

Comparing Must Have Tablets for this Holiday Season

It's not hard to guess that the word "Tablet" appears on your family's Christmas list this year. What is difficult, is finding the right one. The tablet market, that didn't even exist 3 years ago, now has hundreds of different options with even more features to compare. Android vs Apple? What about the Surface? 3G, LTE or WiFi only? How do you know you are getting the best value for your dollar? Below covers 3 of the most popular options

Apple iPad Mini

Apple unveiled the new iPad Mini last month, and the question seems to be, is this a "so what" moment, or is this another "home-run" for the IT giant?

Some quick facts:

- . Price – ranges from \$329 for 16GB & without cellular, to \$659 for 64GB with cellular
- . Display – 7.9" (7.87"x5.3"x.28"), 1024 x 768, no Retina option available (yet)
- . Storage – your choice of 16, 32, or 64 GB
- . Processor – Dual-Core A5 chip
- . Other – 10 hr. battery, 5 MGP camera, 1080p HD video recording, weighs .68 lbs

Pros and Cons vs. the Mini's main competition – the Google Nexus 7 and Kindle Fire HD:

Pros – sleek "Apple" design, bigger screen viewing at less weight, more storage, cellular option, 10 hr battery life.

Cons – Nexus 7 has Quad-Core processor, Nexus has 1280 x 800 display resolution, Nexus has micro USB port, Kindle Fire has 11 hr battery life.

Summing up Apple products can seem like déjà vu, as many of our opinions remain whether we're looking at a Macbook or an iPhone. Like BMW or Dyson, you're paying for the research, design, craftsmanship and brand

association when handing over money for an iThing. The Mini is thinner and lighter, yet has a screen almost an inch bigger than its two main rivals. The Nexus 7 has NFC (near field communication), the others don't. The Kindle Fire HD has a mini HDMI, the others need additional accessories. All have half-decent cloud services and, while Apple's app store is streets ahead of Google Market, the gap continues to close and Amazon's expansive digital library shouldn't be underestimated. Whether you buy this over a Nexus 7 or Kindle Fire HD comes down to your perception of value and image. But, with all considered, I'd say it's the best of its breed.

Microsoft Surface

The Microsoft Surface RT is shipping and in your Greater Cincinnati NEW Microsoft Store.

Comparing Prices

\$100 less than a comparable Apple iPad is the price point. The 32 Gig Surface RT is \$499, and the 64 Gig version is \$599. This pricing comparison is to the iPad "3" (the new Retina Display model of the iPad family). The size and dimensions are very similar.

What you Find at the Marketplace (Apps for the Surface)

4,000 Apps for the Surface exist so far in the Microsoft Marketplace. All industry reports state that additional apps will be coming out. For now, the lower App count is the only drawback.

Wow – Really Run Word, Excel and PowerPoint

A complete copy of Word! Excel! – Wow! It is so nice, and so time effective to be able to run a local copy of Word or Excel or PowerPoint. The speed and use of this, in combination with my Microsoft Skydrive is a big time saver. No more web clients to access Microsoft Office 2013 solutions.

(Continued on page 2)

Microsoft Surface (continued)

Coming in early 2013 – The Surface 8 Pro

No firm date has been set – but press blogs are targeting January. What will be new in this Microsoft Surface version? A simple few key items stick out

- .An Intel Processor (yet a faster tablet)
- . Full Outlook (Currently you can use Windows Mail on the Surface, and it integrates fine with Outlook and personal email)
- .Ability to load up your Windows 7 programs – a true “PC on Glass” for my working environment.

A few costs will be associated with this. You gain a ½ pound in weight, 4mm in thickness and up to \$250 more in costs. Also, a 128Gig version will be available for even more storage.

Staying Connected to The Internet

No data plans or 4G on a Surface. You use Wi-Fi spots. Not bothering with a dataplan with the Surface is a plus for many.

Accessories

The Apple iPad accessories costing model applies to the Surface – items that you think are simple, cost \$40 or more. Recommended accessories are the traveling case and HDMI video cable to connect the Surface to an HDMI monitor or TV. The biggest expense will be the Touch Cover keyboard which is \$120.

Nexus 7

Google, with the partnership with Asus released the Nexus 7 earlier this year. It is fast, light, runs the latest Android OS, and best of all inexpensive. For the \$200.00 entry point, you don't have to give up many features. If you can live without a back facing camera, and no 4G option, then you will be more than happy with the Nexus 7.

