

Sage MAS 90 Online

ERP that works the way you do

Sage ERP MAS 90 Online is a business management solution for North American companies like yours to operate efficiently and fuel your growth. Enable your team to be more productive by using a powerful suite of modules ranging from financial and accounting, business intelligence, reporting, and operations, to distribution and light assembly. Meet all your unique business needs and have security-by-role—down to the task level. Using the built-in dashboard and additional business intelligence tools, you and your team will be able to use meaningful information to monitor their area of responsibility, and make decisions to optimize your business. Sage ERP MAS 90 Online gives you all the power of an on-premise secure solution, with the added flexibility, convenience, and affordability of a hosted application designed specifically for regional compliance standards within North America.

Flexible Online Deployment with Power and Security

Sage ERP MAS 90 Online—similar to software-as-a-service (SaaS) solutions—is a suite of business management software applications hosted by Sage, accessed over the Internet, and made available on a monthly pay-as-you-go subscription basis. Sage ERP MAS 90 Online is ideal for an organization with a workforce distributed across multiple locations but still wants to centralize key functions like accounting and operations on a standardized back-office solution. Companies with remote workers, telecommuters, or mobile salespeople who are often on the road would also benefit from the portability of this on-demand solution. Sage ERP MAS 90 Online is well suited for businesses who want to get their system up and running quickly and who prefer to make affordable monthly payments rather than making an up-front

capital investment. Sage ERP MAS 90 Online also reduces the need for an internal IT infrastructure and provides a secure, cost-effective alternative for companies currently running critical business applications on peer-to-peer desktops. And if business circumstances change, Sage ERP MAS 90 Online customers can easily and cost-effectively transition to the on-premise version of Sage ERP MAS 90, 200 or 200 SQL. You are in control of your data and your system.

Optimize Your Financials, Operations and Inventory

Sage ERP MAS 90 Online connects key functional departments for better results. Your finance, sales, and operations are able to streamline the order process to ensure your orders are delivered on time, and revenue recognition conditions are met. Your purchase of goods and services can be made efficiently, cost-effectively, and securely. And because your accounting, sales, marketing, and customer service staff all have centralized access to accurate and up-to-date information, collaboration with stakeholders is automated and simplified—maximizing your bottom-line results.

Comprehensive ERP at an Affordable Price

Avoid the up-front capital expense associated with purchasing and managing a technology infrastructure. With Sage ERP MAS 90 Online, software updates will be applied seamlessly without any additional cost or disruption to you. And, you'll upgrade at your convenience—unlike a SaaS alternative where upgrades are forced upon a customer by the software publisher. Sage ERP MAS 90 Online provides reliability with guaranteed up-times, and includes a secure back-up service for no additional cost. (Continued on page 3.)

Microsoft Office 365

What is Office 365?

It's familiar Microsoft Office collaboration and productivity tools delivered through the cloud. Everyone can work together easily with anywhere access to email, web conferencing, documents, and calendars. It includes business-class security and is backed by Microsoft. Whether you are a small business or multinational enterprise, Office 365 offer plans designed to fit your organization's unique needs.

Why Office 365?

Microsoft Office 365 takes the industry's most recognized set of productivity and collaboration tools and delivers them as a subscription service. With Microsoft's cloud services, your organization can lower overall costs and deliver the right set of tools for the right users, all with appropriate layers of security and compliance. And, Office 365 includes financially-backed service level agreement, allowing you to feel confident that you chose the best cloud solution.

How it works?

Microsoft Office 365 is licensed on a flexible, per-user per-month subscription plan with predictable annual costs - enabling you to scale the services when it makes sense. Microsoft manages the IT software and you control the user access rights.

Online Services

Its all right here. Office 365 brings together Microsoft cloud productivity services in one highly secure, reliable and flexible package. Learn more about the individual services that make up Office 365, and how you can put them to work for your organization.

To learn more about Microsoft Office 365 and how it can help your company, please contact Joe Gast at 513-772-7284 x106.

Holiday Lunch and Learn



December 8, 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:

Nov 3	Leveraging Sage SalesLogix as a Job 1:00 PM EST Cost Tool
Nov 8	What's New in Sage ERP MAS 90 and.....1:00 PM EST 200 Version 4.5?
Nov 10	Sage SalesLogix Live Webcast - Sales,.....1:00 PM EST Marketing and Customer Service
Nov 17	Paperless Payroll with the Sage.....2:00 PM EST Payroll PayCard
Dec 14	What's New in Sage ERP MAS 90 and.....1:00 PM EST 200 Version 4.5?



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 ERP MAS 90 Online (Continued)

Get started right away with a single-year agreement, or choose a multi-year for additional savings.

Harness the Power of Web Deployment

Sage ERP MAS 90 Online provides comprehensive business management combined with the mobility of web technology to support better interoperability and collaboration. And since Sage ERP MAS 90 Online is backed by Sage, you get the peace of mind that your ERP solution performance provides an up-time guarantee of 98 percent, and includes disaster recovery in the low monthly cost. The result—secure, mobile ERP software that truly works the way you want it to—seamlessly, efficiently, intelligently, and cost-effectively, so you can efficiently operate and grow with maximum flexibility.

