

**SAGE MAS 90    SAGE MAS 200**



---

## Pre-Release Guide to Version 4.2

---

**January 2007**



The Premier Sage Software Business Partner

**Corporate Offices**

**Orange County, California**  
23161 Mill Creek Drive  
Laguna Hills, California 92653  
Phone: (949) 583.9500  
Toll Free: (800) 425.9843  
Fax: (949) 583.0649

[www.blytheco.com](http://www.blytheco.com)

**Atlanta, Georgia**  
1100 Johnson Ferry Road, Ste. 450  
Atlanta, Georgia 30342  
Phone: (404) 841.6240  
Toll Free: (800) 455.1368  
Fax: (404) 841.6243

[solutions@blytheco.com](mailto:solutions@blytheco.com)

**Sage Software Business Partner of the Year**

**Complete Sage Software Solutions**

Sage MAS 500 ◊ Sage MAS 200 ◊ Sage MAS 90  
Sage BusinessWorks ◊ Sage SalesLogix CRM ◊ ACT! by Sage  
Sage ABRA HRMS ◊ Sage FAS ◊ Sage MIP Fund Accounting & Fundraising

**Offices in these cities & states:**

Atlanta, GA ◊ Chicago, IL ◊ Los Angeles, CA ◊ Orange County, CA ◊ Tampa, FL  
Colorado ◊ Missouri ◊ New Jersey ◊ Ohio ◊ Oklahoma ◊ Pennsylvania ◊ Tennessee  
Texas ◊ Washington

National Presence - Local Touch

## TABLE OF CONTENTS

<b>OVERVIEW .....</b>	<b>4</b>
<b>AVAILABILITY .....</b>	<b>4</b>
<b>ACCOUNTS PAYABLE - GLOBAL ENHANCEMENTS .....</b>	<b>4</b>
<i>Business Framework Enhancement Highlights .....</i>	<i>4</i>
DUAL GRID ENTRY.....	5
MEMO MANAGER .....	5
BATCH MANAGER .....	5
CUSTOMIZER ENHANCEMENTS .....	5
HYPERLINKS.....	6
CRYSTAL REPORTS OUTPUT .....	6
USER/DATE/TIME STAMPS.....	6
SAVED REPORTS SETTINGS .....	6
SET-UP WIZARD .....	6
PTD/YTD ACCURACY INDEPENDENT OF TIMELY PERIOD- END PROCESSING .....	7
SECURITY FLEXIBILITY ENHANCEMENTS .....	7
PERSONALIZATION .....	7
EXPANDED NUMERIC FIELDS.....	7
PURGE DATA MOVED TO UTILITIES MENU .....	7
EXTERNAL INTEGRATION .....	7
<b>ACCOUNTS PAYABLE ENHANCEMENTS.....</b>	<b>8</b>
VENDOR MAINTENANCE.....	8
OTHER VENDOR MAINTENANCE ADDITIONS .....	13
A/P INVOICE DATA ENTRY/REPETITIVE INVOICE ENTRY .....	14
A/P REGISTERS .....	14
MANUAL CHECK ENTRY AND QUICK PRINTING.....	15
INVOICE PAYMENT SELECTION AND CHECK MAINTENANCE.....	15
FORMS.....	15
REPORTS.....	15
DELETE/CHANGE.....	16
MISC. ....	16
<b>PAYROLL ENHANCEMENTS.....</b>	<b>16</b>
FORMS.....	16

<b>ELECTRONIC &amp; MAGNETIC MEDIA REPORTING</b> .....	<b>16</b>
<b>NEW SAGECRM FOR MAS 90 AND 200</b> .....	<b>16</b>
<i>SALES AUTOMATION</i> .....	17
<i>MARKETING AUTOMATION</i> .....	17
<i>CUSTOMER CARE</i> .....	17
<i>PRODUCTIVITY TOOLS</i> .....	17
<i>OUTLOOK INTEGRATION</i> .....	17
<i>PLEASE NOTE:</i> .....	18
<b>BUSINESS INSIGHTS ENHANCEMENTS</b> .....	<b>18</b>
<i>NEW BUSINESS INSIGHTS EXPLORER MODULE</i> .....	18
<i>PREVIEW</i> .....	18
<i>EXPLORE</i> .....	19
<i>TASKS</i> .....	20
<i>PERSONALIZE</i> .....	21
<b>NEW FIXED ASSETS MODULE</b> .....	<b>23</b>
<b>INTEGRATED SAGE SOFTWARE SOLUTIONS</b> .....	<b>24</b>
<i>ABRA</i> .....	24
<i>SAGE MAS 90 AND 200 ACT! LINK</i> .....	24
<i>BUSINESS ALERTS</i> .....	24
<i>CRYSTAL REPORTS</i> .....	24
<i>F9</i> .....	25
<i>FRX DESKTOP</i> .....	25
<i>PC CHARGE PAYMENT SERVER – CORPORATE CARD SUPPORT</i> .....	25
<i>SALESLOGIX &amp; DYNALINK</i> .....	25
<i>STARSHIP</i> .....	25
<b>TECHNOLOGY &amp; GLOBAL ENHANCEMENTS</b> .....	<b>25</b>
<i>ADVANCED LOOKUP ENGINE ENHANCEMENTS</i> .....	25
<i>PLATFORM SUPPORT</i> .....	25
<b>RETIREMENTS</b> .....	<b>25</b>
<i>SAGE MAS 90 3.71</i> .....	26
<i>REPORT MASTER</i> .....	26

## OVERVIEW

The SAGE MAS 90® and SAGE MAS 200® 4.2 release continues to build on the momentum of version 4.1 by incorporating the enhanced user interface into Accounts Payable that was previously introduced in General Ledger, Accounts Receivable, Sales Order, Return Merchandise Authorization and Bank Reconciliation. Accounts Payable also benefits from the improved personalization, customization and integration capabilities introduced by the new Sage MAS 90 Business Framework.

There are two additional significant improvements to Sage MAS 90 in the 4.2 release. The first enhancement involves CRM integration, and how Sage is once again offering its customers the freedom of choice to select the CRM application that best serves their needs. Just recently Sage introduced the new ACT! Link for Sage MAS 90 version 4.10. Sage MAS 90 users can now keep their front-office and back-office information in sync while utilizing the very powerful and popular ACT! by Sage. For Sage MAS 90 customers seeking a “best of breed” CRM solution, there is the new SageCRM integration. Although the SageCRM integration is provided in version 4.20, its release will follow soon after the initial version 4.20 release.

The second additional key enhancement is the addition of Business Insights Explorer which provides a robust inquiry, drill-down and drill-around application for Sage MAS 90 and Sage MAS 200. Users can now easily and quickly access inter-related records or source documents within the database, and provide better customer service, improved operations monitoring, and more efficient use of Sage MAS 90 or Sage MAS 200.

There are numerous additional improvements in SAGE MAS 90 version 4.2 including the addition of fixed assets, updates to work with StarShip version 9.9, and many others. With Sage MAS 90 version 4.2 we are listening to our customers and partners by continuing to provide the functionality that is most important to them.

## AVAILABILITY

Sage MAS 90 and Sage MAS 200 version 4.2 is scheduled for release in the first calendar quarter of 2007. Channel partner and customer maintenance shipments will follow shortly after.

## ACCOUNTS PAYABLE - GLOBAL ENHANCEMENTS

The global enhancements provided in version 4.2 extend workflow usability across the Accounts Payable module. The following section outlines the global enhancements made to Accounts Payable.

### Business Framework Enhancement Highlights

DUAL GRID ENTRY	USER/DATE/TIME STAMPS ON RECORDS
MEMO MANAGER	SAVED REPORT SETTINGS
BATCH MANAGER	SET-UP WIZARD
CUSTOMIZER ENHANCEMENTS	PTD/YTD ENHANCEMENT
HYPERLINKS	SECURITY FLEXIBILITY
CRYSTAL REPORTS & FORMS	<ul style="list-style-type: none"> <li>• CREATE/MODIFY/VIEW CONTROL</li> <li>• SECURITY EVENTS ADDITIONS</li> </ul>

## DUAL GRID ENTRY

The enhanced dual grid user interface enables greater control for heads-down data entry operators, while providing a more streamlined entry process. All of the following enhancements help customers streamline their data entry process with a minimal learning curve, while providing simplicity, flexibility and efficiency.

- Users can drag-and-drop data fields within the main grid, and even move fields between grids to personalize data entry. Frequently edited fields can reside in the main grid, while fields that rarely change can be relegated to the secondary grid.
- Customizable column widths allow users to display as much or as little information on the main grid as they want.
- Users can sort and hide fields to eliminate unnecessary keystrokes.
- A simple click on the Undo button restores unsaved changes to correct inadvertent mistakes.
- Resizable windows display the maximum amount of information at a glance.
- Redesigned icons are more intuitive for new as well as experienced users,
- Scrolling through all data entry lines allows maximum efficiency in proofreading entries.

## MEMO MANAGER

The company-wide memo management system introduced in version 4.0 provides a standard interface for establishing, managing and displaying memos. Memo Manager allows you to determine when and where specific memos automatically pop-up, in addition to providing new controls over when memos can be edited. Accounts Payable now benefits from the improved memo management system.

In addition, you have the option of linking any document or file to a specific Accounts Payable memo. Attachments can be used to track vendor correspondence, company policies and other internal workflow procedures.

