



*Responding to the needs, challenges, and dreams of small and mid-sized businesses for 25 years.*



The Premier Sage Software Business Partner

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**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

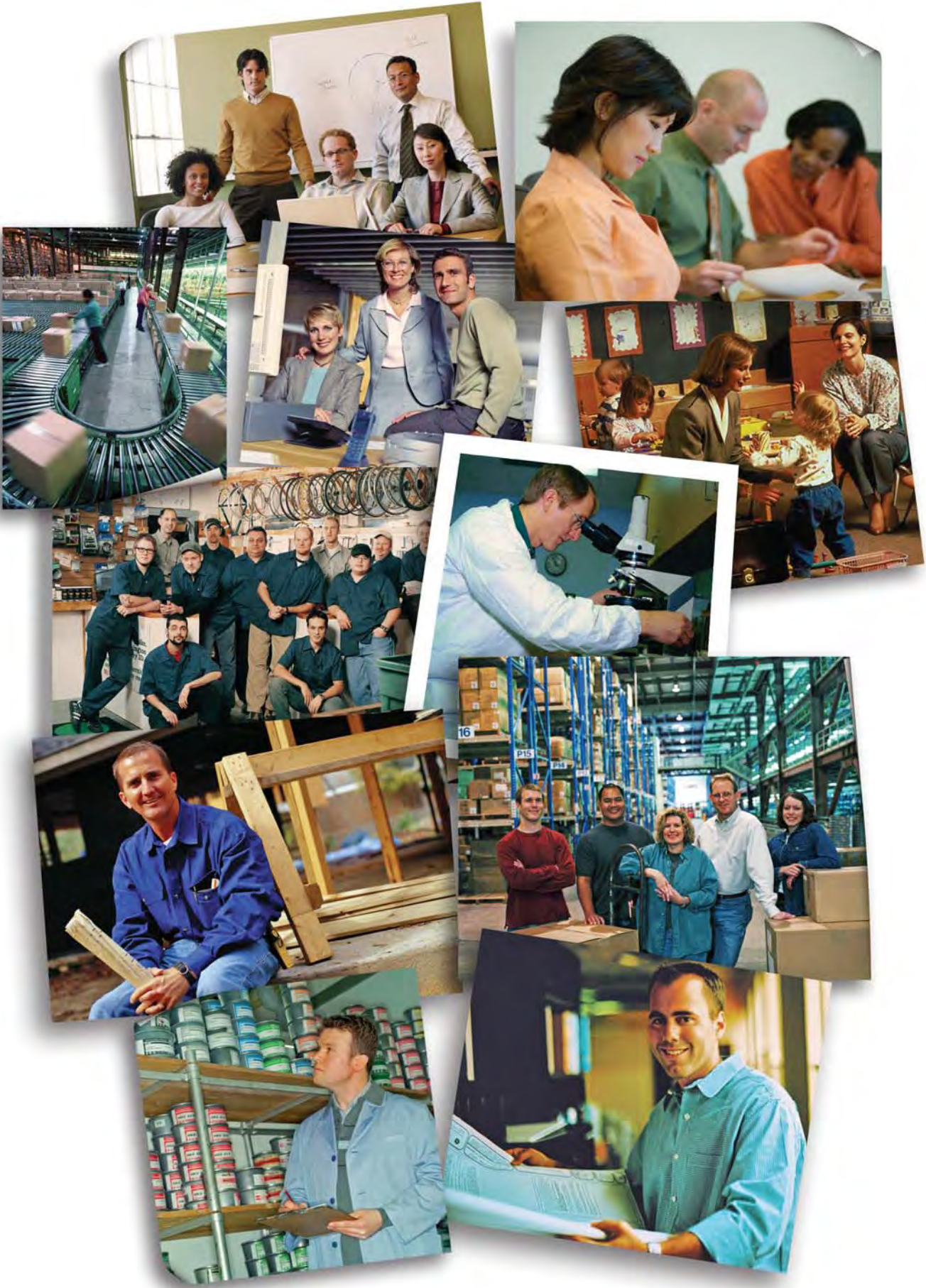
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*Your business in mind.*