Flexibility to Extend Your Solution

The flexibility of the on-demand deployment model allows you to grow your company without growing your IT support burden. Easily add more users without worrying about capacity, installation, configuration, and support of additional hardware and software.

Easily Transition to On-Premise

If your business circumstances change, Sage ERP MAS 90 Online customers can easily and cost-effectively transition to the on-premise version of Sage ERP MAS 90, 200 or 200 SQL. You are in control of your data and your system.

Extensive Support and Training

Managed by a team of certified experts in the field of application hosting—Sage ERP MAS 90 Online is backed by experience. Rest assured, Sage will provide regular maintenance and updates for you, and a fully automated backup with a disaster recovery plan to protect your investment. You receive maintenance, support, access to Sage University online training courses, and discounts on live training as part of your Sage MAS 90 Online Business Care plan.

Our network of experienced North American business partners can provide you with on-site consulting, training, and implementation assistance to help you get the most out of your solution.

Top-in-Class Data Security and Up-Time Guarantee

With Sage ERP MAS 90 Online, your mission-critical system and corporate data is hosted and managed in an extremely secure, purpose-built data center with high levels of redundancy, backup, and monitoring. This SAS 70 certified facility has fireproof cement walls, 24/7 connectivity, and human security which provides a degree of protection and security that typical small and mid-sized organizations could not cost-effectively replicate.

Sage ERP MAS 90 Online offers customers an up-time guarantee of 98 percent with service level agreements that specify our commitment to high levels of performance, consistency, and availability. Your monthly fees include all that protection, reliability, and disaster recovery.

AVAILABLE MODULES

Accounting and Finance

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Electronic Reporting
- General Ledger

Business Intelligence

- Business Insights Dashboard
- Business Insights Explorer

Distribution and Light Assembly

- Bill of Materials
- Inventory Management
- Purchase Order
- Return Merchandise Authorization
- Sales Order

Sage ERP MAS 90 Online is expected to be available in Q4 2011. For more information, please contact your Martin & Associates Account Rep!

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
SMI Intermediate or Advanced	1 day	8	395
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

November 2011 through January 2012

November

Monday	Tuesday	Wednesday	Thursday	Friday
1 MAS 90/200 Core Intro and Sys.Admin	1 MAS 90/200 Core General Ledger	2 MAS 90/200 Core Accounts Payable Dynamics GP - IC	3 MAS 90/200 Core Accounts Receivable Dynamics GP - POP	4 MAS 90/200 Core Payroll Dynamics GP - SOP
14	15 Manufacturing - Inventory Mgt	16 Manufacturing - Bill of Materials BusinessWorks Job Cost	17 Manufacturing - Work Order	18 Manufacturing - MRP
21	22	23	24	25
28	29 FRx	30 FRx Business Alerts		

December

Monday	Tuesday	Wednesday	Thursday	Friday
			1 SMI Intermediate	2 Job Cost
5 Applications in CRM	6 Applications in CRM BusinessWorks Core System Manager/GL	7 Applications in CRM BusinessWorks Core Accounts Payable	8 e-Business BusinessWorks Core Accounts Receivable	9 e-Business BusinessWorks Core Payroll
12 Data File Structures	13 Intro to Crystal Reports Tech Support	14 Intro to Crystal Reports Tech Support	15 Crystal Reports Beyond the Basics MAS Install	16 Crystal Reports Beyond the Basics MAS Install
19	20	21	22	23
26	27	28	29	30

January

Monday	Tuesday	Wednesday	Thursday	Friday
2	3	4	5	6
9	10 Intro to Crystal Reports Tech Support	11 Intro to Crystal Reports Tech Support	12 Crystal Reports Beyond the Basics	13 Crystal Reports Beyond the Basics BusinessWorks - Job Cost
16 SMI Intermediate	17 Distribution - IM SMI Advanced	18 Distribution - SO	19 Distribution - PO	20 Return Merchandise Authorization
23	24 Visual Integrator	25 Visual Integrator	26 BusinessWorks - Inventory Control	27 BusinessWorks - Order Entry
30 Dynamics GP Financials - Foundations	31 GP Financials - General Ledger			

February

Monday	Tuesday	Wednesday	Thursday	Friday
		1 GP Financials - Payables Management	2 GP Financials - Receivables Management	3 GP Financials - Fixed Assets
6 MAS 90/200 Core Intro and Sys.Admin	7 MAS 90/200 Core General Ledger	8 MAS 90/200 Core Accounts Payable	9 MAS 90/200 Core Accounts Receivable	10 MAS 90/200 Core Payroll
13	14 BusinessWorks - Intro/Sys Admin	15 BusinessWorks - Accounts Payables/ Cash Management	16 BusinessWorks - Accounts Receivable SMI Intermediate	17 BusinessWorks - Payroll SMI Advanced
20	21	22 GP Supply Chain - Inventory Control	23 GP Supply Chain - Purchase Order	24 GP Supply Chain - Sales Order
27 Customizer	28	29 BusinessWorks Crystal Reports		

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

Holiday Lunch & Learn
October 8th, 2011
11:30 - 2:30

For more information, 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