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# MAS 90<sup>®</sup>

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LEVEL 3.3  
PRE-RELEASE ANNOUNCEMENT

SAGE SOFTWARE, INC.  
SEPTEMBER 22, 1998



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## Overview

One of MAS 90's primary strengths is its ability to seamlessly integrate to provide robust business software solutions. With an estimated 70,000 installations, our customers have voted us the leader in integrated distribution and accounting software. Our goal with MAS 90 Level 3.3 is, "to take what we do best, and do it even better."

We have enhanced features and functionality of all our modules, including the Sales Order, Purchase Order and Inventory Management modules, to advance and improve our distribution product offering. For example, the Inventory Management module now incorporates the ability to maintain an unlimited inventory item sales history. Overall, Level 3.3's focus on distribution makes it even easier to manage.

The software market consists of a huge array of products that can meet the specialized needs of particular industries. While MAS 90 is a product leader for all of the accounting market, tight integration with other products that end-users may use to meet their companies' unique requirements is imperative. That's why Level 3.3 also unveils the Visual Integrator module (VI). VI is an application that enables users to take advantage of integration between MAS 90 and a variety of third-party software applications that can be vital for today's businesses.

Through discussions with our channel partners and customers, and other market research, we learned that our existing customers and new prospects that are seeking new or enhanced accounting software expect more in terms of technology, functionality and features. As Sage's first Windows®-only offering, Level 3.3 takes MAS 90 to the next step in the natural progression of the Windows market. The enhancements provided, along with continual technology improvements, make MAS 90 the Windows accounting software of choice for successful businesses.

This release demonstrates our commitment to be the leader in the middle-market and shows our continuing effort to enhance MAS 90's strengths. Level 3's design is the result of recommendations from our channel partners and users. The continuous feedback we receive provides the pool of enhancement ideas that can help make the product better. We value the input we receive; we have therefore set up an e-mail address, [productmarketing@sota.com](mailto:productmarketing@sota.com), to enable you to send your comments, questions and ideas to us easily.

MAS 90 Level 3.3 takes what Sage does best, and does it even better.

VI enables tight integration of MAS 90 to a wide range of vital third-party business applications.

## Distribution Module Enhancement Specifications

### Inventory Management

#### Unlimited Inventory Item Sales/Receipts History

The Inventory Management module now contains the ability to save unlimited years of inventory item sales and receipt history. The user can track quantities and costs of items sold, issued and received for an unlimited time period; users can also manually purge the history. For item sales tracked by customer, users have the ability to track quantities and costs by “ship-to” address.