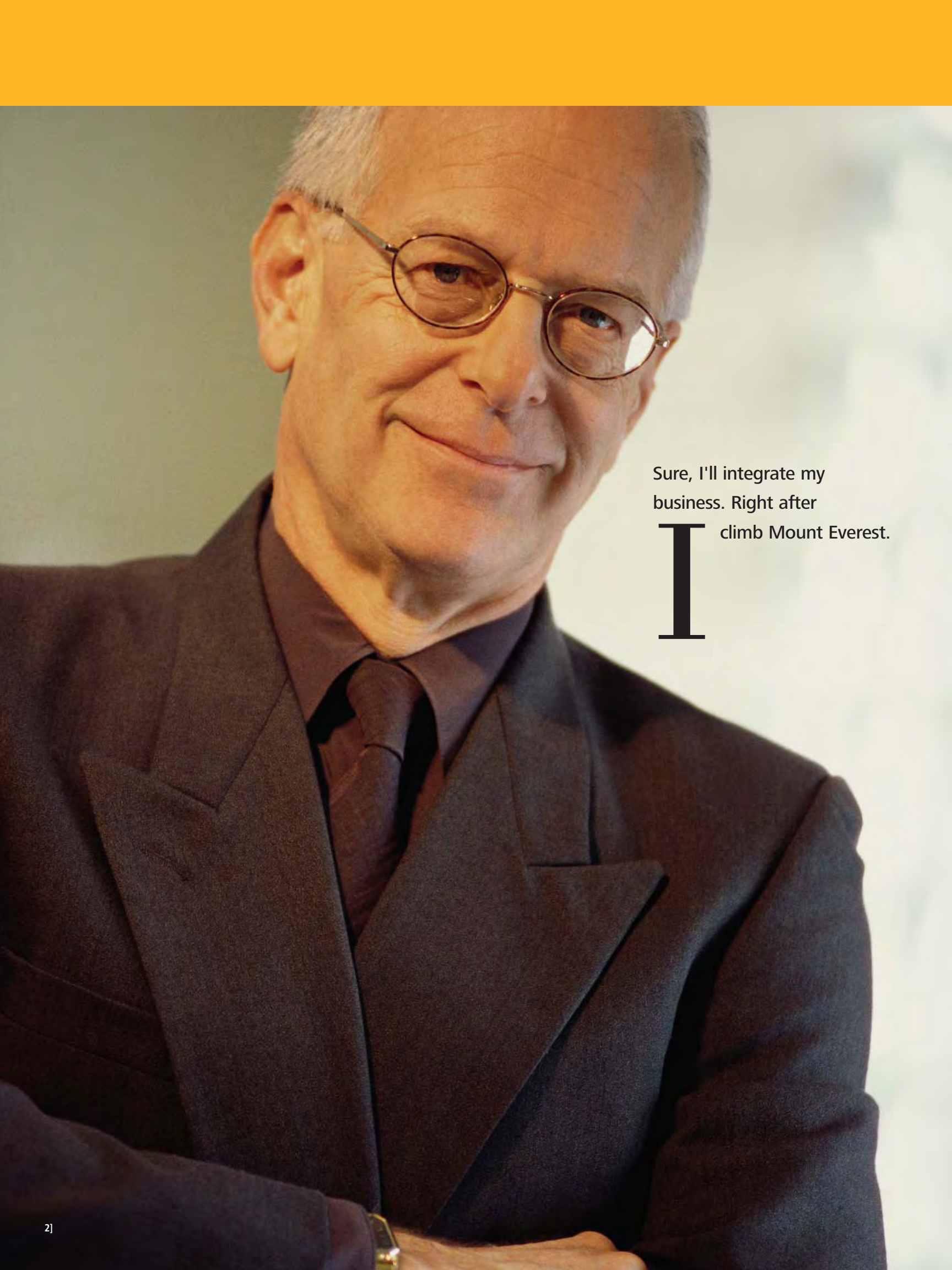
National Presence - Local Touch



## *Sage Software: Your Business In Mind.*

The truest measure of a company isn't size. It's substance. A point of view that's exemplified by Sage Software's more than 2.3 million North American customers. These hard-working businesses range from start-ups to budding global enterprises. They share one thing in common. They want their businesses to succeed. Sage Software, part of The Sage Group plc, has been helping in that cause for 25 years. We build innovative software solutions. Powerful solutions. Intelligent solutions. Solutions that help people face the challenges of running a small or mid-sized business. The kinds of challenges they can't stop thinking about even when they're not at the office. We understand what's in their hearts and on their minds. Because we talk to them. And listen. We've proven ourselves in their distribution warehouses and on their manufacturing floors. At their construction sites. In their nonprofit organizations. But our journey never truly ends, it merely evolves. So do we, with software that offers more than functionality. Much more. Our solutions are flexible. Affordable. Integrated. They are inspired by the people who use them. Not the latest fads. They are built to meet the needs, challenges, and dreams of businesses and organizations like yours. And they are defined by the most important measure of all: **your satisfaction.**

