



Accountants Network

## SAGE SOFTWARE ACCOUNTANTS NETWORK FREQUENTLY ASKED QUESTIONS

### What is the Sage Software Accountants Network?

The Sage Software Accountants Network is a unified program that enables accountants to access information, software, support, and other resources so that they can better manage their practice and serve their clients.

### When was the original rollout of the Accountants Network?

We announced the Sage Software Accountants Network on October 1, 2002 (renamed from the Best Software Accountants Network on June 15, 2005 with our corporate name rebranding). The Accountants Network Web site went live at the same time. Since that time, the program continues to grow and expand. With the acquisition of Sage Accpac, Sage BusinessVision and Simply Accounting by Sage, we introduced the Accountants Network in Canada in the fall of 2005.

### What Sage Software products are available to accountants in the Accountants Network?

A member can choose to own one or more software libraries for the award winning products: Peachree by Sage, Sage MAS 90, Sage BusinessWorks Accounting, Sage Timberline Office, Sage FAS, Timeslips by Sage, Sage Abra HRMS, Sage MIP Fund Accounting, Sage Accpac ERP and ACT! by Sage.

### Why would an accountant become a Premier Advisor of the Sage Software Accountants Network instead of becoming a business partner or a small business certified consultant?

At Sage Software, we offer a number of programs for accountants to choose from, including our Business Partner and Certified Consultant programs. These programs are oriented toward the accountant who wants to actively resell and/or support our solutions as a component part of their overall practice. The Accountants Network program is designed for those accountants who want to gain more information and access certain Sage Software Libraries, but who are not yet committed to resell or actively consult on our solutions. For these firms, their Premier Advisor membership offers the perfect balance—they can access the information they need to advise and guide their clients and better manage their practice, without having to become “experts” on the software themselves.

### If I am an existing member of a Sage Software accountants program today, such as the Accpac Preferred Accountant Program or BusinessVision Accountant's Partner, how does this affect me?

If you are enrolled in a current Sage Software accountants program today, you will continue to receive the same benefits that you have been receiving as part of your current program. On your next renewal date, instead of renewing into your current accountants program, you will be asked to renew into the Sage Software Accountants Network and you will have the ability to renew the software library you have today plus potentially add new Sage Software Libraries if you wish.

### What are the benefits associated with creating alliances between Sage Software Accountants Network members and business partners?

Accountants Network members receive an alliance with a local resource well versed in information technology and business management and accounting solutions as a benefit of the Accountants Network program. This way, they have someone in their local community they can call upon for assistance with their own in-firm systems and with clients who have IT needs or issues. Because accountants want to be of service to their clients and because their clients often rely on them for assistance related to their systems—especially their accounting systems—providing our Accountants Network members with this local resource for assistance provides them peace of mind that they'll be able to help those clients if and when they're called upon. Sage Software business partners understand the influence that accountants have on the decision-making of their small and mid-sized clients' systems, and they are motivated to develop local alliances with accountants as a result.

### What happens if an Accountants Network Premier Advisor member changes business focus and wants to become a business partner or certified consultant, with the ability to resell product?

We want to work with our accountants on whatever level they're most comfortable and we've developed programs to support them at various stages of their practice development. For those that want to invest the resources to become proficient with Sage Software solutions to resell and/or consult on them, they can apply to become a business partner or certified consultant. In doing so, they must undergo our standard qualification processes and, when they qualify, they can enter the Business Partner or Certified Consultant program for the difference in price between the two programs (after their Accountants Network program has been prorated for the number of months they've already used in their annual Accountants Network membership).

For more information about the Sage Software Accountants Network or Sage Software solutions visit our Web site at [www.sageaccountantsnetwork.com](http://www.sageaccountantsnetwork.com), call us at 866-565-2726 or e-mail us at: [accountantsnetwork@sage.com](mailto:accountantsnetwork@sage.com).



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