

## Sage MAS 90/200 Product Update I

Conveniently available via a compact download from Sage Online, the first Sage MAS 90 and 200 4.4 Product Update – 4.40.0.1 – delivers new functionality and product enhancements as an additional on-plan customer benefit. Product Update I delivers value across the system and in a range of modules from Accounts Receivable and Sales Order, to Payroll and Job Cost. Many of these enhancements are the result of incorporating the main features and functionality of select Extended Solutions into the core product, and others are totally new customer-requested features that solve pain points. As you've seen in the Sage MAS 90 and 200 Roadmaps, additional Product Updates are scheduled to be delivered periodically throughout the year for our 4.4 customers, and will continue with 4.5.

Here's a look at what the new updates will bring:

### • Accounts Receivable – Cash Receipts Entry

From the Cash Receipts Entry window you can now easily locate the correct customer account by using an invoice number that may have been referenced. When the correct transaction is found, the Customer No. field is populated with the associated customer number. If the invoice is unpaid, or shows a balance, the Amount Received and Invoice No fields, and related fields on the Lines tab are populated.

Amount Received	55.25
Customer Balance	5,787.61
Posting Balance	.00
Cash Amount Remaining	55.25
Credit Card Amount Remaining	.00
Deposit Remaining	55.25

### • Accounts Receivable – Search for Invoices by Lot or Serial Number

You can now search for invoice transactions by lot or serial number from the Accounts Receivable Invoice History Inquiry and Sales Order Copy From windows. The system will search either the Item History or Invoice History file based on your selections in Accounts Receivable Options.

### • Sales Order - Enhanced Duplicate Purchase Order Visibility and Safeguards

Your ability to thwart sending duplicate customer orders and enforce your business rules is enhanced in 4.4 Product Update I. In addition to your current ability to check for duplicate Customer PO numbers in Sales Order and Accounts Receivable Entry files, you'll also be able to automatically check the Open Sales Order and Open Sales Order Invoices.

Source	Doc No.	Doc Type	Doc Date	Amount	Slspn
A/R Invoice History	0100060	Invoice	7/13/2010	3,547.24	0100
S/O Order	0000176	Standard	7/13/2010	98.20	0100
S/O Order	0000177	Standard	7/13/2010	98.20	0100
S/O Order History	0000176	Active Order	7/13/2010	98.20	0100
S/O Order History	0000177	Active Order	7/13/2010	98.20	0100
S/O Invoice	0100061	Invoice	7/13/2010	98.20	0100
S/O Order History	0000116	Completed Order	5/19/2010	3,547.24	0100

When a duplicate Customer PO Number is detected, you'll be able to view them in an Inquiry screen window, sort the information, drill down into more details, and print the information. Because these features are implemented using Business Objects, the rules you establish will be enforced when using Visual Integrator and any third party add-ons that use the Business Objects interface. (Continued on page 3)

## Having Your Program Changes Survive Upgrades - Leverage Your MAS 90

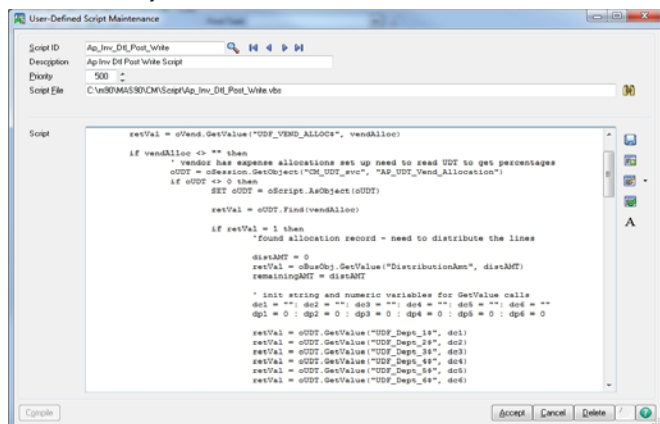
Did you know that you can create User Defined Fields, User Defined Tables and User Defined Scripts to have MAS 90 do items specific to your business - and the changes that you create will survive upgrades? Quite a powerful tool, and now that MAS 90 4.4 is available, this features is fully accessible for all core modules and destitution modules.

Items that you can do are limitless, and all will benefit how you run your business (using MAS 90 of course).

You can:

- Allocate Accounts Payable Invoices to multiple departments automatically when entering the invoice
- Track size metrics and tolerances for your inventory items
- See what level of returns customers are doing
- Pay referral fees to your existing customers, when they refer you new business
- Any other way you need to track your key business indicators

The below screen shot shows how you can create scripts using the widely use Microsoft Visual Basic Script (think Excel Macros) to create your functionality.



Martin & Assoc. will be having classes in the early September to show you hands on how to use the features. If any questions before then, or you have an immediate need, please contact your account manager for help.