*For several years, The Sage Group plc used the name Best Software in North America. Recently, we introduced the name Sage Software and will use this name going forward. There has not been a change in ownership. Our focus is as it has always been — providing our customers with innovative solutions and world-class support.*



Sure, I'll integrate my  
business. Right after

**I** climb Mount Everest.

**Challenging the preconceived notions about integration and information sharing.**

The word “integration.” It sends shivers down your spine. It moistens your palms. We understand. Integration can be intimidating. Especially for small and mid-sized businesses (SMBs) with limited budgets and information technology (IT) manpower. Sage Software can help relieve your anxiety about the “I” word. We enable you to integrate your processes at your own speed. On your own terms. Take things slow and integrate your business little by little — one chunk at a time. Or connect multiple segments of your company simultaneously. Without skipping a beat. We offer solutions for every phase in a business’s operation. And industry-specific solutions to meet your unique requirements. Start by automating the processes that are giving you the most trouble today. Then, add integrated solutions as growth dictates. It’s a pragmatic strategy that puts you in control. Not the software manufacturer.



*Sage Software enables SMBs to integrate their businesses in manageable, affordable sections. Automate your biggest trouble spots today. Then, add integrated solutions as time, budget, and need arise. It's integration at your pace. Not ours.*

**Back Office**


- Accounting
- Human Resources
- Payroll Services
- Fixed Asset Management
- E-business
- Time and Billing
- Project Management

**Front Office**

- Customer Relationship Management
- Contact and Customer Management

**Industry Solutions**

- Distribution
- Construction
- Manufacturing
- Real Estate
- Nonprofit
- Accounting Practice

A group of business professionals are seated around a dark, reflective conference table in a meeting room. In the foreground, a man with a grey beard and glasses, wearing a dark suit and a patterned tie, is speaking and gesturing with his hand. To his right, a woman with blonde hair, wearing a black blazer over a light blue top, is listening attentively. In the background, another man is partially visible, and in the foreground, the back of a man's head and shoulders is visible as he looks towards the speaker. The table is cluttered with several folders and documents, including a prominent red folder and a yellow folder. The room has large windows with horizontal blinds, and the lighting is bright, suggesting a sunny day. The overall atmosphere is professional and collaborative.

**I** don't want to have to shoehorn my business into a solution that doesn't really fit.

**Businesses come in many forms. Conveniently, so does our software.**

At Sage Software, we believe in choice. We understand that your business is unique, your challenges uniquely complex. We embrace your differences and value the way you run your business. With our comprehensive product offering, you're not pigeon-holed into one operating system or IT philosophy. Instead, the decisions are yours. As they should be. Do you favor hosted software or on-premises? Windows® or Linux®? A SQL Server database or IBM® DB2®? Whatever the case, we'll be there with sound advice and support. And an expansive product offering that's beyond compare.

Abra  
ACCPAC Advantage Series  
ACCPAC CRM  
ACCPAC Pro Series  
ACT!  
BatchmasterPFW  
BusinessVision  
BusinessWorks  
Carpe Diem  
CPASoftware  
FAS  
FLS Compliance Services  
MAS 90  
MAS 200  
MAS 500  
MIP  
Peachtree  
Platinum for Windows by Best  
SalesLogix  
Simply Accounting  
Timberline Office  
Timesheet Professional  
Timeslips

***A complete list of products can be found on page 18.***

*Beginning this year, many of our product names will be changing as new releases are issued. In most cases, we'll be adding our Sage brand name to our product names, as well as making other modifications.*



# Success Story

## USCO LOGISTICS

*Now a division of Kuhne + Nagel, USCO Logistics is the leading third-party provider of integrated warehouse, transportation, and information management solutions.*

### Situation

USCO had been using ACT!, the #1 contact and customer management solution, to manage their outbound direct mail databases. All told, the company operated seven different ACT! databases, containing tens of thousands of records for every campaign. It became clear they needed a complete view of customers and prospects for more efficient management and planning.


### Sage Software Solution

The company implemented SalesLogix, which provides a natural progression for ACT! customers who have outgrown contact management and need full-featured CRM.