## BATCH MANAGER

Additional data for each Accounts Payable transaction batch is maintained to record an accurate audit trail of each batch created, such as:

- User who created batch
- Date/time of batch creation
- User who last updated batch
- Date/time of last batch update
- Record count for batch

In addition there is now the ability to update a range of batches at one time to streamline end-of-day processing.

## CUSTOMIZER ENHANCEMENTS

The following Customizer enhancements extend the powerful customization capabilities within Sage MAS 90

- **User-Defined Fields (UDFs)** – Customers may define UDFs for any table and are not limited to single pre-defined entities.
  - UDFs reside in the actual data table (AP Vendor, for example), not in a separate UDF table. By providing this table extension, you can easily access the UDF from the appropriate data entry screen or add it to a Crystal report to completely integrate the custom fields into your business processes.

- The source of the value of a UDF may be defined when the UDF is created, allowing you to specify default values or the source from which a UDF value is inherited. For example, if you create a UDF in AP Vendor Maintenance and create a second UDF for Invoice Entry Lines, you can then specify that the value of the Invoice Entry UDF is populated with the value from the AP Vendor Maintenance UDF.
- **User-Defined Tables (UDTs)** – Tables may be defined to validate UDFs or some existing fields. For example, you may wish to have a selection of possible project codes that will ultimately be assigned to a new project UDF. The UDT would be used to maintain the different project codes and descriptions.
  - An easy-to-use maintenance task allows you to maintain the user defined tables and the associated UDF links.
  - Users may include information from UDTs on Crystal Reports and forms.

## HYPERLINKS

Hyperlinks have been added throughout the Accounts Payable module to provide quick access to related information such as clicking to the vendor's primary contact or terms code from vendor maintenance.

## CRYSTAL REPORTS OUTPUT

All Accounts Payable reports, including transaction reports, listings and forms leverage the industry standard Crystal Reports for report design and output. Sage MAS 90 customers can use the Crystal Reports Designer (bundled with Sage MAS 90) for simplified report customization and creation. This means that all standard Sage MAS 90 reports are now readily customizable. You also benefit from the multiple report output options supported through the Crystal Viewer including Word, Excel, Adobe PDF and e-mail.

## USER/DATE/TIME STAMPS

To help provide accountability within user organizations, all accounts payable transactions are updated with the user ID of the person who last edited the record along with the date and time of the most recent update.

## SAVED REPORTS SETTINGS

This global feature allows customers to set up pre-defined report selections for each report they have access to, thus decreasing setup time and potentially saving paper by reducing errors in report generation. You can establish selection criteria based on the available fields, set the default printer and number of copies to print and even choose between summary and detailed output. Based on user security, three different types of saved reports settings are allowed including:

- **Public:** Enables all users to modify and save a particular report setting.
- **Private:** This setting only displays for the user that originally created the saved setting.
- **Read-Only:** Allows users to modify the saved setting and print the report with the new settings, without saving the modifications to the setting.

## SET-UP WIZARD

To streamline initial setup of the Accounts Payable module for new users, a direct, easy-to-follow wizard has been added. At the end of the Wizard a report prints which lists all settings that you have selected in addition to any settings that have been automatically set by the system.

## **PTD/YTD ACCURACY INDEPENDENT OF TIMELY PERIOD- END PROCESSING**

One of the most significant benefits provided by the new Business Framework is the ability to store historical transactions in far more detail than was previously available. In Version 4.2, individual Accounts Payable transactions are stored rather than the previous process of combining multiple records into either the current or future period buckets. This detail allows reporting to be done across multiple periods, regardless of whether or not period end processing has occurred. In addition, multiple years of detail history can be saved and viewed from within Accounts Payable Vendor Maintenance and Vendor Inquiry.

## **SECURITY FLEXIBILITY ENHANCEMENTS**

Enhanced security controls provide additional attributes including Full Control, Create, Modify, Delete and View Only. These attributes can be set for each task within a particular role, giving the administrator complete control over who can create, modify or delete entries. And, special module level override passwords previously defined in Setup Options have been replaced with security events set in the main security system, providing greater control while allowing for more flexibility in defining user-access.

## **PERSONALIZATION**

You have the ability to personalize the system by defining the following preferred settings

- Window position and size
- Grid settings, including column sizes, column order and dual grid field location
- User-specified tab sequences

## **EXPANDED NUMERIC FIELDS**

To accommodate larger transactions, the numeric masks in Accounts Payable have been extended to allow 999 million within entry programs and 99 billion for reports. In addition, Register Numbers have been expanded to accommodate 6 characters.

## **PURGE DATA MOVED TO UTILITIES MENU**

Purge functionality has been moved from within the period end processing menu to its own utilities menu within each module in the new Business Framework. This allows different security options to be set for each of these activities, and prevents inadvertent data purges.

## **EXTERNAL INTEGRATION**

Accounts Payable, along with the modules previously released in the Business Framework may be accessed externally through a set of standard interfaces through the Object Interface module. This enables tight integrations with other applications, without modifying the underlying source code of the application. This in turn allows customers the ability to upgrade to future versions of Sage MAS 90 or Sage MAS 200 with minimal impact, if any, to custom integrations built with the Object Interface.

Access to all data entry and maintenance business objects is available. All relevant functions of the business object are exposed, including adding, deleting and modifying entries.

Programmers may use their language of choice, Visual Basic for example, to interface with the business objects.

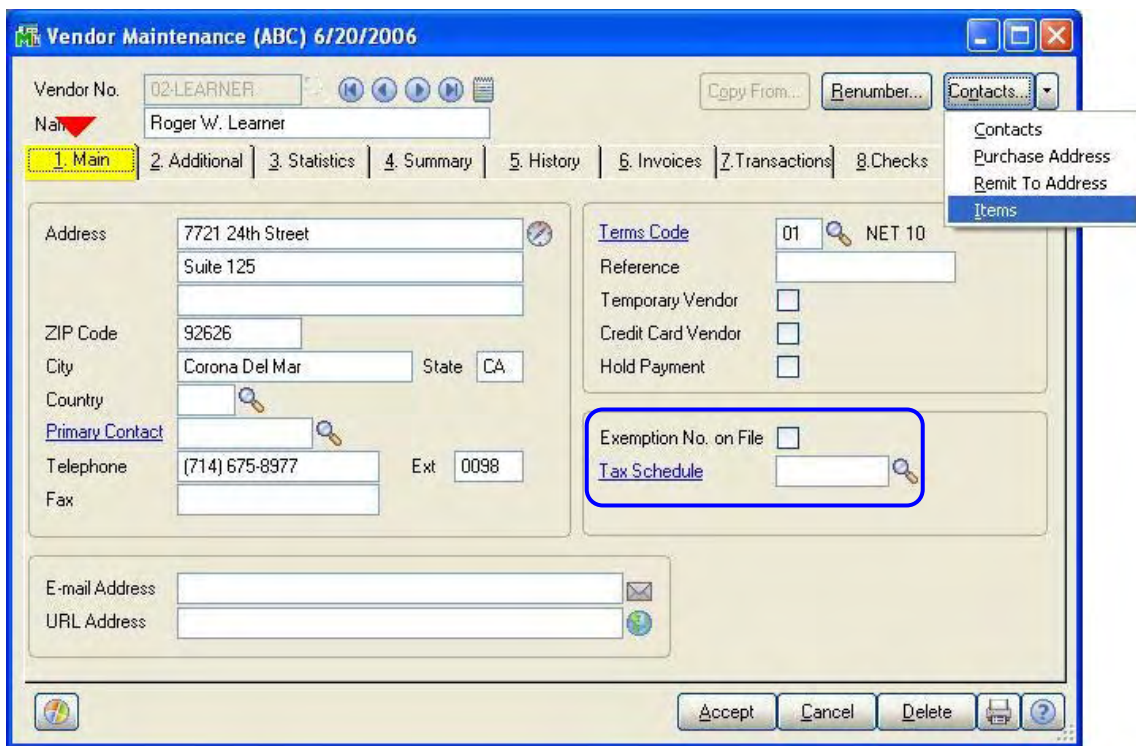
# ACCOUNTS PAYABLE ENHANCEMENTS

In addition to the global enhancements, the 4.2 release includes a wide range of customer-requested enhancements within the Accounts Payable module that provide improved usability and streamlined workflow.

## VENDOR MAINTENANCE

Vendor Maintenance has been updated with three new tabs: Statistics, History and Transactions; and streamlined for more intuitive data entry. In addition, the buttons labeled Items, Contacts, Purchase Address, and Remit to Address have been removed to provide a less cluttered look on the screen. These functions can all be accessed via a drop down box from one single button. In the Main Tab screenshot below you can see the button with Contacts displayed.

### Main Tab



- The tax schedule and exemption number information has been moved from the *Additional Tab* to the *Main Tab* to group the most frequently edited fields on the tab that is most quickly accessed.
- To help ensure consistency, when the main address is changed on this tab, a pop-up dialog will ask users if they want the Remit To Address to also automatically change to the new address.

**Additional Tab**

- The G/L Account information has been moved from the *Main Tab* to the *Additional Tab* because it is rarely edited.
- The new **Use P/O Receipt of Invoice Entry for this Vendor** option has been added to Accounts Payable to ensure that all invoices received from this vendor will be received through Receipt of Invoice Entry in the Purchase Order module rather than directly through Accounts Payable Invoice Data Entry. This was added by customer request to prevent inadvertent incorrect entry of invoices for goods received.
- The Purchase Address Maintenance task can be accessed by selecting the **Primary Purchase Address** hyperlink where one or more purchase addresses for each vendor and specific sales tax information can be maintained.

