Sage Business Care. The goal is to provide consistent support experience across all product lines and improve the value provided to their customers.

Sage Business Care is the new simplified maintenance and support (M&S) program designed to deliver a consistent support experience and improve the overall value provided to Sage customers. There are now only 3 plan options: Bronze (18% of list price), Silver (20% of list price) and Gold (25% of list price).

New features have been added to increase the benefits of Sage Business Care. These include extended support hours, upgrade planning assistance and cost savings on the Sage Summit conference. To see a complete overview document of the benefits, please visit http://www.martinandassoc.com/M&A_productlines_MAS90.htm.

Sage has also changed their Grandfather Policy. Prior to October 2003, Sage ERP MAS 90 and 200 customers only paid maintenance on the first five users. All new customers since October 2003 pay maintenance on all users. Even though the policy changed back in 2003, Sage has generously allowed "grandfathered" customers to pay M&S only on the first five users for the past seven years.

Starting with plans expiring on April 12, 2011, the practice of grandfathering will begin to be phased out. Customers who are still grandfathered will begin to be charged for additional users beyond the first five. For some customers, this increase may be offset by reductions due to Sage Business Care. Even after ungrandfathering, approximately 62% of on-plan customers will receive a price decrease or no price change.

For more information or to find out how the changes affect you, please contact your Martin & Associates' Account Rep today!

Summer Lunch and Learn



June 9, 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:

- | | |
|--------|--|
| June 2 | Just Us in the Cloud - Sage Connected..1:00 PM EST Services for Sage ERP MAS 90 and 200 |
| June 8 | Sage ACT!: Know Every Detail About.....1:00 PM EST Your Customer Relationships |
| June 8 | What's New in Sage ERP MAS 500 v7.4...1:00 PM EST |
| June 9 | Paperless Payroll with the Sage.....2:00 PM EST Payroll PayCard |
| June 9 | What's New in Sage ERP MAS 500 v7.4...4:00 PM EST |



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



Accellos One Warehouse

Accellos is a global provider of warehouse management, 3PL, logistics, transportation and mobile fleet management solutions. Their powerful supply-chain execution solutions are easy to customize and implement, providing our customers with more innovation for less investment and producing significant savings and greater profitability.

Accellos One is a Supply Chain Execution suite for small to mid-sized businesses built upon Microsoft .Net and Silverlight technologies

Accellos One Warehouse –

Combining radio frequency and barcode technology with a robust, three-tiered, Internet-based architecture, Accellos One Warehouse delivers a powerful, scalable and flexible real-time warehouse management system that helps you boost productivity, reduce costs, shorten order fulfillment times and increase customer satisfaction.

Accellos One Warehouse integrates seamlessly with many popular accounting/order-entry packages and shipping systems to provide the warehousing link in a total supply chain solution. Accellos offers a feature-rich solution to automate, streamline and verify all your in-warehouse processes. From the receiving dock to the shipping dock, Accellos tracks every movement of stock into, out of, and within the warehouse.

Look for efficiencies throughout your processes. Need to receive full containers? Expanding your operation to multiple warehouses? Gain full multi-warehouse visibility with Accellos. Establish event monitors on key processes that enable Accellos One Warehouse to alert you to any issues that may need your attention. Integrate with the leading suppliers of warehouse automation equipment, such as Pick Lights, Conveyors, Vertical and Horizontal Carousels. Leverage your network of trading partners with EDI integration and an available customer portal. All managed by a web centric wave planning console.

WMS Modules –

Accellos One Warehouse consists of three editions designed to meet the demanding needs of customers from small to large. The Collect Edition is aimed at the company looking to extend their paper processes to the wireless world. The Manage Edition is built for the organization that wants to start small, but has plans to expand their warehouse processes over time. And, the Fulfill Edition is designed for the more sophisticated user that needs more control, automation and flexibility in their warehouse.

WMS Integrations –

Accellos One Warehouse acts as the hub of your supply chain solutions, integrating accounting/order and shipping software systems, electronic data interchange (EDI) systems, Crystal Reports software, radio frequency and barcode hardware, and warehouse automation equipment.

Through interfaces, Accellos integrates with various accounting/financial systems, including but not limited to: Microsoft Dynamics GP, Sage MAS 90, Sage MAS 200 and Sage MAS 500. The accounting system maintains order, product, customer and vendor data and downloads it to Accellos, while Accellos One Warehouse maintains inventory data and uploads it to the accounting system.

Your workforce makes you successful. They run the warehouse, drive the forklifts and pick the orders. Automating your workforce will make your business more successful and profitable. Accellos easy to install products combined with Accellos' professional services means implementation is quick and thorough.

For more information about how Accellos One Warehouse can help improve your companies' efficiency, contact your Martin & Associates' Account Representative today.

More information on Accellos can be found at <http://www.accellos.com>.

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 May 2011 through August 2011

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 | |

July

| Monday | Tuesday | Wednesday | Thursday | Friday |
|-----------------------------------|--|--|--|---|
| | | | | 1 |
| 4 | 5 | 6 Customizer | 7 | 8 |
| 11 GP Financials - Foundations | 12 GP Financials - General Ledger | 13 GP Financials - Payables Mgmt | 14 GP Financials - Receivables Mgmt | 15 GP Financials - Fixed Assets |
| 18 Data File Structures | 19 Intro to Crystal Reports Tech Support | 20 Intro to Crystal Reports Tech Support | 21 Crystal Reports Beyond the Basics | 22 Crystal Reports Beyond the Basics |
| 25 | 26 Manufacturing - Inventory Mgmt | 27 Manufacturing - Bill of Materials | 28 Manufacturing - Work Order BusinessWorks Crystal Reports | 29 Manufacturing - MRP |

August

| Monday | Tuesday | Wednesday | Thursday | Friday |
|---|---|--|--|--|
| 1 | 2 | 3 | 4 | 5 |
| 8 | 9 Visual Integrator Report Design in Management Reporter for GP | 10 Visual Integrator Report Design in Management Reporter for GP | 11 BusinessWorks - Inventory Control MAS Job Cost | 12 BusinessWorks - Order Entry MAS Job Cost |
| 15 Distribution - Inventory Management | 16 Distribution - Sales Order | 17 Distribution - Purchase Order | 18 Distribution - RMA | 19 |
| 22 MAS Core - Intro/System Admin. | 23 MAS Core - General Ledger | 24 MAS Core - Accounts Payable Dynamics GP Supply Chain - IC | 25 MAS Core - Accounts Receivable Dynamics GP Supply Chain - POP | 26 MAS Core - Payroll Dynamics GP Supply Chain - SOP |
| 29 | 30 Business Alerts | 31 BusinessWorks - Job Cost | | |

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



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 |