

Software as a Service

Before jumping into how this impacts your Sage Software and Microsoft Dynamics solutions, a few key definitions.

- **Software as a service (SaaS)** is a software application delivery model where a software vendor develops a web-native software application and hosts and operates (either independently or through a third-party) the application for use by its customers over the Internet. Customers do not pay for owning the software itself but rather for using it.

- An **application service provider (ASP)** is a business that provides computer-based services to customers over a network. Software offered using an ASP model is also sometimes called On-demand software or software as a service (SaaS). The most limited sense of this business is that of providing access to a particular application program (such as medical billing) using a standard protocol such as HTTP.

- **Web-based Application** is an application that is accessed via Web over a network such as the Internet or an intranet

- **Hosted Desktop** is when your desktop is hosted by a 3rd party, off site server location or server farm. You run all your applications through a remote desktop (typically Citrix or Microsoft Remote Desktop).

Pros:

1. Typically the vendor is responsible for the hardware and software components of the application, network issues, and upgrading the software
2. Lower Total Cost of Ownership – Hosted software carriers set a price per use per month. Traditional software can cost thousands of dollars in implementation fees, hardware and maintenance.

3. Upgrades are effortless. Since the application is being delivered over the internet, it allows the vendor to have greater flexibility in upgrading and it is also easier to roll out changes to the customer.
4. Hosted software can be accessed from anywhere. Users all over the world can access the same information in real time without the delay of synchronizing off-network.



Cons:

1. Standard product for all customers. Since SaaS offers limited customizations, companies may instead be required their internal operations to fit the application.
2. Although outages are rare, it is still a possibility. This is why many hosted providers include “uptime guarantees” within their service level agreements.
3. Just as much as it is a Pro, accessibility is also a Con if no internet is available.

Your Next Steps – Contact your Martin & Assoc. team to review your infrastructure needs for your ERP and CRM system. We will be happy to work with you and your hardware provider to plan out what is the most cost effective solution for you.

PC Maintenance Guide

Below are tips, tools and resources to keep you machine running smoothly.

Things to do

.... Everyday

- Update your virus and spyware definitions – Viruses spread within hours, so keeping your antivirus software up-to-date is essential.
- Do an incremental backup – Making a copy of files that have changed since your last full back up is quick and easy.
- Reboot when programs crash – Failed application can cause other programs to falter. Restart your system after every crash to clear it out.

.... Every week

- Perform a full virus and spyware scan – Find anything nasty hiding on your system by regularly scheduling a total scan.
- Do a complete backup – Better safe than sorry. A backup of all your data will help you recover if your drive fails.
- Run Windows Update – Get the latest patches from Microsoft to secure your system, by running this from the Start menu.
- Run a spyware and adware removal program – Quickly find and remover sneaky spyware.

.... Every month

- Update your programs – To make your app more stable, check for vendors' software updates or visit a site such as www.versiontracker.com.
- Check for new drivers- Installing the latest drivers for your device can help speed up and stabilize your PC.
- Use a one-click utility-suite checkup program – A utility suite – on one CD, with one interface – can give your PC a thorough checkup.

.... Every year

- Clean out your PC case – Use a vacuum cleaner to carefully clear out the dust that collects in a case and can clog up the fans.
- Spring-clean Windows and your program – If your PC seems sluggish make a full backup and then use the restore CD to return the system to its original state.
- Conduct a full diagnostic check – A hardware-diagnostic program can test your equipment and track down faulty components before they fail completely.

Ohio Society of CPA's Cincinnati Accounting Show

September 23-24, 2008
Cincinnati, OH
Sharonville Convention Center

www.ohioscpa.com

Microsoft and Sage Web Seminars

Martin and Associates would like to invite you to attend one of the free Microsoft or 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. To register or to see a complete list of Microsoft webcasts, please visit <http://msevents.microsoft.com>

Dates:

- | | |
|---------|--|
| Sept 4 | Sage MAS 500 Executive Overview - ...11:30 AM EST
Broaden your Horizons |
| Sept 9 | Go Green!!! Technology to Meet the.....1:00 PM EST
Growing Demands of Your Company |
| Sept 10 | Distribution Solutions for MAS 90.....11:30 AM EST
and MAS 200 - Effectively managing the supply
chain |
| Sept 11 | Sage MAS 500 Advanced Distribution.11:30 AM EST
Without the Headaches |
| Sept 23 | Upgrade Your Sage BusinessWorks.....12:00 PM EST
With Confidence |



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



Events and Training Schedule

September 2008 through December 2008

September

Monday	Tuesday	Wednesday	Thursday	Friday
1 Data File Structures	2 Tech Support Crystal Reports	3 BW Order Entry Customizer	4 BW Inventory Control MAS 90/200 Install	5 BW Job Cost MAS 90/200 Install
8		10 Tech Support Crystal Reports	11 Job Cost Crystal Reports Beyond the Basics	12 Job Cost Crystal Reports Beyond the Basics
15	16 BW Core - Sys Manager/ General Ledger	17 BW Core - Accounts Payable	18 BW Core - Accounts Receivable	19 BW Core - Payroll
22	23 Abra PR	24 Abra PR	25 Abra PR	26 Abra PR CR
29 e-Business Manager	30 e-Business Manager	1 BusinessWorks Inventory Control	2 BusinessWorks Order Entry Visual Integrator	3 Visual Integrator