**Statistics Tab**

Vendor No. 02-LEARNER Name Roger W. Learner

1. Main | 2. Additional | **3. Statistics** | 4. Summary | 5. History | 6. Invoices | 7. Transactions | 8. Checks | 9. P/Os

Last Purchase Date: 5/31/2010 Last Check Number: 001621  
 Last Payment Date: 5/31/2010 Last Check Amount: 2,500.00

Average Days to Pay: 0  
 Average Days Overdue: 0  
 Balance Due: 1,100.00

**Aged by Invoice Date**

Balance	Current	30 Days	45 Days	60 Days	90 Days
1,100.00	1,100.00	0.00	0.00	0.00	0.00

Accept Cancel Delete

- This tab has been added to combine some of the statistical data that was formerly on the *History Tab* with an Aged summary by Invoice Date.

**Summary Tab**

Vendor No. 02-LEARNER Name Roger W. Learner

1. Main | 2. Additional | 3. Statistics | **4. Summary** | 5. History | 6. Invoices | 7. Transactions | 8. Checks | 9. P/Os

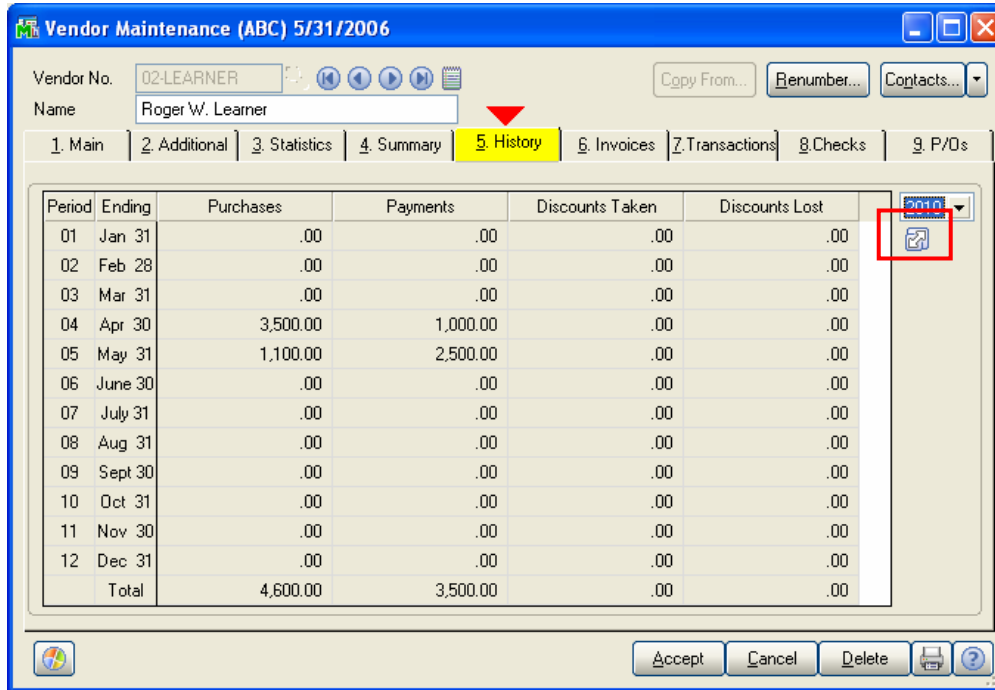
Fiscal Period: 05 Fiscal Year: 2010

	Period to Date	Year to Date	Prior Year
Purchases	1,100.00	4,600.00	13,000.00
Payments	2,500.00	3,500.00	15,210.00
Discounts Taken	.00	.00	.00
Discounts Lost	.00	.00	.00

Accept Cancel Delete

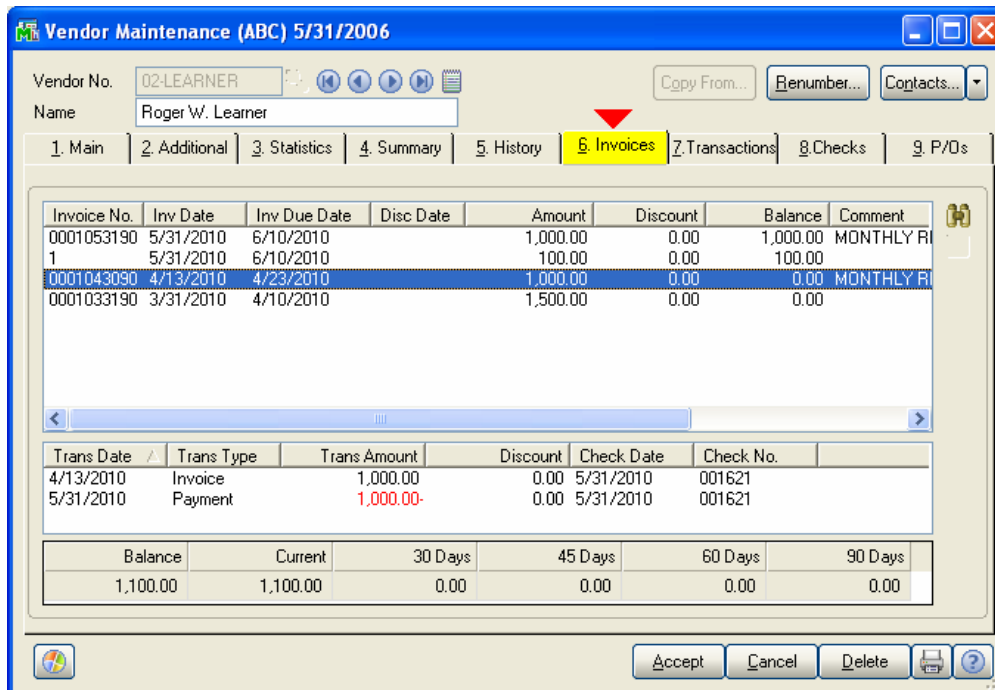
- This tab was added to allow the Period-to-Date, Year-to-Date, and Prior Year summary information formerly on the *History Tab* to be viewed as of any period-end instantly via the **Fiscal Period** and **Fiscal Year** fields.

### History Tab



- Addition of new vendor history retention by month for any selected year is now visible on the *History Tab*. This eliminates the need for a *Future* period button which has been removed.
- A click on the Toggle icon (in red above) displays the vendor's Purchases and Prior Year Purchases along with Payments and Prior Year Payments for quick year-over-year comparisons.

### Invoices Tab

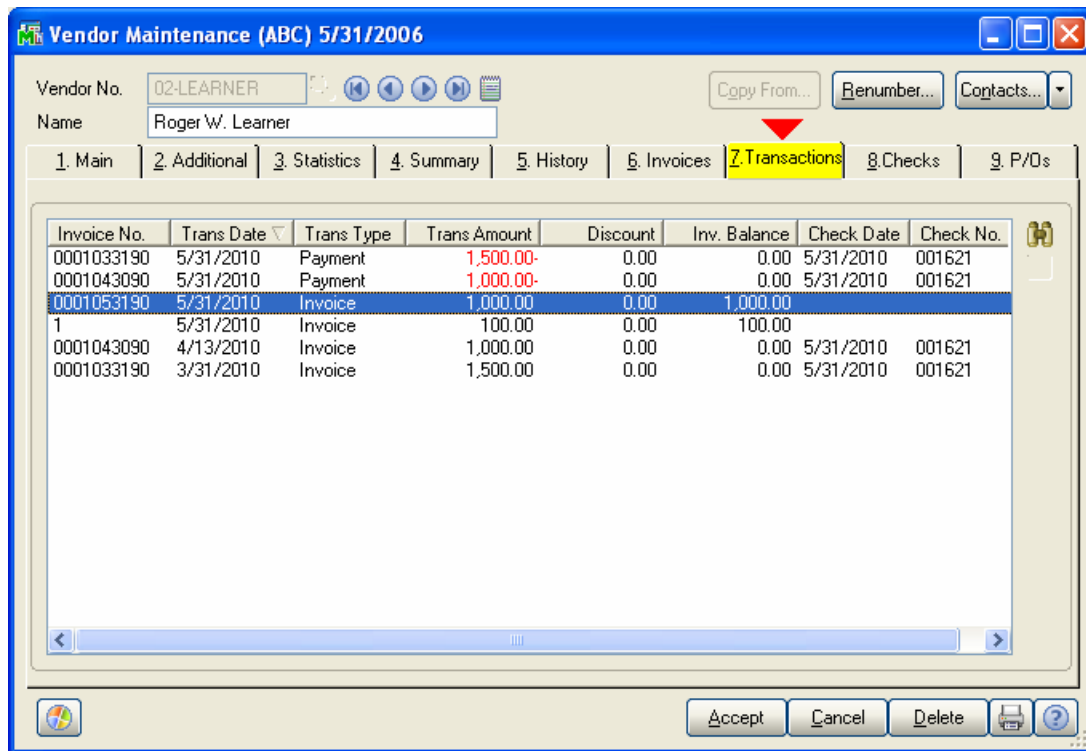


- A main highlight is the easy-to-use navigation window for exploring current and historical transactions. All transactions, including, invoices, payments and debit memos, related to the

highlighted Purchase Invoice appear together in the bottom pane for fast access when researching outstanding amounts owed to vendors.