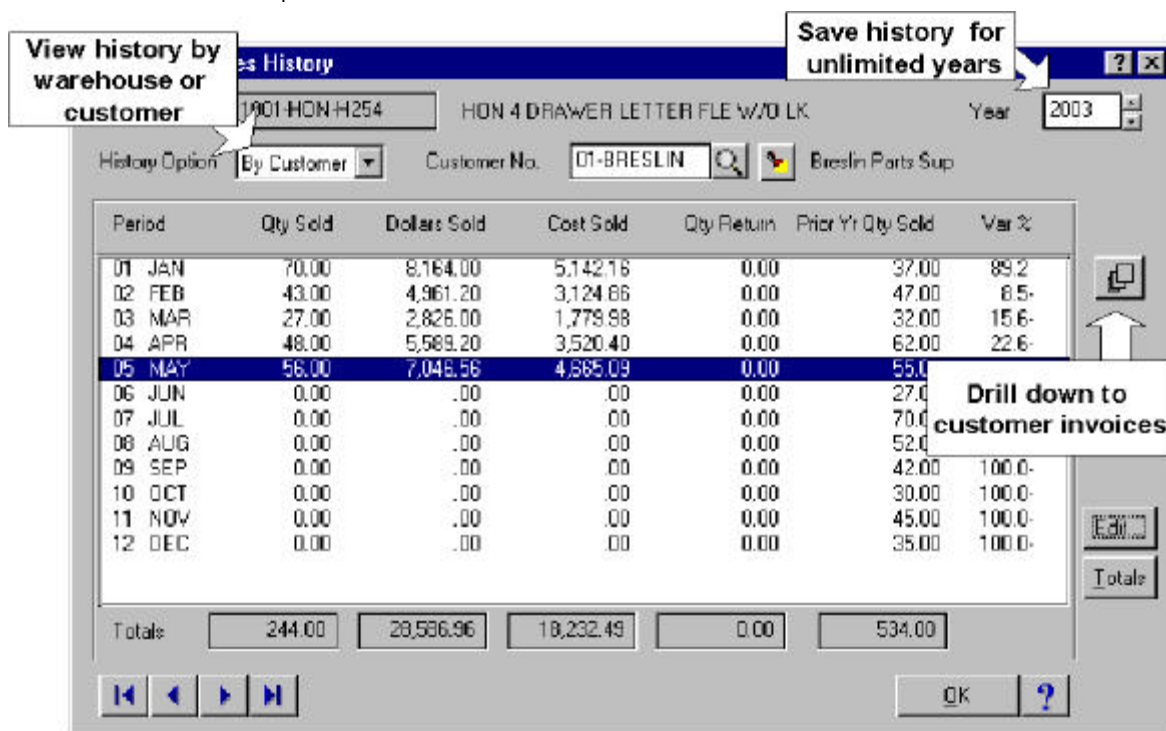


Figure 1 – Item Sales History by Customer

#### Enhanced Drill Down from Item Inquiry

When viewing an inventory item in the sales history, the user can view all the invoices that contain the item(s) sold to a particular customer (see Figure 1).



From the warehouse sales history record, you can drill down to the detailed transactions for that item or warehouse. From there you can drill down to the originating receipt or invoice behind each transaction.

#### Multiple Vendors per Item

Firms often contract with multiple vendors to obtain the same or similar products. MAS 90 therefore provides the ability to track multiple vendors per item. To this end, the MAS 90 added features include the following:

- Ability to assign a primary vendor and alternate vendors to each item
- Ability to maintain a 30-character vendor's item number and retain the standard lead-time for each vendor
- Ability to display the last purchase price, last receipt date and the last lead-time information for each vendor
- Ability to drill down to the last receipt and last return, as well as the ability to display quantity price discounts.

Track inventory item costs and lead-time for any number of vendors.

#### Lot/Serial Record Enhancements

Lot/Serial item handling has been enhanced to permit improved tracking of items from vendor to customer. A user can track all transactions to a lot/serial item, and optionally drill down to the invoice/receipt history. The following features provide these capabilities:

- Each serial/lot number tracks the vendor, purchase order and receipt date
- Each serial/lot number sold tracks the customer number, invoice number, and date sold.

