



# Sage MAS 90 and MAS 200 Newsletter

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## Scanning the Benefits of Bar Code Technology

Use of bar coding technology has grown dramatically over the last several years ... and for good reason. Once a luxury available only to large companies with equally large IT budgets, widespread adoption of bar coding has led to lowered costs and a wider range of choices and features available to small and medium-sized businesses. Let's explore why bar code technology is so important.

### We All Make Mistakes ... But Bar Codes Don't

Essentially bar coding provides a fast, accurate, and automated way of collecting data and transferring that information to your Sage MAS 90 or MAS 200 system. Even the most tight-fisted operations manager can appreciate the benefits of eliminating manual keystrokes, reducing labor costs, and eliminating errors. In fact while a bar code scanner can collect and record data faster than a speeding bullet, the error rate is only about 1 in 3 million.

This level of accuracy can have far reaching affects. Consider the example of a customer that receives an over shipment, under shipment, or just the wrong order due to a data entry error. You're now in a position where you incur additional shipping costs for the returned items as well as labor costs to process the return and re-process the correct order. Not to mention the "soft" cost of a potentially unhappy customer. By all accounts, companies that have implemented bar code technology have significantly reduced or completely eliminated these situations.

### It's Not Just for the Warehouse

Perhaps nowhere else is bar code technology more beneficial than in the warehouse where personnel are picking inventory, shipping and receiving goods, conducting physical counts, and many other activities that require frequent data collection and subsequent entry into MAS 90 or MAS 200.

But the speed, accuracy, and other benefits of bar coding are not limited to the warehouse. Manufacturers can implement bar coding on the shop floor where work-in-progress, materials, and labor are tracked by scanning a routing sheet with bar codes on them. If you process payroll in-house, you can eliminate manual entry of payroll data by capturing time and attendance using bar codes on employee badges. Finally, bar coding your fixed assets can lead to better tracking and more accurate physical asset inventories which can lower your property taxes.

### Soft Benefits are Important Too

In addition to some of the "hard" savings discussed above, the "soft" benefits of bar coding can help improve employee morale by automating boring jobs like repetitive data entry, improve customer service with up-to-date information on product availability, and significantly improve efficiency.

### One Size Does NOT Fit All

There are a variety of bar coding solutions for your Sage MAS 90 or MAS 200 system with the right mix of features to meet your needs. From the basic bar code reader attached to a computer that reads one item at a time to a deluxe warehouse management system with wireless handheld devices and 2-way communication with your system, you get to choose how much automation and accuracy provides the right fit for your business.

[Contact us](#) to learn more about bar coding solutions for your Sage MAS 90 or MAS 200 software.

**sage**

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# IDEASCOPE - WHERE YOUR VOICE IS HEARD!

No doubt you've had a great idea for adding a new feature to Sage MAS 90 or MAS 200 that would make your life so much easier. And yet, you go on about your day doing things the same way you have always done them because you're not sure who to share your fantastic idea with or whether anyone would even listen. If that sounds like you, then your experience is about to change with IdeaScope.

## What is IdeaScope?

IdeaScope is an interactive program that allows customers like you to submit software enhancement requests through a simple process over the web. And beginning in May, Sage has announced that IdeaScope will be available to Sage MAS customers and business partners. That means your voice will be more easily heard and all those fantastic ideas for improving your Sage MAS 90 or MAS 200 system will be easy to submit.

## Where Do I Submit My Ideas?

Initially, you'll have access to IdeaScope through the Sage MAS online community. If you aren't already signed up and participating in the Sage MAS online community that has recently been launched, you can check it out online by visiting <http://community.sagemas.com/sagemas>.

Later this year, IdeaScope will be integrated directly into Sage MAS products, making it even easier to submit your requests and generate change!

## How Does It Work?

IdeaScope is a unique program that's simple to use and completely automated. To submit an idea, you click on a link in the Sage MAS community website or within the Sage MAS product bringing up the IdeaScope enhancement request form. Next you chose the product line and module, then key in a brief description of your enhancement idea.

IdeaScope analyzes your submission to determine whether something similar has already been suggested and offers a list of previously-submitted "matching" requests to choose from. If you're unable to find a good match, you can submit your

request as a new, unique idea. IdeaScope sends an automated email confirming your request and subsequent email updates if there's a change in status which makes it easy to track the progress of your request.

## That's Great, Now What?

A key appraisal team at Sage (product management, product marketing, and other key personnel) will periodically assess the top-requested enhancements and create a priority list for the development team. If your enhancement request is included in a new Product Release, you'll receive an automated email informing you of the great news!

Visit the Sage MAS online community to start submitting your requests today or keep your eyes open for the IdeaScope link in an upcoming product release.

## Quick Peek at Version 4.4

Sage is currently working on development of Version 4.4. The release is scheduled for availability in the 1st Quarter of 2010. Here are a few enhancements that are expected:

- Inventory Management, Purchase Order, Bill of Materials, and Bar Code will be migrated to the new business framework.
- Inventory Item Number field will increase to accommodate 30 characters.
- The Customer Number field will increase to 20 characters.
- Several new features & usability enhancements in Inventory and Purchase Order.

We'll provide more detail in future newsletters as it as it becomes available.

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## The Value of SageCRM for Accounting

One of the most significant components of the new Sage MAS 90 and MAS 200 [Extended Enterprise Suites](#) (“EES”) is SageCRM. If you’ve done some homework, you probably discovered that SageCRM is a fantastic tool for sales and marketing professionals. But if you look a little deeper, you’ll realize that SageCRM offers tremendous benefit to your accounting operations as well. Let’s explore.

### Better Cash Flow and AR Collections

SageCRM provides an “AR Collections Manager” that allows your accounting personnel to prioritize and manage customer collections and rapidly convert outstanding invoices into cash in the bank. The AR Collections Manager consolidates outstanding account information into a single view that combines graphs and data in tables that allow you to quickly identify potential problems and schedule follow up action.

Plus, the integrated Calendar and Task Manager takes you beyond a static printed aging report and arms you with tools to prioritize collection calls, escalate accounts, and schedule automatic email reminders. And since everyone in your organization is working from the same Extended Enterprise database, your sales people will have access to customer history and can help keep the collections process moving during their interaction with customers.

### No More Hand Holding

No doubt your accounting department receives multiple requests each week from sales and customer service regarding status of orders, shipments, refunds, credit lines, payments received, and endless other accounting and operational inquiries. With Extended Enterprise Suite, SageCRM can provide a window to Sage MAS 90 or 200 because all data is centralized in a single database. That means sales and customer service personnel get fast answers using SageCRM



SageCRM gives sales and customer service permission-based access to transaction information in Sage MAS 90 or MAS 200.

to perform their own operational inquiries while Accounting benefits from fewer daily interruptions. In fact with appropriate security settings, sales can enter orders directly into Sage MAS 90 or 200 from the SageCRM desktop.

### Improve Vendor Management

SageCRM makes it easy to stay on top of vendor discounts, track special contract arrangements, and process purchasing requests and quotes in a timely fashion. With the Calendar and Task Management functions, you can set up task reminders to take advantage of timely payment discounts. Using the Communication Management function of SageCRM, you can keep track of key members of your Vendor’s team and collect all agreements and documents in one place which will ensure fantastic vendor relationships.

Those are just a few examples of how SageCRM and the Sage MAS 90 and 200 Extended Enterprise Suites will transform your business from a **restricted** enterprise with departmental bottlenecks to an integrated and free-flowing **extended** enterprise.

[Contact us](#) if you’d like to learn more about Extended Enterprise Suite or SageCRM.