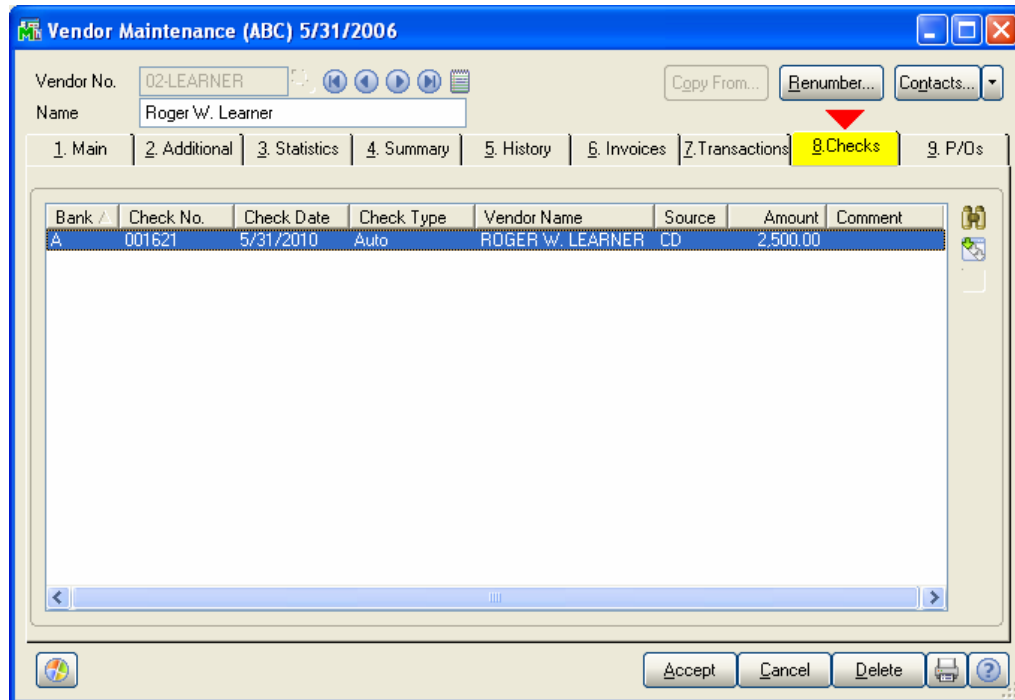
- The Ability to view the “transferred TO” credit card vendor information is now available on this panel for invoices transferred to other vendors. Previously only the receiving vendor displayed the originating vendor’s information, but now both sides of transferred transactions make reference to the transfer to make reconciliation easier.
- All columns on this tab can be displayed in either ascending or descending order by clicking the column header.

### Transactions Tab



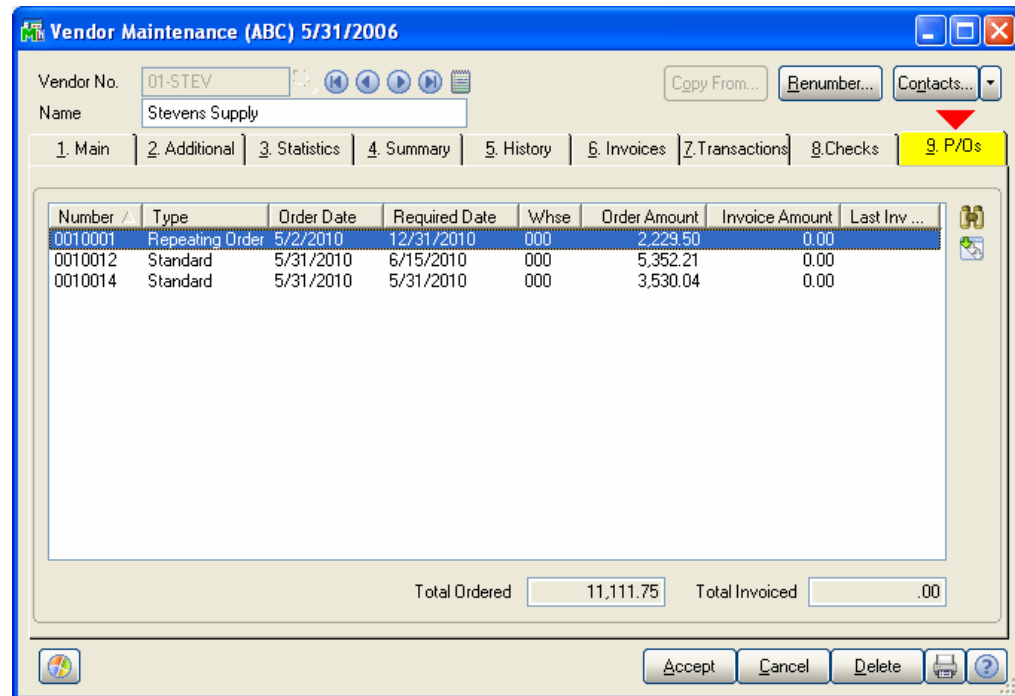
- The new Transactions tab allows another historical view of all of a Vendor’s detailed activity. Columns can be sorted by clicking on the column header, making it easy to find grouped information. For example, if your vendor disputes one of your payments and wants to know which invoices were paid by which check, a simple click on the Check No. column will sort all transactions by check number.

### Checks Tab



- Invoice Comments now appear on the checks tab for quick reference.

### P/O Tab



- Like the *Transactions*, *Invoices*, and *Checks* tab, all of the columns on the *P/O's* tab can be sorted by a simple click on the header of each column

### OTHER VENDOR MAINTENANCE ADDITIONS

- The Open Invoice Inquiry includes a new option to include or exclude invoices with a zero balance, thus reducing the number of records to view when looking for specific data.

- Vendor 1099 Payment History can now be saved indefinitely, eliminating the previous requirement to purge last year's 1099 information before entering next year's data.
- When entering new vendors "On-The-Fly" (OTF) you can now enter complete 1099 tracking information from the OTF entry screen for single-step entry of all critical vendor information

## A/P INVOICE DATA ENTRY/REPETITIVE INVOICE ENTRY

- When entering Purchase Transfers and Invoice Transfers, the last Vendor Number used now defaults when creating the next Invoice. This is convenient when entering multiple Invoices that will be transferred to a common vendor at one time.
- Both Invoice Data Entry and Repetitive Invoice Data Entry now allow entry of a General Ledger account number comment for each GL account entered on an Invoice. These comments, along with the GL Account number and GL account description will also print on the Invoice Register for easier recognition and reconciliation.
- A new Hyperlink to Vendor Maintenance for the vendor currently displayed in Invoice Data Entry makes it even faster to move between these two functions.

**A/P Invoice Data Entry (ABC) 6/20/2006**

Vendor No. 01-UNITED

Name United Computers

Invoice No. 205-354

1. Header | 2. Lines

Invoice Date 6/13/2006

Invoice Amount 2,155.00

Subject to Discount 2,155.00

Prepaid Invoice

Terms Code 02 2% 10 DAYS, NET 30 DAYS

Invoice Due Date 7/13/2006

Discount Due Date 6/23/2006

Discount Amount 43.10

Hold Payment  Separate Check

Comment

1099 Payment

Form None Box

Accept Cancel Delete

## A/P REGISTERS

- A new setup option has been added to allow users to decide if they want to print G/L account descriptions on the A/P Invoice and Manual Check Registers.
- A new option has been added for users to decide if they want Accounts Payable Registers to post detailed information to the G/L (such as Check Number, Check Date, Amount, Vendor Name, etc.) or if they only want summary postings.

## **MANUAL CHECK ENTRY AND QUICK PRINTING**

- When using Quick Print, the check numbers are now incremented as they are in the standard Check Printing program.
- Check reversals for invoice payments with an amount in the discounts field now puts the discount amount back onto the Invoice so the discount can still be taken at a later date.
- Manual check entry now notifies the user if a duplicate Invoice number is being used for the same vendor in the same batch.
- Alphanumeric fields are now allowed for Manual Check entry to facilitate entry of wired transfer information

## **INVOICE PAYMENT SELECTION AND CHECK MAINTENANCE**

- In Check Maintenance a warning message is received: "Checks have already been printed" if the user goes into Check Maintenance after checks have been printed and are not updated to prevent accidental clearing of unposted checks.
- MAS 90 allows users to take discounts even after the due date has passed. However, some customers have asked to be warned if they are about to take discounts after the discount expiration date. An option now exists to display a warning message when using the Invoice No. Lookup to select the invoices to be paid.
- A new security event for the Clear button in Invoice Payment Selection for A/P Check processing has been added to provide tighter controls over which users can print checks and subsequently delete the check selections without performing an update.

## **FORMS**

- New ANSI Compliant form standards went into effect in April 2005. Accounts Payable checks can now be printed that conform to these new standards.
- When printing checks if you use extended stubs and choose to print the GL distribution on your check, the GL distribution will also print on the extended stub. And, if you save the print setting, the GL distribution options you selected will be saved too.
- In the Accounts Payable check forms design, it is now easier to add the Vendor Address Line 3 field, and Address Line 3 will more readily print on forms.
- When performing Check Printing, Manual Check Printing and Quick Prints, the last form type used is saved from the last time the document was selected to streamline daily processing.
- AP Check forms now print the Remit to Address as a default. If you do not use separate Remit to Addresses, the Vendor's main address will automatically populate the Remit to Address to make processing seamless.