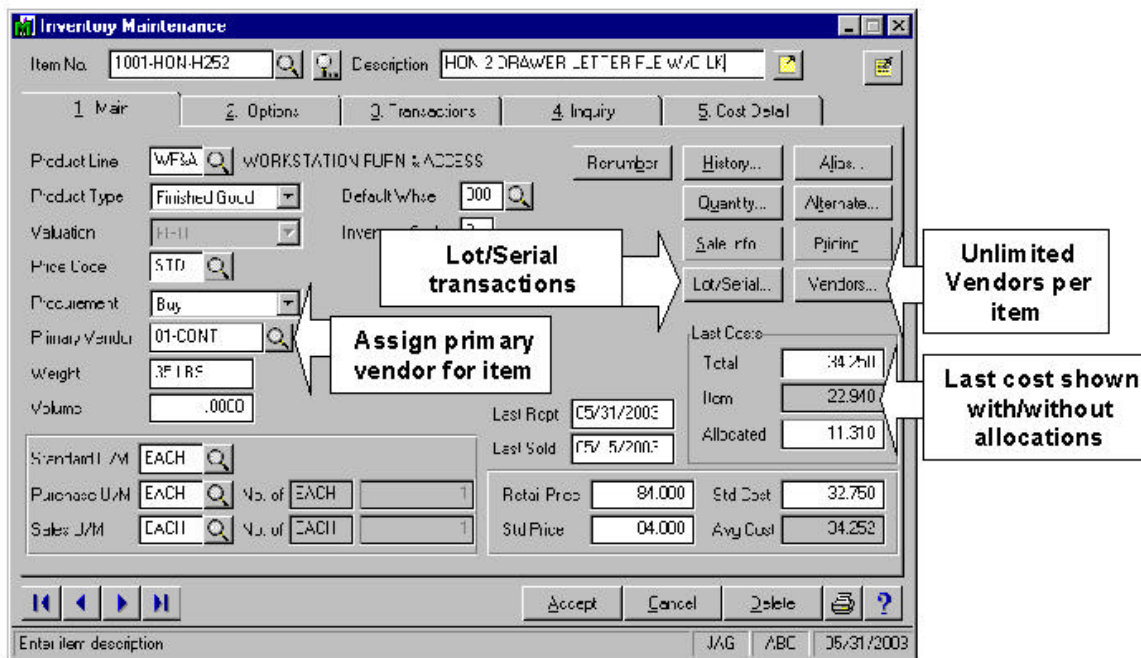


Figure 2 – Inventory Maintenance

### Add Volume to Items

For the purpose of allocating costs based on volume, a volume field was added to the item masterfile, to allow the entry of the volume per item. Ocean freight, for example, is often billed based on volume. This supports the landed cost enhancement described in the **Purchase Order** section.

### Add Tax Class to Items

MAS 90 is now designed to allow items to be taxed in some jurisdictions and not in others, or to individually add taxes by line item on an invoice. Each item now has its own tax class, used by the tax calculation enhancement described in the **Advanced Sales Tax** section.

### Expanded Alias Item Capabilities

When identifying an item, any of a variety of alias item numbers may be used instead of the standard item number. This feature addresses required item numbers greater than the standard 15 characters, by allowing alias items to contain up to 30 characters.



The expanded alias item capabilities include:

- Ability to assign a general alias (nonspecific) to a customer or vendor or an alias item number to specific customer or vendor
- Permits the user to type in the alias item number in the Sales Order and Purchase Order module entry lines and allows the system to find the regular item record
- Users can print alias item numbers on invoices and purchase orders, based on the customer/vendor for which the invoice/purchase order is created.

Print Valuation Report by Period

The inventory valuation report is now date sensitive, so that a valuation report can be printed as of a specified period. The report can be printed even if transactions were posted for items since the date in question.

*Sales Order*

Order History

This enhancement allows retention of sales order history for orders processed by the system. The order history files include:

- Standard orders saved in history when first entered
- Quotations saved to provide "lost sale" analysis
- Cancellation codes optionally entered for canceled orders as well as canceled lines
- An order history report can be printed by cancellation code.

Copying Sales Orders

This enhancement allows the copying of existing sales orders, orders in sales history, or invoices in history to new orders. Included is the ability to change the status of a standard order to a quotation.

Sales Order History provides better customer service and analysis of lost sales opportunities.

### Auto Generate Sales Orders and Invoices

**This enhancement allows automatic generation of sales orders from repeating and master orders using a two-character cycle code. Invoices may also be auto-generated from repeating sales orders.**

### User Defined Fields (UDF) for Line Items

**This enhancement allows for line item UDFs in sales orders, invoices and history files. UDFs can flow from inventory items to sales order items.**

### Gross Margin Checking and Display

**This enhancement allows the user to:**

- **Show gross margin (price vs. cost) on a line by line basis, to permit salespeople to see how much latitude is available for special pricing.**
- **Set a minimum margin below which password override is required.**

### *Purchase Order*

#### Cost Override control

- **A “cost override “ flag may be set for each product line and item, thus enabling certain items to be controlled.**
- **An optional password in Purchase Order options will be added, to control which users may enter any increases in cost.**
- **In the Receipt of Goods function, if a password exists and the item being received is set with the cost override flag, a password will be required to continue processing a line that has a cost higher than its original Purchase Order cost.**

#### Landed Cost Calculation

- **Landed cost information may be entered in receipt of goods.**
- **There are user-definable landed cost types that can be assigned to individual General Ledger module clearing accounts.**
- **Each landed cost can be allocated using the same methods as currently used for freight, for example:**
  - ➔ **Duty charges**

Cost controls in Purchase Order provide for additional flexibility and control in purchasing operations.

- Freight
- Ocean Freight
- Allocation can also be based on the new volume field in the item masterfile (see figure 4).
- The allocation method may be selected for each type of cost.

