

Events to Help You

Upcoming training and user groups geared to help you leverage Sage, Microsoft, Intacct and other solutions for your business.

Technology – Solved Supported Simplified

- **Introduction to Business Objects**
August 27-28th, 2013
Martin & Associates
10385 Spartan Drive, Cincinnati, OH 45215
- **PC Retreat**
October 10th, 2013
Dan Beard Council, Boy Scouts of America
10078 Reading Road, Cincinnati, OH 45241
- **Wholesale/Distribution Seminar: Do you know where your business is going? Strategic Planning by Tom O'Connor**
September 17th, 2013 7:30 – 11:30 am
Cintas Center at Xavier University
1624 Herald Avenue, Cincinnati, OH 45207
- **Introduction to Business Objects**
October 28 – 29th, 2013
Martin & Associates
10385 Spartan Drive, Cincinnati, OH 45215
- **Ohio Society of CPAs Cincinnati Accounting Show**
September 17 – 18th, 2013
Duke Energy Convention Center
525 Elm Street, Cincinnati, OH 45202
- **Full Service Networking Lunch & Learn**
November 14th, 2013
9987 Carver Road, Suite 130, Blue Ash, OH 45242
- **Adaptive Planning Budgeting Bootcamp**
September 25th, 2013 8:00 am – 1:00 pm
Cincinnati Marriott North
6189 Muhlhauser Rd, West Chester, OH 45069
- **Ohio Society of CPAs Columbus Accounting Show**
November 14 -15th, 2013
NorthPointe Hotel and Conference Center
100 Green Meadows Drive South, Lewis Center, OH 43035
- **QuickBooks Classes (Taught by 3rd Party)**
Power Tips and Tricks - September 30th
Job Cost - October 2nd
Intermediate - October 3rd
Martin & Associates
10385 Spartan Drive, Cincinnati, OH 45215
- **Holiday Lunch & Learn**
December 5th, 2013
Martin & Associates
10385 Spartan Drive, Cincinnati, OH 45215

To register or for more information on any of these events, please visit
www.martinandassoc.com/events/upcoming

What's New In Office 2013

With Office 2013, Microsoft has made major modifications related to new touch-screen capabilities, cloud connectivity, and a new subscription pricing plan. In addition, Office 2013 delivers a multitude of application enhancements, many of which are listed below.

New Global Features in Office 2013

1. Touch-Screen Enabled
2. Windows 8-Styled Tiles
3. Cloud Enabled
4. Office 2013 Web Apps
5. Subscription Pricing

New Features in Excel 2013

6. Quick Analysis
7. Flash Fill
8. PowerView
9. New PivotTable Tools
10. Improved Functionality When Opening New Excel Windows
11. Recommended PivotTables and Charts
12. New Chart Controls
13. Get a Link
14. Publish Excel Data to Social Media

New Features in Word 2013

15. Open and Edit PDF Files in Word
16. Threaded Review Comments
17. Read Mode with Page Turning
18. Alignment Guides
19. Placeholder

New Features in Outlook 2013

20. Improved Menu Design
21. Navigation Bar
22. Centralized Cloud-Based Email Through Outlook.com
23. Reading Pane Utility
24. Expanded Contact Capabilities
25. Improved Calendar Sharing
26. Calendar-Based Weather Reports
27. Social Media Integration

(Continued on page 3)

PC Retreat 2013

October 10, 2013

Dan Beard Council, Boy Scouts of America

To register, please visit

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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:

- | | |
|--------|---|
| Aug 20 | Sage Time and Attendance: Collect,, 2:00 PM EST Analyze, and Take Control of Employee Labor |
| Aug 27 | Sage Time and Attendance: Collect,, 2:00 PM EST Analyze, and Take Control of Employee Labor |



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

Adaptive
Planning

 Intacct.

 sage
software

Authorized Partner



Microsoft Partner

Silver Enterprise Resource Planning
Silver Customer Relationship Management
Silver Midmarket Solution Provider

Office 2013 (continued)

New Features in PowerPoint 2013

28. Improved Presenter View
29. New Presenter Tools
30. New Touch-Screen Gestures
31. New Review Tools
32. Present Slideshows Online for Free
33. New Themes
34. More Templates
35. New Transition Effects
36. Smart Guides
37. Merge Shapes
38. Auto-Detect Projector
39. Motion Path Ghosts
40. Eyedropper

One of the bigger changes in Office 2013 is the pricing models. Microsoft now provides three ways to acquire Office 2013.