### Results

According to Mary Ann Jacob, USCO's director of new business development, the similarities between the SalesLogix and ACT! interfaces helped the company's salespeople hit the ground running and ensure fast adoption of the solution. "We knew the only way we could succeed was with acceptance from the field," says Jacob. "For that to happen, we had to make their processes better." Key areas of enhancement were visibility and information access. While ACT! provided strong capabilities for managing contact and customer information, USCO did not have the visibility to help plan for future business decisions. SalesLogix opened up new possibilities. "Now I can look at prospects with closing dates a year or more away," says Jacob. Further, that same level of visibility is available throughout the company — to 140 SalesLogix users in a half-dozen USCO business units. Finance shares contracts and customer information with Operations. Transportation uses the data to manage rate structures for small-parcel customers. And Marketing tracks which programs are bringing in which leads. "SalesLogix has enabled us to communicate more effectively with current customers and prospects," Jacob raves. "We are light years ahead of where we were, in terms of being able to manage and share critical information, quantify, and target our marketing campaigns. SalesLogix has really revolutionized our operation."

In 2003, Sage Software opened the industry's first software migration center. As our customers' businesses grow and they consider new or different platforms for their business, the Sage Software Migration Center is available as a resource. It provides the consultation, guidance, and migration tools needed to ensure a smooth transition to the next level of computing.



Bells and whistles are nice, but  
**I** am more interested in  
tangible results.

### **Solutions that invigorate your bottom line as much as they do your people and processes.**

A solution isn't a solution unless it solves a real problem. Sounds simple enough. Yet it's easy to get caught up in an avalanche of hype and lose sight of this truism. We pride ourselves on never providing technology for technology's sake. We only incorporate new technologies into our products when they make sense from a practical standpoint for small and mid-sized businesses. All of the tools, utilities, functions, and features built into our solutions solve some business issue. They make something faster. Easier. More accurate. In that way, our solutions provide a tangible benefit that injects value into your business. Here are a few of the most significant real-world benefits our solutions provide:

#### **Carry out processes with lightning speed.**

Employees of small and mid-sized businesses wear many hats. A racing helmet might be appropriate attire for users of our business solutions. Sleek workflow capabilities ingrained in our solutions empower you to cruise through a bevy of accounting, administrative, customer relationship, and other crucial processes. The gained efficiencies ripple throughout your organization. Most importantly to your bottom line.

#### **Manage finances with an eagle eye.**

Accounting has a special meaning to us. That's where it all started for Sage Software. The knowledge and experience we've gained in the last 25 years has enabled us to build best practices into our accounting applications. Needless to say, our accounting applications are finely honed and elegantly simple solutions that enable you to manage, access, and control every detail of your business with ease.

#### **Treat your customers like close acquaintances.**

The most successful companies are great at three things: finding, acquiring, and delighting customers. Our customer relationship management (CRM) solutions help you achieve organic growth by improving your sales, marketing, service, and support proficiencies. Integration with accounting applications gives customer-facing staff the information they need to recognize buying power as well as cross-sell and up-sell opportunities.

#### **Get more value out of your supply chain.**

Our deep industry experience and interactions with customers have paved the way to robust supply chain management solutions. Out of the box, these solutions help our customers improve forecasting and information-sharing with suppliers. They eliminate reactionary decision-making in favor of proactive solutions based on real-time information. The results are better buying decisions and improved margins.

#### **Have more of those "aha" moments.**

Even the most tightly-wound executive can get excited when presented with an insightful report. We've seen it happen. Our business solutions provide built-in reports that present information in a way that makes sense. Access enterprise-wide metrics or drill-down to granular details that isolate opportunities as well as areas of waste and inefficiency.



# Success Story

## POINT NO POINT CASINO

*Pacific Northwest casino with 180+ slot machines and six game tables. Owned and operated by the Port Gamble S'Klallam Tribe.*

### Situation

The casino was the first large-scale business venture that the S'Klallam people had embarked on. They needed an accounting system that could handle the complexities of managing multiple business entities, including another casino that was in development. The software also needed to interface with human resources and payroll.


### Sage Software Solution

Point No Point casino selected MAS 200 with Payroll, FAS Asset Accounting, and Abra HR.