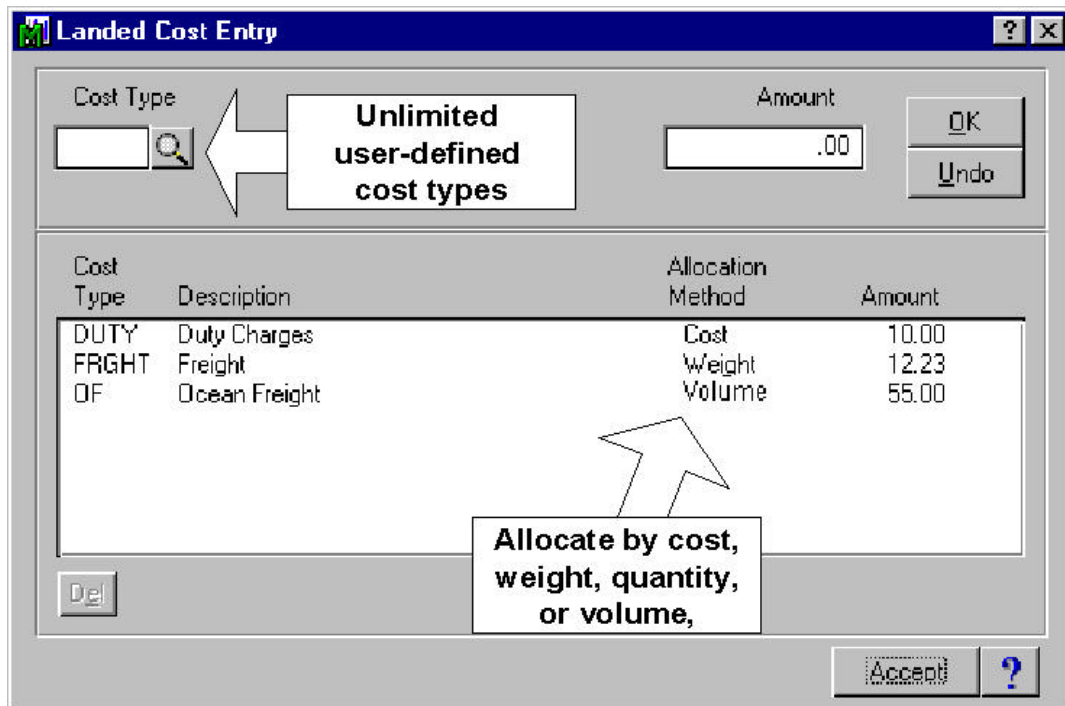


Figure 4 – Landed Cost Entry

#### Last Item Cost to Include Landed Cost Allocations

This enhancement allows the last cost of an item to be displayed with or without landed cost allocations. The users now have the option not to include allocated landed costs in the last cost during data entry. The last cost *with* and *without* freight allocations is stored for each vendor for cost comparison purposes.

Landed costs are allocated evenly across all items on the receipt, based on the allocation method for each landed cost. In order to allocate specific rates to specific items, a separate receipt of goods entry must be created for each item.

### User Defined Fields (UDF) for Line Items

**This enhancement allows for line item UDFs in purchase orders, receipts, and history files. UDFs can flow from inventory items to purchase order lines.**

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### *Advanced Sales Tax*

**We are taking a two-phased approach to enhancing sales tax functionality. Phase I enhances the Accounts Receivable, Inventory Management and Sales Order modules, with compatibility enhancements for the Job Cost and Time and Billing modules only. Phase I is included in Level 3.3. In Phase II, we currently plan to enhance the Accounts Payable and Purchase Order modules. Phase II enhancements are currently scheduled for release in the first calendar quarter of 1999. Phase II enhancements include:**

- **Canadian GST/PST (goods and services tax/provincial sales tax) support for the Accounts Receivable, Inventory Management and Sales Order modules (Phase I)**
- **Tax rates by inventory tax class and tax code (Phase I)**
- **Tax schedules to support multiple jurisdictions (Phase I)**
- **Tax on tax calculations (Phase I)**
- **Use Tax and recoverable tax (Phase II)**

### Canadian GST/PST

**MAS 90 now supports Canadian taxing requirements. This enhancement is available in the Accounts Receivable, Inventory Management and Sales Order modules. The Accounts Payable and Purchase Order modules will be addressed in Phase II.**

### Tax Rates by Inventory Tax Class and Tax Code

**The new tax class field in Inventory Management supports the additional taxation requirements in place in some states, as well as GST/PST requirements. It will allow different line items on the same invoice to be taken at different rates.**



### Tax Schedules to Support Multiple Jurisdictions

**Certain items may now be taxable in some jurisdictions and not in others. Each item therefore now has a tax class that can be used by tax calculations.**

### Tax on Tax Calculations

**This enhancement allows for tax calculations to be calculated on other taxes. For example, there are instances where taxes are imposed and calculated from prior taxes.**

### Enhancements to Accounts Receivable and Accounts Payable

**The new lookup and maintenance functions that are new in the Inventory Management module, have been added to item-related lookup and maintenance in the Accounts Receivable and Accounts Payable modules. The enhancement includes:**

- **Vendor/Customer pricing**
- **Alias item maintenance/inquiry**
- **Item sales receipts history**

Maintain and view information specific to customers and items from customer maintenance/inquiry.