## **REPORTS**

- Aged Invoice Report – Use the new selection criteria to print the aging based on the Invoice Due Date.
- A/P Aging Report – Now you can print this report “as of” a specific aging date.
- A/P Expense by GL Account Report
  - New sort options such as department and location have been added.

- The Vendor name now prints on the report and selection can be based on the Vendor name.
- Optionally print the individual lines of an invoice when there are multiple lines posting to the same G/L account or when there are multiple invoice transfers for Credit Card Vendor's Invoices.
- Check History Report –Print checks alphabetically by Vendor Name to make it easier to read.
- Vendor MasterFile Audit Report –Security rights have been added to this report.
- A/P Cash Requirements Report –A summary option has been added to this report to make it easier to get to the bottom line.
- Payment History and Invoice Report – Customers have requested an easier way to review and reconcile credit card vendors, so the “include credit card vendors” option has been added to these critical reports.

## **DELETE/CHANGE**

- When selecting a starting and ending vendor number, a warning message will prompt the user stating that they are about to delete/change all vendors that fall between the range.

## **Misc.**

- In the Assign Vendor Tax Schedules utility, when assigning a Tax schedule to a range of vendors, there is now the option to group by city, state, or zip code instead of vendor number. Also city, state and zip are additional selection criteria.
- When Period-End or Year-End is performed the year has been added to the transaction listing in the System Activity Log to make support tasks easier.

## **PAYROLL ENHANCEMENTS**

### **FORMS**

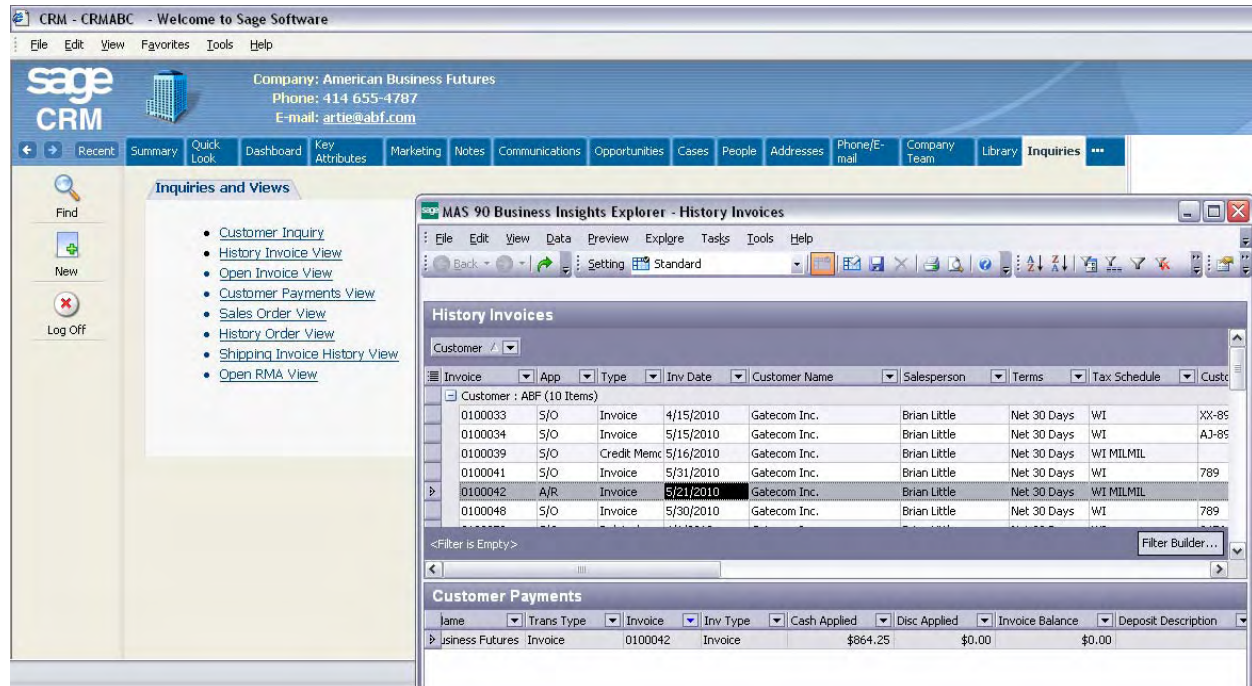
- New ANSI Compliant form standards went into effect in April 2005. Payroll checks can now be printed that conform to these new standards.

## **ELECTRONIC & MAGNETIC MEDIA REPORTING**

- With the 2006 tax year the IRS requires all Payroll and 1099 filings to be done electronically through the internet. They will no longer accept filings on any type of magnetic media. MAS 90 and MAS 200 will still create a data file that is compliant with the IRS published standards, but instead of writing the data to removable media, the program will put the data in a directory on the hard disk and notify the user of the file's location. Because of this change in government regulations, the Magnetic Media module is being renamed to **Electronic Reporting** to more accurately reflect the new process.
- Some states may still require or accept filings to be submitted via magnetic media. If your state supports the Federal reporting format and will accept submissions via disk or CD, you can create the state CD by copying the data in the file mentioned above to a CD. If your state does not support the Federal reporting format, the Electronic Reporting module will not create your electronic file.

## **NEW SAGECRM FOR MAS 90 AND 200**

Building on Sage Software's commitment to Freedom of Choice, SageCRM v.6 will add to the lineup of powerful award-winning CRM solutions offered to Sage MAS 90 and 200 customers. (Already available are ACT! by Sage and Sage SalesLogix.) All three CRM solutions will offer users efficient integrations of their sales, customer care, and marketing business processes. SageCRM will be an easy to use, fast to deploy, feature rich CRM solution, providing a consolidated view of all customer information in real-time.



In addition, a wide variety of customization options will be available to extend the application to meet a company's specific business needs. SageCRM includes:

### SALES AUTOMATION

With Sales Automation, a user will be able to effectively manage, forecast, and report on all phases of the sales cycle — and take complete control of the sales pipeline.

### MARKETING AUTOMATION

Companies using Marketing Automation will get more from their marketing dollars by automating and tracking every marketing campaign, from one-time e-mail communications to multi-faceted marketing programs.

### CUSTOMER CARE

Users will make the most of every customer interaction with Customer Care to maximize business opportunities and increase customer satisfaction.

### PRODUCTIVITY TOOLS

Sage CRM includes on-screen coaching features will allow users to quickly take advantage of all the powerful functions. Advanced "on the fly" data entry capabilities and a robust quick find help to increase end user productivity. Across the company, users will be more productive utilizing Wireless PDA Access, Automated Process Workflow, Customization, Computer Telephony Integration, Web Self Service, and Global Deployment.

### OUTLOOK INTEGRATION

With SageCRM, users will save time and improve collaboration with complete two-way synchronization with Microsoft® Outlook in addition to the back-office accounting MAS 90 or 200 system.

**PLEASE NOTE:**

SageCRM for MAS 90 and 200 is due to be available after the initial release of version 4.2. More detailed information will be provided on the SageCRM integration for MAS 90 and 200 under separate cover in the first quarter of 2007.

## BUSINESS INSIGHTS ENHANCEMENTS

### NEW BUSINESS INSIGHTS EXPLORER MODULE

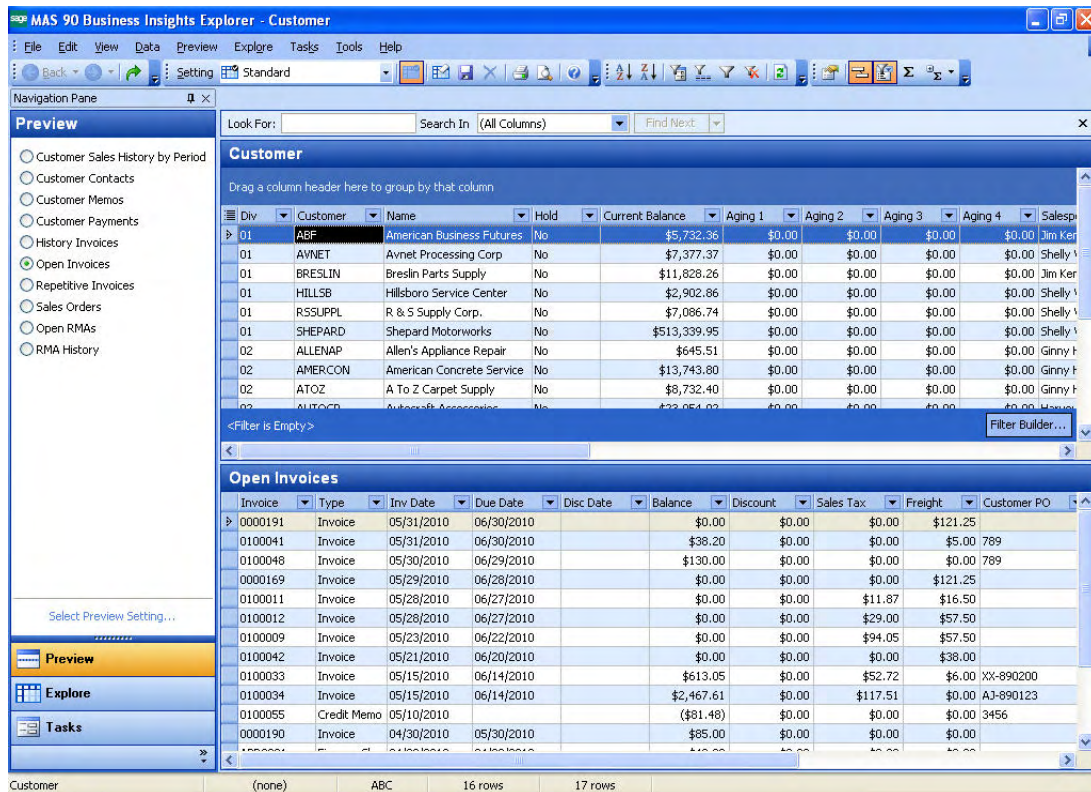
Business Insights Explorer (BIE) will be included in the Business Insights suite for Sage MAS 90 and MAS 200 Version 4.2. Using BIE as a powerful on-the-fly report writer, users will be able to make spontaneous inquiries, drill-down within critical data, and conduct detailed analysis all the way down to the individual transaction directly from their desktop.