### Results

Choosing an end-to-end solution from Sage Software was akin to hitting the jackpot for Point No Point casino. The smooth exchange of data between multiple administrative functions — including accounting, payroll, and human resources — has enabled the casino to speed processes and strengthen management capabilities. According to Robin Pratt, the casino's director of finance, MAS 200 handles all the accounting functions and serves as the foundation for the casino's success. "It provides an excellent base for launching our new casino enterprise and staying on top of our business for maximum profitability," says Pratt. MAS 200 also shares information with FAS, a product that Point No Point uses to manage, track, and depreciate fixed assets such as property, computers, and gaming equipment. But the integration doesn't stop there. MAS 200 interfaces with Abra HR, which the casino uses to manage employee information like demographics, training, salary records, and tribal data. Curtis Kottke, HR coordinator for the S'Klallam tribe's casino, says the integration between applications is particularly beneficial because it helps him automatically cross-reference information in Abra and the MAS 200 payroll solution. "With Abra, we can make sure that salary grades match job codes, and everybody falls within the proper account category in MAS 200." Most importantly for Kottke is that the software is easy to use. "I stepped into this position cold, with little specific training on Abra or MAS 200," says Pratt. "I just went to the training manuals and figured everything out myself. Now I can make the system do everything we need." When translated, S'Klallam means "strong and clever people." It's no surprise then that the tribe sought out a strong and clever (and integrated) solution from Sage Software to help them manage their casino.

Sage Software brings the benefits of business integration to small and mid-sized businesses. We enable our customers to tackle key business processes and integration initiatives today. Then, as their business grows, add integrated functionality in manageable pieces. This lowers risk and enables customers to work at their own pace. Not the pace of the software manufacturer.

A man with short, curly brown hair and glasses is smiling at the camera. He is wearing a yellow and black vertically striped button-down shirt. He is sitting at a wooden conference table. In the background, two other men are visible, one standing and one sitting at the table, both out of focus. The background wall is a light green color.

**I** have an IT department consisting of three people: me, myself, and I. If it's not easy to implement and maintain, it's not for me.

### **Solutions engineered to a T. With your challenges in mind.**

Wouldn't it be nice if we all had multimillion-dollar budgets? We'd outfit our companies with the latest gadgets and gizmos. We'd hire an army of technical experts to make sure everything operated just right. Then when we were finished, we'd twirl around in a field of daffodils. It's fun to dream. But the reality for most small and midsize businesses is that budgets, resources, and time are limited. You need to be able to balance simple implementation and cost effectiveness with your need for sophisticated industry-specific solutions. In a word, you need value. We understand. We speak to 7,000 small and midsize businesses daily through our customer support centers in North America alone. These interactions enable us to build our products with your needs and aspirations in mind, as well as your challenges and constraints. The resulting solutions provide value. They're scalable and grow with your business. They're customizable to fit specific needs. They're ready to go. Quick to implement. Easy as pie.

Business software is important territory for me.

I would sleep better if there was someone I could turn to for advice and support.



### Local partners who share our unrelenting passion for SMBs.

We'll admit it. We're a bit single-minded. Day in and day out we focus 100 percent on small and mid-sized businesses. So do most of our 6,900 business partners in the U.S. Many of our solutions are delivered by these third-party specialists. We trust our partners to provide our customers with local support, advice, implementation, and customization. Chosen for their product expertise, high standards, and industry know-how, they share our tireless commitment to challenging the old ways that small and mid-sized businesses do business. Like us, they continually ask, can this be done better? Our close relationship with our partners is evident to customers. We learn from them firsthand accounts of the challenges customers are facing. We involve partners in the development of our solutions. We keep them in the loop about new product developments. All in an effort to maximize the value we bring to customers.

### Support to keep your software running as well as the day you bought it.

There's always something that needs to get done. We understand. You have more important things to do than worry about software. With hundreds of highly-trained support technicians, you're assured fast responses and resolutions that keep your system healthy. Recognition for our commitment to quality customer service has come through several awards and certification from third-party organizations dedicated to rating customer service, including SCP certification from the Support Center Practice Program and STAR (Software Technical Assistance Recognition).

### Training that gets the right information to the right people at the right time.

Targeted software training plays a critical role for businesses investing in our more advanced solutions. We offer software education through a variety of education outlets: classroom, on-site, online, self-study, and an annual customer conference. Our nationwide network of authorized training centers offers certified instructors, curriculum, and facilities. The goal of every training interaction is simple: You'll leave with a rock-solid foundation of knowledge and an enthusiastic approach to using the application.