## Visual Explorer

The special inquiries previously available only in Explorer are now built into the standard inquiries in each relevant module. The new Visual Explorer pop-up menu can be accessed from any field by pressing <F7> and/or a button on the launcher. This Explorer menu can easily have other menu items added to it for the system or for an individual user.

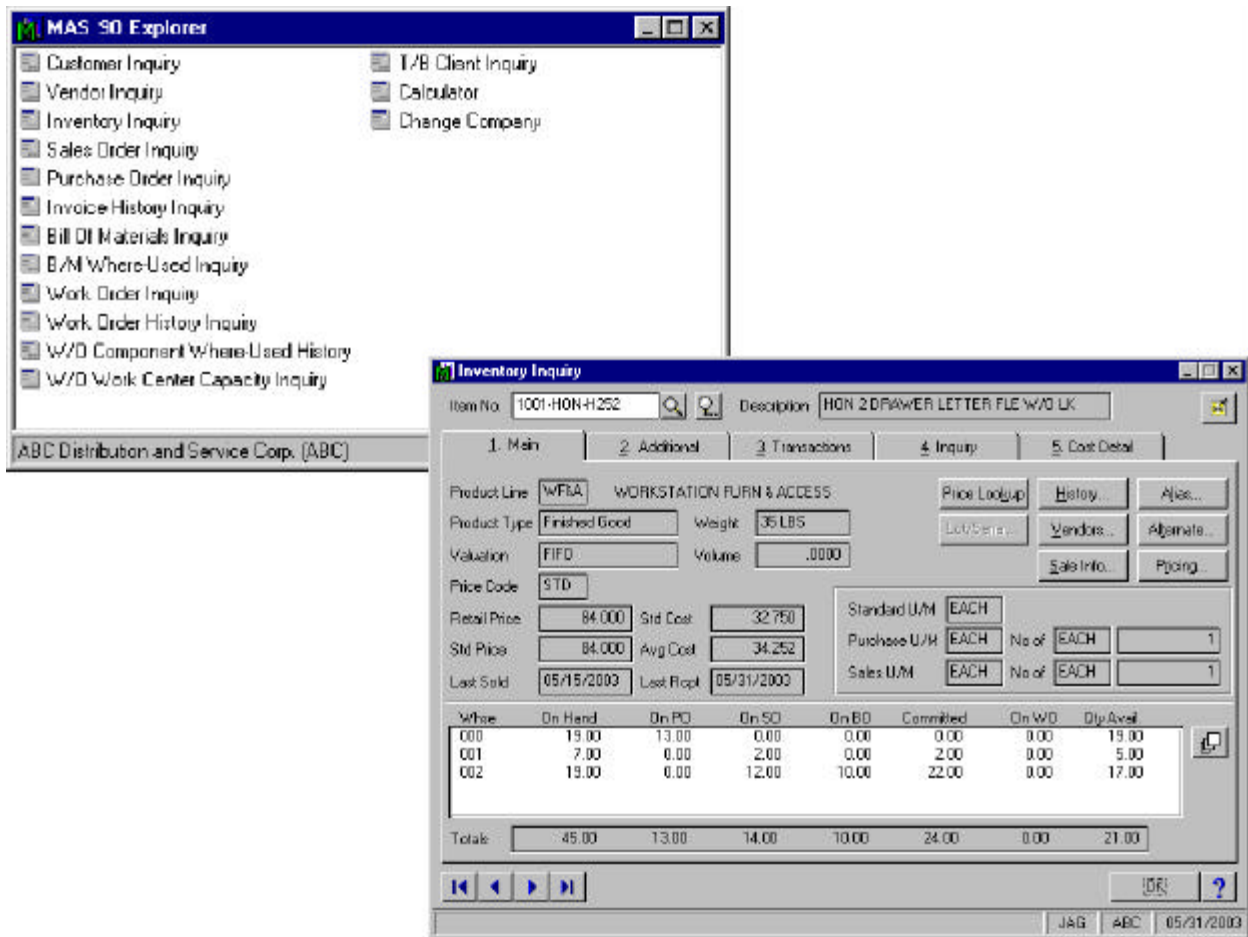


Figure 5 – Visual Explorer



## Visual Integrator

Visual Integrator (VI) is the replacement module for MAS 90 Import Master, but VI's capabilities far exceed that of its predecessor. Visual Integrator has been designed to make integrating MAS 90 with other applications seamless. MAS 90 users will now be able to take advantage of the benefits of the Open Database Connectivity (ODBC) standard. VI will have the ability to import directly from any ODBC-compliant source, without the need for an intermediary ASCII or Excel® file. If you regularly perform imports from a custom or vertical software package, you'll find you can use VI to make the integration virtually seamless.

Export, too!

VI can export directly to an ODBC data source. If your customer has a custom billing program for which the customer regularly exports data from Job Cost, Visual Integrator can handle the task if the software you're exporting to is ODBC compliant. If not, the options for exporting to ASCII or spreadsheet files are now available through VI as well as Report Master.

## Visual Integrator Features

- Provide direct access to/from ODBC 3.5 compliant data sources.
- VI can import a variety of file types including ASCII, WKS, XLS, DBF, ProvideX®, ODBC and delimited compliant formats.
- VI data can be exported to ODBC 3.5, ASCII or delimited-compliant formats.
- Provides close integration with vertical applications using scheduling and scripting capabilities.

## Scheduling Features

- Manually run VI jobs from menu
- Run from the Windows NT® or Windows® 95/98 Scheduler
- Run from an external Windows Program or Script File
- Set a Schedule or Cycle within VI

Import or export directly to and from ODBC-compliant data sources.