1. Buy the boxed product, which comes with a CD.
2. Purchase licenses, which include the products activation key only
3. Rent the product via an Office 365 monthly subscription plan.

In the end, the core decision is whether to buy Office 2013 or rent it. Microsoft clearly wants users to choose the monthly subscription. In a significant change to the company's prior pricing model, the boxed product and license options allow you to install Office 2013 on only one computer or device, down from 2 or 3 in the past.

In contrast, the subscription plan option allows you to install the product on as many as five computers or devices. In addition, the subscription plan offers a number of additional cloud-based benefits (centralized email that automatically sync with all of your devices, as much as 25 gigabytes of free storage on Microsoft's SkyDrive, and web-based hosting).

Why is Microsoft pushing the subscription plans? Software publishers like rental plans because they produce a steady, ongoing revenue stream, whereas the sale of product upgrades every few years requires significant marketing effort and produces a revenue stream that's ebbs and flows.

From the user's perspective, there are advantages and disadvantage to the subscription plan as follows:

Advantages to the Subscription Plan

- With a single subscription plan, a user could install Office 2013 on multiple devices – such as an office computer, home computer, traveling laptop, tablet PC and smartphone – and also access the web version of Word, Excel, Publisher, and other Office applications.
- The subscription plan provides a cloud-based email system that stores email messages, replies, contacts, tasks, and calendars in a central location so you can access them from any of your computers or mobile devices or via a web browser.
- Data transfers from your computer to Microsoft's cloud-based SkyDrive are securely encrypted, and your data remains encrypted in the cloud, where it is backed up automatically on a continuous basis and is protected by firewalls, anti-virus software, and intrusion monitoring solutions.
- The subscription plan also includes as much as 25 GBs of free, initial storage space on SkyDrive, and you can also grant permissions to others to access your SkyDrive files or folders, even if they don't use Office. This facilitates file sharing and collaborations between CPA and client or colleague, or both.

Disadvantages of the Subscription Plan

- You will not have the option to skip upgrades if you decide to go with the subscription plan.
- If you prefer to avoid the cloud, you will find the subscription plan's data cloud-based functionality pointless.
- Those who embrace the new cloud functionality face new risks. For example, the cloud adds a new layer of technology in which access to your applications and files depend upon the reliability of the internet.
- Even with fast internet speeds, Outlook 2013 web apps operate slower than locally installed applications.
- Storing client data on SkyDrive could lead to compliance issues.
- Another significant concern relates to Microsoft's Code of Conduct agreement, which prohibits uploading files that contain pornography, hate speech, junk mail verbiage, and numerous other types of content. Microsoft actively monitors the data files you upload, and in at least one case, it suspended a user's SkyDrive access after offending files were identified. To enforce this policy, Microsoft grants outside contractors access rights to user data that could create regulatory and privacy concerns.

For more information on Microsoft Office 2013, please contact your M&A representative.

Course List

Course Title	Course Length	CPE Credits	Cost
Business Alerts	1 day	8	\$395
Customer Workshop GL or LM	1 day	8	395
Customer Workshop SO & AR	1 day	8	395
Sage 100 Core Applications	5 days	40	1,580
Sage 100 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
Sage 100 Installation	2 days	16	1,080
Sage 100 Premier 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
Intro to Scripting with Business Objects	2 days	16	900
BusinessWorks 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
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 sageu.csod.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

Introduction to Scripting with Business Objects:

Business Objects is used by many third party developers to access Sage 100 databases and develop applications. Business Objects provide a clean, flexible interface to a wide range of programming languages, from VBScript to C# to C++. This two-day course covers how to unlock the power of Business Objects to:

- Manipulate Sage 100 ERP data tables independent of the Sage 100 ERP interface
- Enhance existing forms with customized logic
- Integrate Sage 100 ERP with external applications such as Crystal Reports.