BIE is so easy to use, new or current users of Sage MAS 90 and MAS 200 will be able to immediately reap benefits from the extensive set of usability and personalization features. End users will be able to configure BIE to display data according to their individual preference. All customer facing entities and transactions will be included in this release, including customers, contacts, sales orders and invoices. Subsequent releases will include additional views.

Business Insights Explorer 4.2 includes the following core features:

### PREVIEW

Preview will allow timely access to key information about a specific customer, vendor or item. Customer's account information will be viewed combined with related transaction information such as invoices, sales orders or payments. The information is view only, so access can be granted without concern of inadvertent changes. Users will apply filters to any view, allowing the data displayed to be personalized to meet each user's specific needs. For example, by selecting a customer in the primary grid view, the secondary grid view will automatically change to display all open invoices for the highlighted customer.

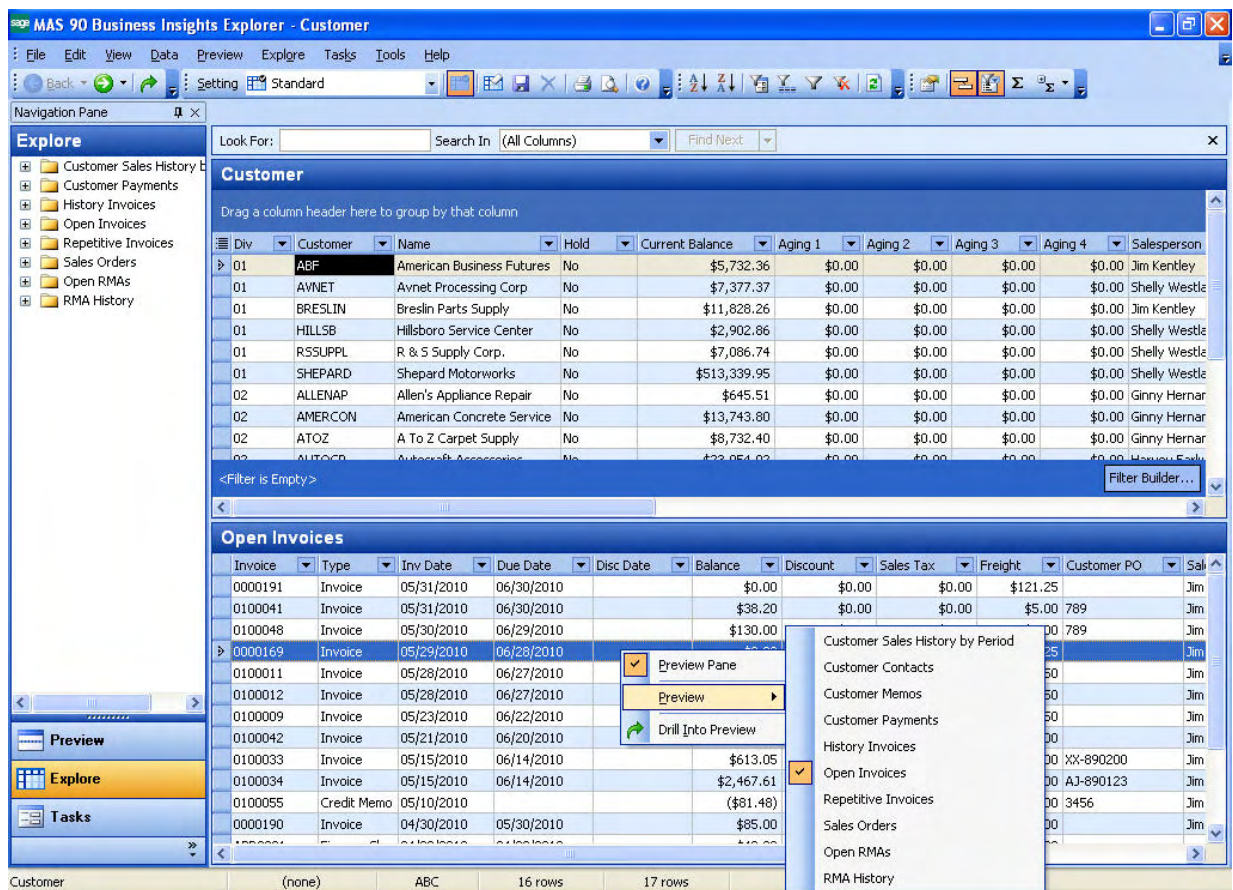


*This image illustrates the different previews that are related to a customer. In this example, it is displaying the list of open invoices for the customer American Business Futures.*

## EXPLORE

The Explore option is even more powerful than the Preview option. Explore will allow a user to further “drill down” into the data, the grid content changing to display information “in-context” as the user follows the chain of desired information. BIE will use the selection that is made as a filter to provide the detailed information in the new set of views. BIE retains and passes the context (e.g. the specific customer) from the starting viewpoint to related data when the user clicks on details (drill-down). For example, a customer service rep might receive a call from their customer regarding a recent transaction. After locating the customer file in MAS 90 or 200, the rep using BIE will be able to see recent transactions such as invoices or payments. After clicking on a specific invoice, the rep will be able to pull up more detailed information such as all payments and credit memos that were applied to that invoice.

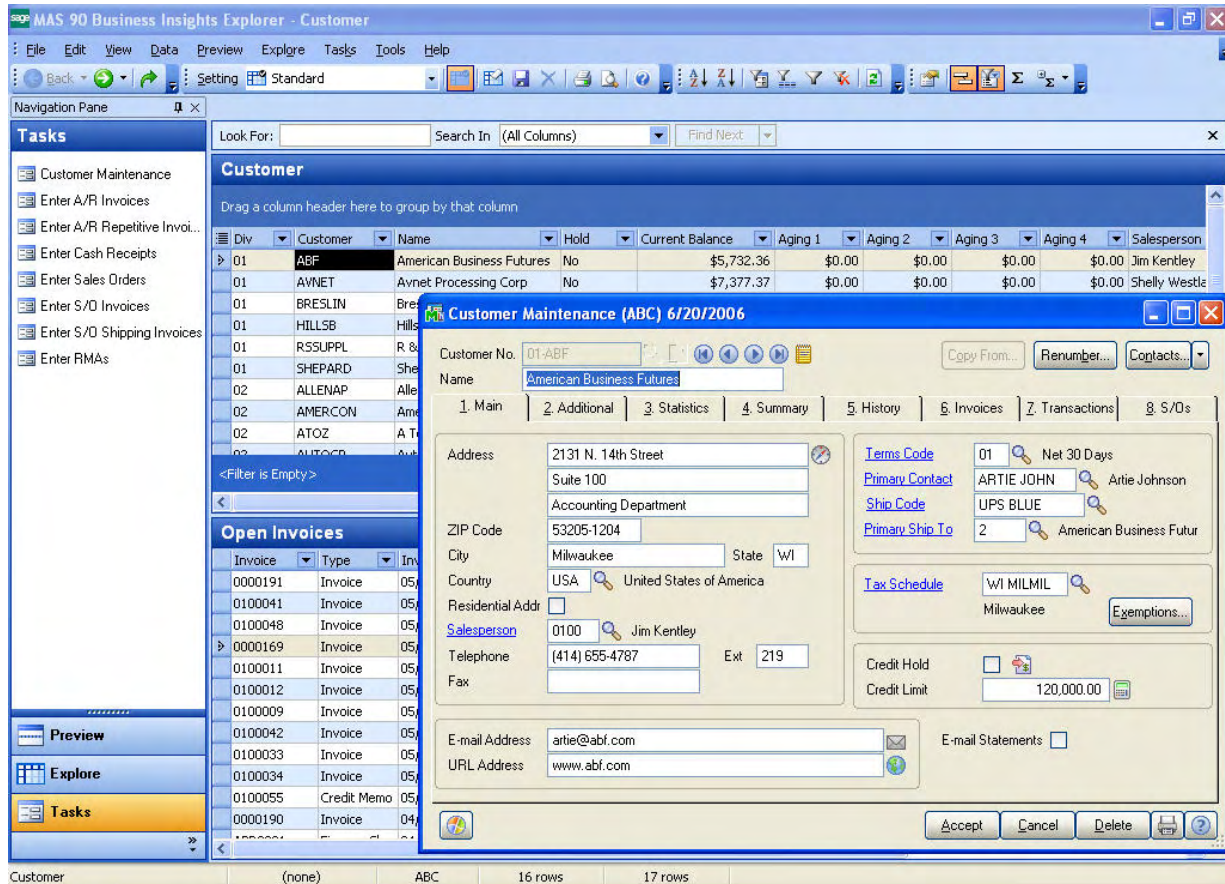
BIE Explore will allow users to personalize preferences and pre-define filters on the fly, and to save those settings for future use with other selections. A good example is a view that shows orders placed within the last 30 days for customer ABF. This personalized view will be able to be saved for future use with any customer to quickly view the orders they’d placed in the last 30 days.