- . Price – ranges from \$199 for 16GB & without cellular, to \$299 for 32GB with cellular
- . Display – 7" 1280x800 HD display (216 ppi)
- . Storage – 16 or 32 GB
- . Processor – NVIDIA(R) Tegra(R) 3 quad-core
- . Other – 8 hr. battery, 1.2MP front-facing camera, Android 4.2, weighs 0.749572 lbs

Holiday Lunch & Learn

December 6, 2012

Martin & Associates

To register, please visit

<http://www.martinandassoc.com/events-578>

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:

- | | | |
|--------|---|--------------|
| Dec 12 | Ready to “Go Paperless”? Learn the..... | 2:00 PM EST |
| | Step by Step Process for Success | |
| Dec 13 | Need to Improve Your Shipping..... | 12:00 PM EST |
| | Process? (for Sage 500 ERP) | |
| Dec 13 | Paperless Payroll With the Sage | 2:00 PM EST |
| | Payroll PayCard | |



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.

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software

Authorized Partner



Microsoft Partner

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

Nexus 7 (continued)

Pros:

- .Cheap price tag without sacrificing many features
- .Latest Android OS 4.2
- .Standard Micro USB port
- .Fast Quad-Core Processor

Cons:

- .Only Available up to 32 GB
- .Front Facing Camera only
- .Data Plan only available through AT&T
- .Google Play currently lacks tablet specific apps
- .No 4G

Tablet Comparison

	Apple iPad Mini	Microsoft Surface	Nexus 7
Screen size	7.9"	10.6"	7"
Internet Options	Wi-Fi or Cellular	Wi-Fi	Wi-Fi or Cellular
Operating System	iOS6	Windows 8 RT	Android OS
Storage	16 GB, 32GB or 64 GB	32 GB, 64 GB	16GB , 32 GB
Weight	.68 lbs.	Less than 1.5lbs.	.749572 lbs.
USB Port	No	Yes	Yes
Battery Life	10 hours	8 hours	8 hours
Price	\$329 - \$659	\$499-\$599	\$199-299



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 December 2012 through March 2013

December

Monday	Tuesday	Wednesday	Thursday	Friday
3	4	5 Job Cost	6 Job Cost e-Business Manager	7 e-Business Manager
10	11 BW Intro/Sys Admin Sales Mgmt in MS-CRM 2011	12 BW AP/Cash Mgmt Marketing Automation in MS-CRM 2011	13 BW Accounts Receivable Service Mgmt in MS-CRM 2011	14 BW Payroll Service Scheduling in MS-CRM 2011
17	18	19	20	21
24	25	26	27	28
31				

January

Monday	Tuesday	Wednesday	Thursday	Friday
	1	2	3 BusinessWorks - Inventory Control	4 BusinessWorks - Order Entry
7 MAS Data File Structures	8 MAS Intro to Crystal Reports MAS Tech Support	9 MAS Intro to Crystal Reports MAS Tech Support	10 MAS Crystal Reports Beyond the Basics	11 MAS Crystal Reports Beyond the Basics
14 Dynamics GP - Foundations	15 Dynamics GP - General Ledger	16 Dynamics GP - Payables Mgmt	17 Dynamics GP - Receivables Mgmt BW Job Cost	18 Dynamics GP - Fixed Assets
21	22 MAS - Inventory Management	23 MAS - Bill of Materials	24 MAS - Work Order	25 MAS - MRP
28 MAS SMI Intro	29 MAS SMI Advanced	30 MAS SMI Financials MAS Visual Integrator	31 MAS Visual Integrator	

February

Monday	Tuesday	Wednesday	Thursday	Friday
				1
4	5 BW Intro/Sys Admin	6 BW AP/Cash Mgmt	7 BW Accounts Receivable	8 BW Payroll
11 MAS Core - Intro/Sys Admin	12 MAS Core - General Ledger	13 MAS Core - Accounts Payable	14 MAS Core - Accounts Receivable	15 MAS Core - Payroll
18	19	20 GP Management Reporter	21 GP Management Reporter	22 MAS Customizer
25 GP Supply Chain - Inventory Control	26 GP Supply Chain - Purchase Order	27 GP Supply Chain - Sales Order	28 MAS Business Alerts	

March

Monday	Tuesday	Wednesday	Thursday	Friday
				1 BW- Crystal Reports
4	5 MAS - Inventory Management	6 MAS - Bill of Materials e-Business Manager	7 MAS - Work Order e-Business Manager	8 MAS - MRP
11 MAS Job Cost	12 MAS Job Cost	13	14	15
18	19	20	21	22
25	26	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

Holiday Lunch & Learn
December 6, 2012

March Madness Lunch & Learn
March 21, 2013

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



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