October

Monday	Tuesday	Wednesday	Thursday	Friday
6 Data File Structures	7 Tech Support Crystal Reports	8 Tech Support Crystal Reports	9 Crystal Reports Beyond the Basics Job Cost	10 Crystal Reports Beyond the Basics Job Cost
13 Data Migrator Dynamics GP Financials - Foundations	14 Data Migrator Dynamics GP Financials - General Ledger	15 BusinessWorks - Job Cost Dynamics GP Financials - Payables Management	16 Dynamics GP Financials - Receivables Mgmt	17 Dynamics GP Financials - Fixed Assets
20 Abra HR	21 Abra HR Manufacturing - Inventory Mgmt	22 Abra HR Manufacturing - Bill of Materials	23 Abra HR, Crystal Reports Manufacturing - Work Order	24 Business Alerts Manufacturing - MRP
27 Customizer	28 Distribution - Inventory Mgmt Dynamics GP Supply Chain - Inventory Control	29 Distribution - Sales Order Dynamics GP Supply Chain - POP	30 Distribution - Purchase Order Dynamics GP Supply Chain - SOP	31 Distribution - Return Merchandise Authorization

November

Monday	Tuesday	Wednesday	Thursday	Friday
7 MAS90/200 Core - Intro/Sys Admin BW Crystal	8 MAS90/200 Core - General Ledger BW Crystal	9 MAS90/200 Core - Accounts Payable MAS 90 Install	10 MAS90/200 Core - Accounts Receivable MAS 90 Install	11 MAS90/200 Core - Payroll
10	11 Abra Payroll e-Business Manager	12 Abra Payroll e-Business Manager	13	14 Abra Payroll Crystal Reports
17	18	19	20	21
24 FRx	25 FRx	26	27	28

December

Monday	Tuesday	Wednesday	Thursday	Friday
1	2 BusinessWorks Core- System Admin	3 BusinessWorks Core- Accounts Payable	4 BusinessWorks Core- Accounts Receivable	5 BusinessWorks Core- Payroll
8	9	10 Dynamics CRM - Sales Management MAS SQL Install	11 Dynamics CRM - Marketing Automation MAS SQL Install	12 Abra Year End
15 Data File Structures	16 Tech Support Crystal Reports	17 Tech Support Crystal Reports	18 Job Cost Crystal Reports Beyond the Basics	19 Job Cost Crystal Reports Beyond the Basics
22	23	24	25	26
29 MAS 90/200 Core - Intro & Sys Admin	30	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 and Microsoft certified course curriculum and all of our courses include hands-on demonstrations, interactive sessions, reviews, and lab exercises. We guarantee your satisfaction!

For more information or to register for Microsoft Dynamics classes, please call Mary at 513-772-7284 x 118. To register for Sage courses, please visit <http://www.sagesoftwareuniversity.com>.

Save the Date

PC Retreat
Friday September 12th
Sharonville Convention Center

For details please visit
http://www.martinandassoc.com/M&A_pcRetreat.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	1/2 day	4	250
MAS 90/200 Installation	2 days	16	1,080
MAS for SQL Installation	1 1/2 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 1/2 days	19	1,000
Business Works Core	4 days	32	1,175
BW System Manager or GL	1/2 day	4	200
BW A/P, A/R, Payroll, Order Entry, Inventory Control or Job Cost	1 day	8	345
Business Works: 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	4	250
Dynamics GP Supply Chain Series	3 day	24	1188
Dynamics GP Inventory Control	1 day	8	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

Continental Breakfast at 8:30 AM. Classes start at 8:45 AM.

Class Spotlight

Data File Structures:

This essential class provides a solid foundation for successfully implementing and operating Sage MAS 90 and 200 add-on applications. By attending this course you will learn about the data file structures for efficient use of Visual Integrator, Crystal Reports, and Business Alerts. By the end of this course, you will be able to:

- Navigate the directory structure of Sage MAS 90 and 200.
- Know the directories and files created as part of Sage MAS 90 and 200 installation and by user interaction
- Use TRSG successfully to read file layouts
- Learn the different data file types
- Discover how information is stored and updated to Sage MAS 90 and 200 files
- Access data files using the ODBC driver

Sage MAS 90 and 200 Tech Support:

In this advanced level course you will learn how to use the various trouble shooting and repair tools for Sage MAS 90 and 200.

By the end of the course, you will be able to:

- Use options available on the Sage Software Online website including the knowledge base, downloading tips, and accessing dynamic trouble shooting guides
- Identify causes of errors
- Use repair utilities to resolve common errors

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.