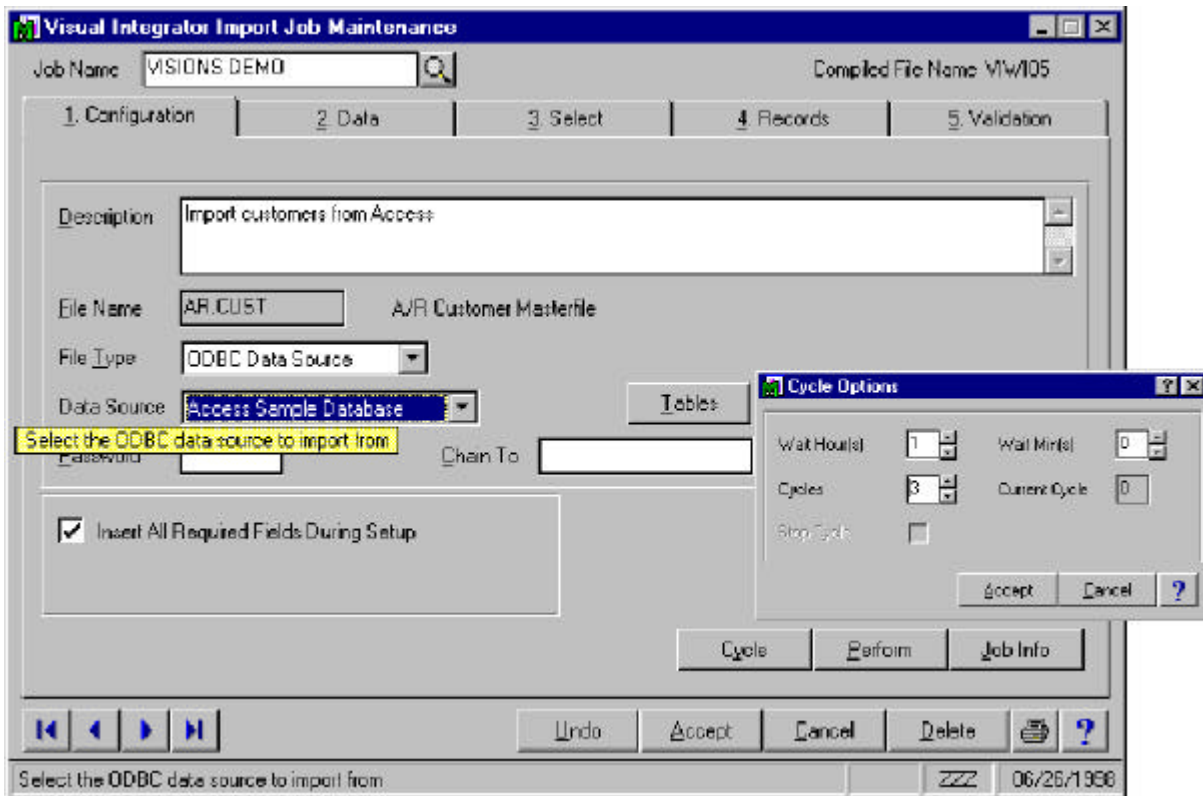


Figure 6 – Scheduling

### Logic Commands

- Run additional commands, scripts or other imports based on job start, job success and/or job failure.
- Perform logic before and after processing and data field.
- Perform logic can be added before and after each record is written
- Different perform logic can be assigned for success or failure of an imported field or VI job.

### ODBC Connectivity

- Link multiple ODBC tables together
- Point and click selection of fields for import
- Automatically generate SQL statement for import
- Edit SQL statements
- Instant visual check of data to be imported

### Validation Features

- **Standard validations may be edited or removed**