This image illustrates the different Explore options that are related to a customer.

## TASKS

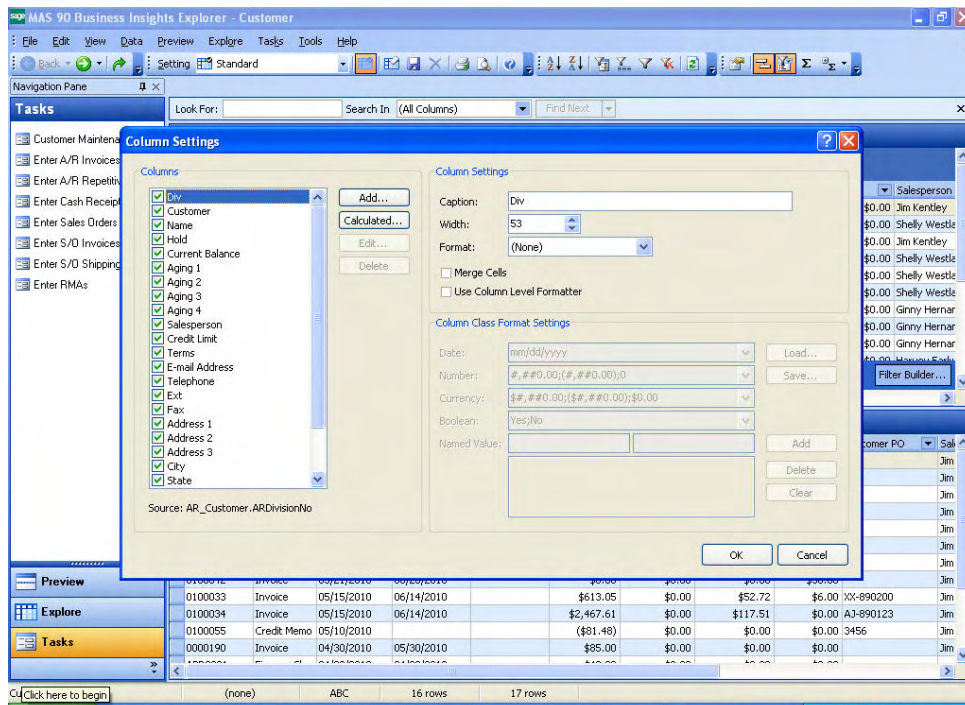
BIE Tasks will be available to users “in-context” giving them the ability to act on information quickly, and easily with immediate access to key Sage MAS 90 or 200 tasks that are related to the current entity. For example, when viewing customer ABF, the tasks for updating that customer’s information or creating an order are all readily accessible, or blocked if the user doesn’t carry those security rights. When the Sage MAS 90 or 200 task is loaded, the appropriate context is passed through from BIE, so the appropriate customer information is correctly and automatically set when the order entry screen is loaded.



This image illustrates the different tasks that are related to customers. In this example, customer maintenance was selected for American Business Futures.

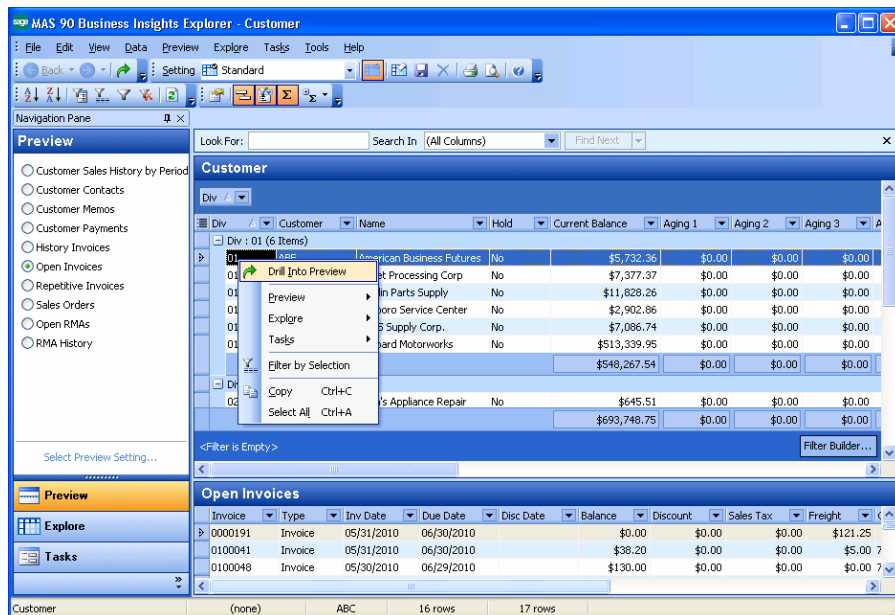
## PERSONALIZE

Customization and personalization will be an integral part of Sage MAS 90 and 200 BIE. Users will be able to sort, group, reorganize and rename columns within the grid. These personalized settings and filtered views will be able to be saved for future use, and shared with their peers or other teams.

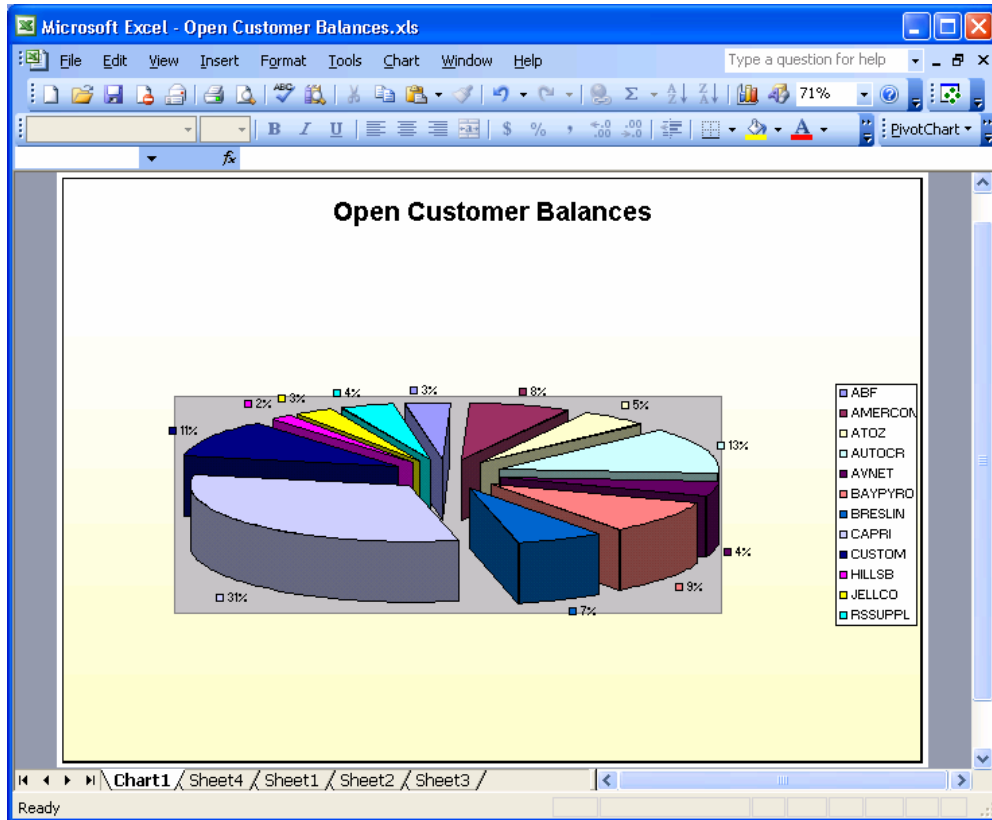


This image illustrates the ability to reorganize and rename columns. In this example, the field list dialog for the customer view is loaded.

Custom fields will be able to be created based on simple or complex formulas, for example, the user will be able to quickly add a sum to any column containing numbers.



A simple right-click provides the user with export capabilities to Microsoft Office that, for example, will transform the current data into an Excel pie chart for Open Customer Balances, or create a quick mail-merge template using the filter view. BIE also exports data to Word, Access and XML.



## NEW FIXED ASSETS MODULE

Our new Fixed Assets Module was developed to meet the basic needs of most small to mid-sized businesses to provide fast, dependable, customizable fixed assets management for a fixed asset inventory up to 1,500 items. Fully integrated into MAS 90, use Fixed Assets to track your company's tangible assets (laptops, copiers, vehicles, and other business equipment) and automatically calculate their depreciation using your choice of more than 50 methods. Simplify Sarbanes-Oxley compliance for your business with custom-tailored security features and an advanced audit trail that red-flags potential compliance issues.