## SalesLogix Cloud Lunch and Learn August 26th 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:

- |         |   |              |
|---------|---|--------------|
| July 15 | Save Money While Managing Your.....                 | 1:00 PM EST  |
|         | Fixed Assets  |              |
| July 21 | What's New in Sage MAS 90/200 .....                 | 12:00 PM EST |
|         | v4.4 - Focus on Financials                          |              |
| July 22 | What's New in Sage MAS 90/200 .....                 | 11:30 AM EST |
|         | v4.4 - Focus on Distribution                        |              |
| Aug 3   | Sage MAS Intelligence - Introducing...              | 11:30 AM EST |
|         | Dazzling Reports & Brilliant Analysis (for MAS 500) |              |
| Aug 3   | Sage Abra: Making HR More Strategic                 | 12:00 PM EST |
| Aug 4   | Data- Drive Organization - Intelligent....          | 2:00 PM EST  |
|         | Decisions to Empower Your Entire Organization       |              |
| Aug 17  | What's New in Sage MAS 500 v7.3?.....               | 2:00 PM EST  |



### Services

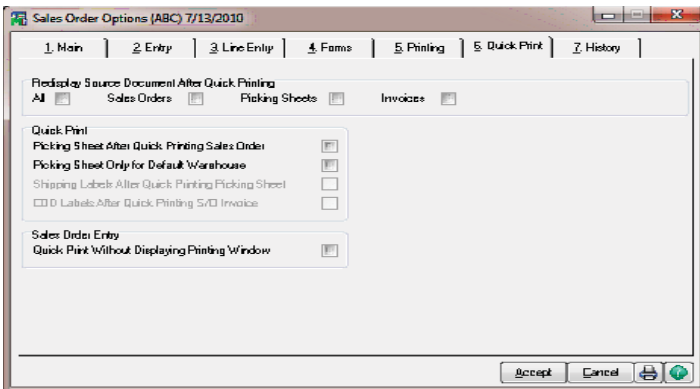
- E-Business
- Financial Analysis
- System Needs Analysis
- Software Sales
- Software Installation
- Software Implementation
- Software Design and Development
- Training and Support
- Custom Programming
- Hardware Installation and Support
- Web Management/ISP Services



# Sage MAS 90/200 4.4 Product Update I (Continued)

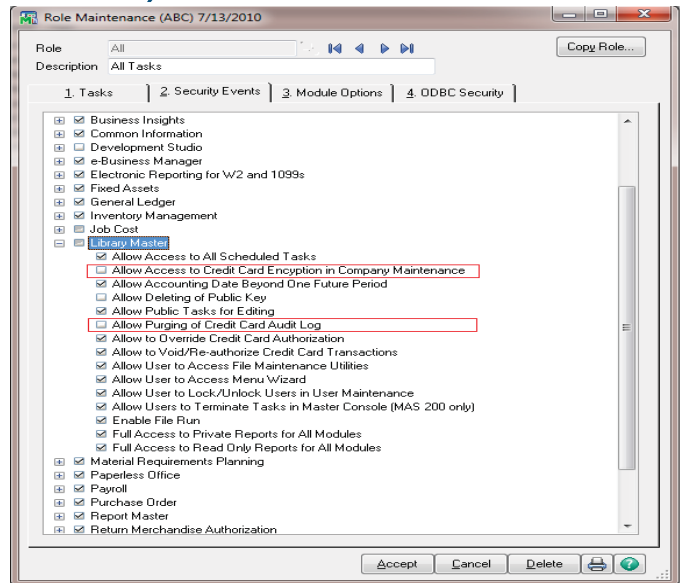
## • Sales Order - Expanded Options for Quick Print

A new Quick Print tab in Sales Order Options allows you to choose what type of documents you'll want to Quick Print. Using this feature, once you print you'll be able to return to the source document, such as a Sales Order or an Invoice, with similar capabilities as Keep Window Open After Printing. To enhance your workflow, Quick Print is also available from Sales Order for picking sheets shipping labels, and COD labels. This feature is especially helpful for customers with several warehouses so that picking sheets can be efficiently printed, or for workflow efficiencies so that an order can be prepared while an issue with an important customer's account is checked.



## • Enhanced Credit Card Security –

To enhance the ability to safeguard credit card information, new user preferences have been added so you can designate users that can print or display fully formatted credit card numbers. The credit card information will be protected for unauthorized users by masking the credit card numbers. Two security event roles have also been added to allow you to designate which roles can change, or delete, the encryption key for credit card numbers. Industry standards recommend that you change this key annually, or even more frequently. Also to enhance your credit card security, the key used to encrypt the credit card information is now stored separately from your company data. By using the Sage MAS 90 and 200 alternate directory feature, your key will be stored in a different physical location than your company data.