- **Permits addition of new validations**

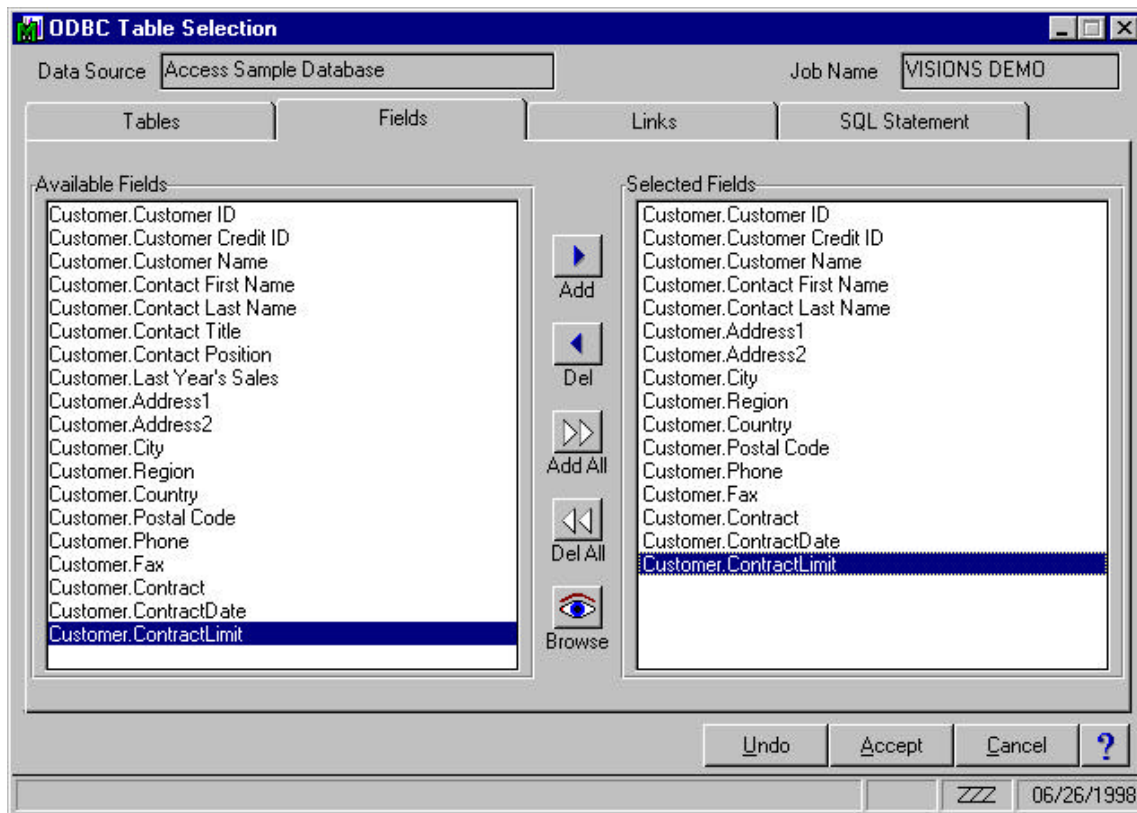


Figure 7 – ODBC Table Selection

### Other Features

- **Support for user-defined fields**
- **Run-time password checking**
- **Chaining of multiple import and export jobs**
- **Conditional import of data fields**
- **Nesting logic for complex select statements**
- **Multiple criteria for skipping unwanted rounds**
- **Test button permitting easy viewing of sample data**
- **Import and export job definitions for transferring jobs between separate MAS 90 installations**

New ODBC security protects your data while offering the flexibility to complete access to authorized personnel.