Sys No	Activity	Co Asset No	Description	Location	Class	G/L Asset Acct No	Custodian
46	Active	312	File Cabinet, 4-dr Lateral	Central Warehouse	FF	160-00-00	J. Davis
47	Active	313	File Cabinet, 4-dr Vertical	Central Warehouse	FF	160-00-00	J. Davis
48	Active	412	File Cabinet, 4-dr Vertical	East Warehouse	FF	160-00-00	T. Wilson
49	Active	511	File Cabinet, 4-dr Vertical	West Warehouse	FF	160-00-00	T. Wilson
50	Active	113	File Cabinet, 4-dr Vertical	Main Office/Warehouse	FF	160-00-00	J. Jacobs
51	Active	314	Computer, Desktop	Central Warehouse	CE	165-00-00	J. Davis
52	Active	413	Computer, Desktop				
53	Active	512	Computer, Desktop				
54	Partial	114	Computer, Desktop				
55	Active	315	Computer, Laptop				
56	Active	414	Computer, Laptop				
57	Active	513	Computer, Laptop				
58	Active	115	Computer, Laptop				
59	Active	316	Monitor, Computer				
60	Active	415	Monitor, Computer				
61	Active	514	Monitor, Computer				
62	Active	116	Monitor, Computer				
63	Active	317	Copier				
64	Active	416	Copier				
65	Active	515	Copier				
66	Active	117	Copier				
67	Active	318	Printer, High Volume				
68	Active	417	Printer, High Volume				
69	Active	319	Printer, High Volume				
70	Active	320	Printer, Low Volume				
71	Active	418	Printer, Low Volume				
72	Active	516	Printer, Low Volume				
73	Active	118	Printer, Low Volume				
74	Active	321	Oven, Microwave (I)				
75	Active	419	Oven, Microwave (I)				

In Svc	Acquired Value	P Depr Meth	Est Islv / 168(h) Sec 179	Depreciable Basis	Prior Thru	Prior Accum Depreciation
000115 000 10/31/09	95,000.00	R NoDep	00 00	95,000.00	12/31/09	0.00
Accum Acct No	95,000.00			0.00	95,000.00	0.00
	= <no value>					

### Transfers and Disposals

Execute partial and whole asset transfers and disposals using Fixed Assets, and utilize user-defined depreciation schedules. In addition, for bulk disposals, the system will automatically calculate gain or loss on individual assets for you.

### Group Manager

Group Manager lets you define groups of assets as you go. Definitions can be based on any characteristic including type, location, custodian, and acquisition date.

### Asset Templates, Views and Images

Fixed Assets include templates that provide you with an easy way to create a new asset. When a new asset is purchased, the selected template automatically fills out the necessary asset information. Asset Detail View allows you to see the details on a single asset from all seven books, presented on a single screen. In Asset Group View, you can work with and view multiple templates simultaneously. For your convenience, you can store asset photos, purchase orders, maintenance agreements, warranties, invoices, and other documentation in the asset file and view them on screen at any time. These images will provide you with a complete and readily accessible record of all asset data.

## **Asset Navigation and History**

In addition to the powerful query capabilities at your fingertips, Fixed Assets provides the means to instantly switch between Main and Disposal functions. History provides you with a complete audit trail of the major events in an asset's life. This facility also allows you to attach notes and record important details on the asset.

## **Customized Reporting**

More than 30 standard reports are available to you, each report allowing user-defined sorts and range criteria on all fields. You can also create custom reports with built-in report helpers, produce custom consolidated reports that let you "roll up" data without changing the underlying database and specify totals-only reporting for standard reports.

## **Upgrades**

The new Sage MAS 90 and 200 Fixed Asset module is fully compatible with the best-of-breed FAS Fixed Asset solutions, including Asset Accounting and Asset Inventory and can be upgraded to the full version when you need to track more than 1500 assets.

# **INTEGRATED SAGE SOFTWARE SOLUTIONS**

## **ABRA**

Sage MAS 90 and Sage MAS 200 version 4.2 will support ABRA version 7.5 released in September 2006.

This maintenance release brings all database versions into one code base as well as fixing GL rounding issues and addressing CA Labor Law, Section 226.

## **SAGE MAS 90 AND 200 ACT! LINK**

The most recent version of Sage MAS 90 and Sage MAS 200 ACT! Link, launched in October 2006 for ACT! by Sage 2006 and 2007, will be compatible with MAS 90 and 200 v4.2. A new revision is expected to be available for ACT! by Sage 2008.

## **BUSINESS ALERTS**

Sage MAS 90 and Sage MAS 200 version 4.2 will continue to support and ship the current version of Business Alerts.

## **CRYSTAL REPORTS**

Sage MAS 90 and Sage MAS 200 version 4.2 will continue to support version 10.

## **F9**

Sage MAS 90 and Sage MAS 200 version 4.2 will continue to support and ship F9 version 4.5.

## **FRX DESKTOP**

Sage MAS 90 and Sage MAS 200 version 4.2 will support the latest patch for version 6.7.

## **PC CHARGE PAYMENT SERVER – CORPORATE CARD SUPPORT**

The integration between Sage MAS 90 and Sage MAS 200 and PC Charge Payment Server has been enhanced to include support for corporate credits cards. Sage MAS 90 and Sage MAS 200 customers will have the ability to pass an additional tax amount along with a unique employee identifier as part of the transaction.

## **SALESLOGIX & DYNALINK**

Sage MAS 90 and Sage MAS 200 version 4.2 will continue to support the current releases of Sage SalesLogix and DynaLink.

## **STARSHIP**

### ***StarShip Version 9.9***

- Sage MAS 90 and Sage MAS 200 version 4.2 has been compatibility tested and supports version 9.9 January 2007 rate-change release of StarShip.

### ***StarShip LTL Version 10***

- Expected Release Date: June 2007
- Due to the enhancements provided in this release, at this time Sage cannot say exactly when acceptance testing will be completed. It is our intention to test StarShip LTL as soon as possible to be able to provide this new functionality as soon as possible.
- Overview of changes/enhancements:
  - Version 10 introduces support for LTL (less-than-truckload) such as Yellow, ABF, etc.
  - StarShip LTL will have a completely different user interface than the small package version, and the small package version UI will not change. Therefore, there will be two versions of StarShip to integrate with Sage MAS 90 and Sage MAS 200 moving forward.
  - StarShip LTL will be a completely separate purchase from standard StarShip. Pricing is yet to be determined.

# **TECHNOLOGY & GLOBAL ENHANCEMENTS**

## **ADVANCED LOOKUP ENGINE ENHANCEMENTS**

The powerful lookup engine has been strengthened to include the ability to pull information from a subsidiary linked tabled in ALE. For example, when listing A/P vendors, you can link to fields in G/L Account to obtain the fully formatted account number along with its description.

## **PLATFORM SUPPORT**

Please refer to the platform matrix on Sage Online for the latest supported platforms and service packs.

# **RETIREMENTS**

## **SAGE MAS 90 3.71**

A number of our existing customers are remaining on Version 3.71 due to a variety of business reasons. As a result, Sage has agreed to postpone the retirement of Version 3.71 to some time after the release of Version 4.2.

## **REPORT MASTER**

It was originally announced that the Report Master module would be retired with the release of Version 4.2 due to the fact that any module in the new Business Framework can no longer be used as source data for reports generated using Report Master. However, because many customers use Report Master for Job Cost, Payroll, Work Order and Bill of Materials reports, Report Master will continue to be available for existing customers only. Any reports that link to General Ledger, Bank Reconciliation, Accounts Receivable, Accounts Payable, Sales Order or Return Merchandise Authorization will not work.

**Blytheco** LLC The Premier Sage Software Business Partner

**National Presence  
Local Touch**

**Sage Software Business Partner of the Year**

**Corporate Offices**

<b>Orange County, California</b> 23161 Mill Creek Drive Laguna Hills, California 92653 Phone: (949) 583.9500 Toll Free: (800) 425.9843 Fax: (949) 583.0649 <b>www.blytheco.com</b>	<b>Atlanta, Georgia</b> 1100 Johnson Ferry Road, Ste. 450 Atlanta, Georgia 30342 Phone: (404) 841.6240 Toll Free: (800) 455.1368 Fax: (404) 841.6243 <b>solutions@blytheco.com</b>
--	--

**Complete Sage Software Solutions**  
Sage MAS 500 ◊ Sage MAS 200 ◊ Sage MAS 90  
Sage BusinessWorks ◊ Sage SalesLogix CRM ◊ ACT! by Sage  
Sage ABRA HRMS ◊ Sage FAS ◊ Sage MIP Fund Accounting & Fundraising

**Offices in these cities & states:**  
Atlanta, GA ◊ Chicago, IL ◊ Los Angeles, CA ◊ Orange County, CA ◊ Tampa, FL  
Colorado ◊ Missouri ◊ New Jersey ◊ Ohio ◊ Oklahoma ◊ Pennsylvania ◊ Tennessee  
Texas ◊ Washington

**sage**  
software

*Your business in mind.*

**SAGE MAS 90    SAGE MAS 200**

56 Technology Drive  
Irvine, CA 92618-2301  
800-854-3415  
<http://www.mas90.com/>

The information contained in this document represents the current view of Sage Software, Inc. on the issues discussed as of the date this document was prepared. Sage Software cannot guarantee the accuracy of any information presented after the date of publication. The capabilities, system requirements and/or compatibility with third-party products described herein are subject to change without notice. Contact Sage Software for the most current information. Always consult a network specialist to discuss the security risks involved before implementing any Internet solution. Sage Software is not responsible for the content or maintenance of third-party Web sites referred to herein. This document is for informational purposes only and may not be distributed to third parties. Sage SOFTWARE MAKES NO WARRANTIES, EXPRESSED OR IMPLIED, IN THIS DOCUMENT.

© 2006 Sage Software, Inc. All rights reserved. Reproduction in whole or in part without permission is prohibited. Sage Software and the Sage Software product and service names mentioned herein are registered trademarks or trademarks of Sage Software, Inc. and/or its affiliated entities. All other trademarks are the property of their respective owners.