To register for the Introduction to Scripting with Business Objects Course, please call Mary at 513-772-7284 x118 or email training@martinandassoc.com.

Sage 100 Technical Support:

In this advanced level course you will learn how to use the various trouble shooting and repair tools for Sage 100 ERP.

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

- Use options available on the Sage Customer Portal 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 sageu.csod.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

August 2013 through November 2013

August

Monday	Tuesday	Wednesday	Thursday	Friday
			BusinessWorks - Inventory Control	BusinessWorks - Order Entry
Dynamics GP - Foundations	Dynamics GP - General Ledger	Dynamics GP - Payables Mgmt	Dynamics GP - Receivables Mgmt	Dynamics GP - Fixed Assets
12	Sage 100 - Inventory Management	Sage 100 - Sales Order Processing Dynamics CRM - Sales Mgmt	Sage 100 - Purchase Order Processing Dynamics CRM - Mktg Automation	Sage 100 - MRP
Sage 100 Core - Intro and Sys Admin	Sage 100 Core - Accounts Receivable	Sage 100 Core - General Ledger	Sage 100 Core - Accounts Payable	Sage 100 Core - Payroll
GP Business Intelligence	Visual Integrator Intro to Business Objects	Visual Integrator Intro to Business Objects	Sage 100 Customizer	BusinessWorks - Job Cost

September

Monday	Tuesday	Wednesday	Thursday	Friday
2	3	4	Management Reporter	Management Reporter
9	Sage 100 - Inventory Management	Sage 100 - Sales Order Processing	Sage 100 - Purchase Order Processing	Sage 100 - MRP
16	BusinessWorks - Intro/Sys Admin	BusinessWorks - AP/ Cash Management Sage 100 Premier Install	BusinessWorks - Accounts Receivable Sage 100 Premier Install	BusinessWorks - Payroll
23	GP Supply Chain - Inventory Control e-Business Manager	GP Supply Chain - Sales Order e-Business Manager	GP Supply Chain - Sales Order Sage 100 Job Cost	Sage 100 Job Cost

October

Monday	Tuesday	Wednesday	Thursday	Friday
	BusinessWorks - Inventory Control	BusinessWorks - Order Entry	3	GP - Bank Reconciliation
Sage 100 - Inventory Management	Sage 100 - Sales Order Processing	Sage 100 - Purchase Order Processing	Sage 100 - RMA	BusinessWorks - Payroll
14	Sage 100 Intelligence Reporter Intermediate	Sage 100 Intelligence Reporter Intermediate	Sage 100 Intelligence Reporter Advance	Sage 100 Install
Sage 100 Data File Structures	Sage 100 Intro Crystal Reports	Sage 100 Intro Crystal Reports	Sage 100 Crystal Reports Beyond the Basics	Sage 100 Crystal Reports Beyond the Basics
GP Install & Configure Intro to Business Objects	GP Install & Configure Intro to Business Objects	GP Install & Configure Visual Integrator	31	

November

Monday	Tuesday	Wednesday	Thursday	Friday
				BusinessWorks - Crystal Reports
Sage 100 Core - Intro and Sys Admin	Sage 100 Core - General Ledger	Sage 100 Core - Accounts Payable Customizer	Sage 100 Core - Accounts Receivable	Sage 100 Core - Payroll
11	12	13	14	BusinessWorks - Job Cost
Dynamics GP - Foundations	Dynamics GP - General Ledger	Dynamics GP - Payables Mgmt	Dynamics GP - Receivables Mgmt	Dynamics GP - Fixed Assets
Management Reporter	Management Reporter	27	28	29

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 2013
October 10, 2013

Holiday Lunch & Learn
December 5, 2013

For more information, please visit
<http://www.martinandassoc.com/events/upcoming>



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