## Global Enhancements

### *Database Enhancements*

#### Support of Crystal Reports – Version 6

**MAS 90 has been upgrade with the Crystal 6.0 report writer. This version of Crystal Reports offers improved performance and other enhancements such as drill down capability from the preview window.**

#### Data Access Security

**Security of ODBC access to MAS 90 data has been improved by providing module, table and field level security in addition to the company level security. The following features are provided:**

- **A security level may be assigned to an application, a data table or an individual field within a data table.**
- **A security level may be assigned to a user by company and application.**
- **During ODBC access, if the logged-in user does not have sufficient security clearance to access a module, table or a data field, a null value is returned to prevent unauthorized access to sensitive information.**

#### Line Number Limits

**This enhancement expands line number limits from 99,999 to 9 billion lines in MAS 90's SO and PO entry. Companies who use a high volume of sales orders or purchase orders, with a number of lines on each order, will now be able to take advantage of this feature.**

#### File/Record Lock Issues

**This enhancement minimizes file/record-locking issues for vendor maintenance, customer maintenance and General Ledger updating. This can allow concurrent users to work with fewer interruptions caused by posting or the inability to access pertinent data because another user is viewing or maintaining the same data. This improvement's utility is most obvious in the daily transaction register update.**



## Price

**There is no cost associated with Level 3.3 module enhancements for clients that are active on a maintenance plan. Delinquent or non-maintenance participants are subject to the normal procedures for becoming current on a maintenance plan.**

### Visual Integrator New Pricing

**The SLP (suggested list price) for new or existing customers who do not own Import Master is \$1,500.**

### Visual Integrator Upgrade Pricing

**A client who upgrades to VI from Import Master before December 24, 1998 can obtain the module for \$750. After December 24<sup>th</sup>, the SLP will be \$950.**

Level 3.3 enhancements are included as a benefit of the maintenance plan.

## Compatibility Considerations

### *Windows-only release*

The 3.3 release will be a Windows-only release. Interoperability between the Windows applications with their character-based counterparts is not present. This means that once a 3.3 module, such as Sales Order is installed, you will no longer have access to character screens.

Sage is embracing the Windows platform and migrating away from DOS. The two leading factors for these decisions are:

- Microsoft® announced that it is discontinuing future development on the DOS platform.
- It takes twice as long to develop new product and enhancements when both a Windows and DOS version must be engineered.

### *Interoperability*

#### Interoperability Defined

MAS 90 Level 3.2 has the ability to run different modules in graphical or character mode. For example, you can run the General Ledger module in a typical Windows graphical mode and have your Sales Order module run in a character mode. This ability is set in the preferences under the file menu of your Library Master module. These preferences will no longer be available in Level 3.3.

#### Interoperable Modules

The following character-based modules will remain interoperable with the 3.3 release.

- Time and Billing
- Client Write-up
- Magnetic Media
- Time Card
- Import Master
- Report Master



- BarCode Master
- Fixed Assets - We offer an upgrade path to FAS for Windows from Best. This module will not, however, continue to be sold or included on the MAS 90 Level 3.3 CD.

The following character-based modules are NOT compatible with, and will NOT be interoperable with, MAS 90 Level 3.3.

- FaxMaster – (A FaxMaster replacement is currently planned for an early 1999 release.)
- Point Of Sale – this module is one reason we are continuing to offer MAS 90 3.2. The sales tax changes planned for 3.3 are too pervasive to implement into the Level 3.3 release of the Point of Sale module. Some customers may still want to use our Point Of Sale module for Level 3.2 for its integration with MAS 90 Inventory. (Not available with third-party point of sale solutions.)
- EDI – Please see [www.sota.com/mdpsd98](http://www.sota.com/mdpsd98) for a directory of master developers who offer EDI compatible solutions for MAS 90.







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