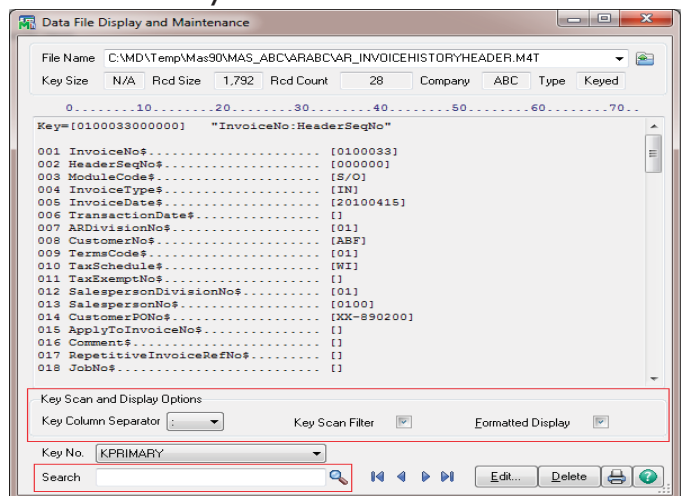


A new Credit Card Audit Log will provide:

- All credit card transaction requests sent to the payment server
- Each time credit card numbers are encrypted or decrypted
- Each time a user's print or display credit card preferences is changed
- Each time a credit card key is changed or deleted

## • Enhanced Search Ability in Data File Display and Maintenance –

You can now enter search criteria for multiple fields when searching for records in Data File Display and Maintenance, by entering a key column separator within the key. You can now filter the search results that appear in the Data File Display and Maintenance Key Scan window.



## 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 July 2010 through October 2010

July

Monday	Tuesday	Wednesday	Thursday	Friday
			1 Customizer	2
5	6	7 Data Migrator	8 Data Migrator FRx	9 FRx
12 Data File Structures	13 Crystal Reports Tech Support	14 Crystal Reports Tech Support	15 Crystal Reports Beyond the Basics	16 Crystal Reports Beyond the Basics
19 Dynamics GP Financials - Foundations	20 GP Financials - General Ledger	21 GP Financials - Payables Management	22 GP Financials - Receivables Management	23 GP Financials - Fixed Assets
26	27 Manufacturing - Inventory Mgmt BW Crystal Reports	28 Manufacturing - Bill of Materials FAS	29 Manufacturing - Work Order FAS	30 Manufacturing - MRP

August

Monday	Tuesday	Wednesday	Thursday	Friday
2	3 Abra HR	4 Abra HR	5 Abra HR	6 Abra HR Crystal Report
9	10 Visual Integrator	11 Visual Integrator	12 BusinessWorks - Inventory Control MAS Job Cost	13 BusinessWorks - Order Entry MAS Job Cost
16 SQL Install	17 SQL Install Distribution - Inventory Control	18 Dynamics GP Supply Chain - IC Distribution - Sales Order	19 Dynamics GP Supply Chain - POP Distribution - Purchase Order	20 Dynamics GP Supply Chain - SOP Distribution - RMA
23 MAS 90/200 Core Intro and Sys. Admin	24 MAS 90/200 Core General Ledger	25 MAS 90/200 Core Accounts Payable	26 MAS 90/200 Core Accounts Receivable	27 MAS 90/200 Core Payroll
30 FRx	31 FRx BusinessWorks - Job Cost			

September

Monday	Tuesday	Wednesday	Thursday	Friday
		1	2	3
6	7	8	9 e-Business Manager	10 e-Business Manager
13	14 BusinessWorks Core - System Manager/GL MAS Install	15 BusinessWorks Core - Accounts Payable MAS Install	16 BusinessWorks Core - Accounts Receivable	17 BusinessWorks Core - Payroll
20	21 Abra HR	22 Abra HR	23 Abra HR	24 Abra HR Crystal Reports
27 Applications in Dynamics CRM	28 Applications in Dynamics CRM FRx	29 Applications in Dynamics CRM FRx	30	

October

Monday	Tuesday	Wednesday	Thursday	Friday
				1
4 Data File Structures	5 Intro to Crystal Reports Tech Support	6 Intro to Crystal Reports Tech Support	7 Crystal Reports Beyond the Basics BusinessWorks - Inventory Control	8 Crystal Reports Beyond the Basics BusinessWorks - Order Entry
11	12 Distribution - Inventory Management	13 Distribution - Sales Order	14 Distribution - Purchase Order	15 Distribution - RMA
18 Dynamics GP Financials - Foundations	19 Dynamics GP Financials - General Ledger Visual Integrator	20 Dynamics GP Financials - Payables Management Visual Integrator	21 Dynamics GP Financials - Receivables Management	22 Dynamics GP Financials - Fixed Assets
25	26	27	28	29 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

PC Retreat 2010  
October 8, 2010



# 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