*In 2005, Sage Software introduces Sage Summit, a learning conference that enables users of any Sage Software offering not only to explore how to make most effective use of the product, but also to network with other small and mid-sized business leaders.*



**The strength, commitment, and experience to help our customers succeed.**

Sage Software has been dedicated to helping small and mid-sized businesses meet their needs, challenges, and dreams for over 25 years. That commitment is more resolute than ever today. And it continues to grow stronger. We understand the pressures and issues that come with running a small or mid-sized business. We know what's at stake with every decision. We have the proven solutions and track record of successful implementations to help your business achieve its goals. We draw on the strength of our UK parent company, The Sage Group plc (London: SGE.L). With 4.4 million customers worldwide and revenues exceeding \$1 billion, the Sage Group is a world leader in supplying business management software and related services to SMBs. When it comes time to invest in business management software for your company, remember that it's not just about the software itself. It's about finding a partner with knowledge. Experience. Focus. And the commitment to go beyond the implementation of a system to help your business achieve its goals.

*Turn to Sage Software. We have Your Business in Mind.*

*Please note: As new releases of software are issued in the 2005-2006 cycle, their names will be slightly revised to reference the Sage Software brand, as shown in the italic names below. These modifications will not impact the solutions themselves.*

### ACCOUNTING AND ENTERPRISE RESOURCE PLANNING (ERP)

#### ACCPAC Advantage Series / Sage Accpac

#### ACCPAC Pro Series / Sage Pro

#### *Enterprise Resource Planning*

ACCPAC ERP solutions help businesses of all sizes and specialties maximize productivity and leverage business intelligence. This family of products is 100 percent Web-based for easy access, implementation, and use. As the foundation for a completely integrated set of industry-specific and CRM applications, ACCPAC ERP solutions provide the backbone companies need to evolve their business models. Solutions scale to meet growth requirements and offer tremendous flexibility, supporting Windows and Linux operating systems and providing access to source code.

#### BusinessVision / Sage BusinessVision

#### *Accounting*

BusinessVision solutions provide thousands of small and midsized companies in the U.S. and Canada with affordable, expandable, and remarkably flexible accounting capability. The product line offers four versions, each providing superior usability, integration, management tools, and reporting.

#### BusinessWorks / Sage BusinessWorks

#### *Accounting*

BusinessWorks bridges the gap between off-the-shelf accounting applications and higher-end systems. It is designed for growing small businesses and offers an easy-to-use interface, robust features, extensive reports, and basic distribution capabilities.

#### FAS / Sage FAS

#### *Fixed Asset Management*

FAS solutions deliver powerful, easy-to-use fixed asset management capabilities to businesses, government entities, and nonprofits of all sizes. Chosen 3-to-1 over all other fixed asset management solutions combined, FAS helps organizations manage assets throughout their entire lifecycle — including acquisition, depreciation tax reporting, and tracking.

#### MAS 90, MAS 200, MAS 500 / Sage MAS 90, Sage MAS 200, Sage MAS 500

#### *Enterprise Resource Planning*

Recommended by more CPAs than any product in its class, MAS 90 has been helping SMBs improve productivity and decision-making for more than two decades. In recent years, the family of products has expanded to include MAS 200 and MAS 500, which are designed to meet advanced processing and industry-specific challenges. Like MAS 90, these solutions offer a broad selection of integrated modules that fuel business growth, including automated solutions for financials, project accounting, distribution, manufacturing, enterprise reporting, e-commerce, and much more. Businesses can easily move to the next level of software as they grow.

#### Peachtree / Peachtree by Sage

#### *Accounting*

Peachtree products have literally shaped small business accounting. They combine ease-of-use with the insightful reporting and analysis needed to make stronger decisions and manage more effectively.

Over the years, Peachtree solutions have evolved to automate more and more processes. You'll find serialized inventory tracking, payroll capabilities, job costing, multi-user networking, industry-specific applications, and more. With these diverse capabilities, Peachtree solutions are the ideal choice for small businesses that want to become bigger businesses.

#### Platinum® for Windows by Best (PFW), BatchMasterPFW / Sage PFW

#### *Enterprise Resource Planning and Process Manufacturing*

PFW is a comprehensive client/server-based financial management package particularly well-suited for import/export companies that want to utilize their software across country borders. BatchMasterPFW is the industry's only integrated financial management and process manufacturing software from a single source.

#### Simply Accounting / Simply Accounting by Sage

#### *Accounting*

Simply Accounting provides entry-level solutions for the small/home office user. It's the leading small business management product in Canada. With three levels of software, Simply Accounting provides the fundamental accounting functionality and reports needed to manage a small business, as well as multi-user and multi-currency capabilities to support growth requirements.

## CUSTOMER RELATIONSHIP MANAGEMENT

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### ACCPAC CRM

#### *Customer Relationship Management*

Providing tight integration with ACCPAC ERP and other popular accounting solutions, ACCPAC CRM centralizes all customer information and automates sales, marketing, and customer care activities. The solution offers maximum flexibility, enabling businesses to choose to implement the application on site or have it hosted as a service offsite.

### ACT! / ACT! by Sage

#### *Contact and Customer Management*

ACT! is the best-selling contact and customer management solution. It helps individuals, small businesses, and workgroups improve sales and service by effectively organizing, managing, and building relationships with prospects and customers. ACT! connects teams together to increase efficiency and allows them to access important information when they're on the go.

### SalesLogix

#### *Customer Relationship Management*

With more than 250,000 users at 6,000+ companies worldwide, SalesLogix is the leading customer relationship management solution for small and mid-sized businesses. It provides the integrated solutions businesses need to provide high-quality experiences to customers. By streamlining sales, marketing, customer service, and support activities, SalesLogix enables businesses to more effectively acquire, retain, and develop profitable customer relationships.

## HUMAN RESOURCE MANAGEMENT AND PAYROLL

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### Abra / Sage Abra

#### *Human Resource Management System*

Our Abra product line provides SMBs with affordable, integrated solutions for human resources management. With a complete selection of easy-to-use applications, Abra offers the automation you need to effectively administer critical HR processes, including payroll, recruiting, training, benefits administration, compliance, and more. Strategic decision-making tools and online self-service capabilities maximize the value an HR group brings to the greater organization.

## INDUSTRY SPECIFIC

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### CPASoftware / Sage CPA Accounting, Sage Practice Management Accounting Practice Management

The CPASoftware product line offers fully-integrated practice management, accounting, document storage, and integrated tax preparation software for the accounting profession. The seamless integration of CPASoftware products eliminates redundant data entry while increasing accuracy and efficiency, and lets accountants focus on building their practice and serving customers.

### MIP / Sage MIP Fundraising, Sage MIP Fund Accounting Nonprofit Organization Management

The MIP product line includes fund accounting, fundraising (also known as donor development), and endowment management software for organizations and government agencies of every size and budget. These integrated solutions streamline processes, improve results, and ensure accountability so that organizations can focus on doing more for their communities and clients.

### Timberline Office / Sage Timberline Office

#### *Financial, Estimating and Operations Management*

The Timberline name is synonymous with excellence in construction and real estate. Timberline Office is an integrated family of financial and operations software that gives businesses a cross-functional system to pull everything together for streamlined, single-source control. Solutions are available to automate everything from accounting and estimating to project management, property management, and service management.

*continued next page*

### **PAYROLL AND TIME MANAGEMENT**

#### **Carpe Diem / Sage Carpe Diem**

##### *Time and Billing Management*

Carpe Diem provides a complete time and expense tracking system for service-oriented enterprises such as law firms and finance companies. It enables users to select from lists of projects and activities and capture time against these tasks as they work. This increases the accuracy and timeliness of time and expense records, which can be exported to a bevy of billing systems.

#### **Sage Payroll Services New!**

##### *Payroll and Tax Compliance*

Outsourcing with Sage Payroll Services reduces the risk of tax penalties and saves valuable time. Offering easy start up and integration with many of our accounting and ERP applications, Sage Payroll Services deliver complete, hassle-free payroll processing, and top-notch compliance and reporting solutions.

#### **TimeSheet Professional / Sage TimeSheet**

##### *Time and Billing Management*

TimeSheet Professional is the leader in project-oriented workgroup time and activity tracking. It is ideal for businesses that want to electronically assign project tasks to employees, and collect data on actual time spent and cost incurred on each task and/or project. With links to most project management and payroll systems, it offers well-rounded compatibility for even the most diverse organizations.

#### **Timeslips / Timeslips by Sage**

##### *Time and Billing Management*

Timeslips is our time and billing solution for small professional services firms. It includes powerful, easy-to-use features to manage the entire billing cycle. By improving efficiency and billing accuracy, Timeslips allows businesses to capitalize on every opportunity to turn more of their time into money.



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Texas ◊ Washington



*Your business in mind.*