



Sage MAS 90 and MAS 200
Level 3.6

Pre-Release Announcement

Sage Software, Inc.

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Overview

The Sage vision for the MAS 90 product line is to provide customers with software that gives them an ongoing competitive advantage as business requirements change and as new technologies become available. The level 3.6 release contributes to this vision in several ways by providing:

- An updated, Web-friendly launcher that streamlines navigation and puts critical information readily at hand.
- A simple shipping step for customers in the distribution industry who wish to separate shipping from the accounting functionality of invoicing, accompanied by other usability enhancements to the Sales Order module.
- The release of a bi-directional link with StarShip, the industry-leading shipping software that contains links to major shipping carriers used by many of our customers today.
- The second phase of the software designed for Microsoft SQL Server, helping to round out the product offering of MAS 200 for SQL Server by making most MAS 200 modules available for SQL.

Significant global enhancements designed to help existing customers run their businesses more efficiently and effectively:

- Customization and flexibility to e-Business Manager to make it even easier for you to provide outstanding customer service to your clients.
- Ongoing enhancements to the tutorial, the online help, and the documentation on CD so you can take full advantage of the features of the software that runs your business.
- Resolution of a large number of previously reported issues to continue our emphasis on high-quality software that meets business needs in a competitive market.

In today's highly competitive business environment, where a company's survival depends on its ability to rapidly make changes, our customers are seeking to enhance their software applications to take advantage of newly emerging technologies that provide more integrated functionality while maintaining ease of use. To meet this need, we are

The level 3.6 release features significant global enhancements designed to help users run their businesses more efficiently and effectively.

strengthening global features through the introduction of these major elements included as a benefit of a Sage Subscription Plan:

- Date handling improvements
- Advanced Lookup Engine (ALE) enhancements
- Customizer enhancements

Other components of this release include the ability to track External User Seats for our Remote Applications, and updating the Data Migrator for compatibility with Peachtree Version 8, so that our channel can continue to easily assist Peachtree customers to move up to MAS 90.

All of the enhancements in this release, with the exception of the new StarShip module, are provided at no additional charge to customers on subscription plans. This release demonstrates both our commitment to be the leader in the middle market, and our continuing efforts to provide our customers with features that make sense in today's rapidly changing business environment. The continuous feedback we receive from our customers and channel members provides a tremendous pool of enhancement ideas that constantly improve the product. We value the input we receive; and have set up the following e-mail address to more easily enable you to send your comments, questions, and ideas to us:

productmarketing@sage.com

Web-Friendly Launcher

The Sage development team has spent countless hours evaluating and analyzing user feedback to come up with this exciting new Launcher design that will better serve your needs. As the heart of the MAS 90 and MAS 200 product, the Launcher now displays HTML pages and can be used to browse the Internet through Web links. There's a new search engine that allows you to find the exact info you need in Help through a single interface. New sections called **My Business** and **My Tasks** make getting insight into your data easier than ever. The Pervasive drag-and-drop interface provides simple customization that will delight users at all experience levels. Other new features include:

At Sage Software, we value your feedback and take your suggestions into account in developing future enhancements to MAS 90 and MAS 200.

The My Tasks menu provides a quick and efficient method for accessing commonly performed tasks. Private folders are personal and maintained on each workstation.

- The Welcome Page, which displays HTML content from within the Launchers providing you with a quick starting point to access valuable information. Click on the **What's New?** hot link to find out what's new in this release, view the **Getting Started Guide** to familiarize yourself with the features of the software, or launch your **My Business** home page to display the Executive Information System (EIS). You can even click on the **Tutorial** to take a self-paced tour of essential MAS 90 functionality.
- Two tool bars that provide quick access to frequently used functions. The **Standard Toolbar** provides access to key MAS 90 and MAS 200 functionality, like changing users and companies. The **Custom Toolbar** can be used to add shortcuts and programs from your desktop, like Word, Excel or other essential business applications. Additionally, common MAS 90 tasks such as Account Maintenance can be dragged to the Custom Toolbar to make accessing daily tasks a snap. The **Internet Toolbar** lets you navigate through HTML content. You can right-click on the HTML window to see other options commonly available through the browser such as Print. The **Home** button will return you to the Welcome Page after you've finished surfing the net.
- Grab bars that control the size and location of the toolbars by clicking on and dragging the grab bar to the left of each of the toolbars. Double click the grab bar to automatically resize the toolbar to its optimal size.
- The **My Tasks** menu that is a quick and efficient method to access commonly used tasks. Public folders are indicated with a globe and are available to all users. Private folders are personal and maintained on each workstation. Simply drag and drop tasks for the Launcher or shortcuts from the desktop onto any private folder. Create a new **Private Folder** by right clicking in the My Tasks window and selecting the Add option.
- The ability to dock or undock the **My Tasks** window by double clicking on the title bar. While undocked, the Launcher can be minimized so that only the My Tasks window is visible. And, if the Start Minimized option on the View menu is checked, you can always start MAS 90 or MAS 200 with only the Task Menu showing. This simple, uncluttered task list is useful for new users or temporary

employees who only need to perform a few selected tasks each day.

- A **Tree View** that is available for users who prefer this method of accessing modules. For users who prefer a more streamlined Launcher, the Tree View can be toggled off. Modules can be accessed through a **Cascading Modules Menu** that gives instant access to all application options with fewer mouse clicks.
- A new **Search** tab that will allow you to search through all of the Help files at one time with an improved index. Click on the Search tab and type in key words to start your search. You can sort the results alphabetically by title, module location, or ranking.
- All toolbars and display options are now available on the new **View** menu. Customize your Launcher to display only the tools you need.
- Providing access to MAS 90 and MAS 200 functionality when the Launcher is minimized. Look at the bottom of your computer screen in the system tray. Just right click on the Launcher icon to access all of your application menus or change company, date, or user.

Sales Order Shipping System

Shipping Enhancement Overview

Many distributors have told us they need to have a separate shipping entry system that enables warehouse personnel to quickly and accurately enter items to be shipped. The major goal is to allow entry, either via a keyboard or a scanner, and only display the fields that the warehouse staff needs to pick and pack items for shipment.

To address this need, the standard Sales Order module of Sage MAS 90 and MAS 200 now includes an optional shipping feature. If shipping is enabled, the basic workflow will look like this.

- The sales order will be entered as usual in Sales Order Entry. Picking sheets will be printed for those orders that are ready to be shipped. The warehouse personnel will use the picking sheet to pull the item(s) for the order and bring

The new shipping entry system, designed for use by warehouse personnel, will increase efficiency for MAS 90 and MAS 200 users in distribution businesses.

them to a shipping workstation in the warehouse. At the warehouse workstation, the employee will log on to MAS 90 or MAS 200 and will select Shipping Data Entry under the new Shipping menu option.

- On the Shipping Data Entry screen, the warehouse employee will first enter their unique shipper ID and password. After either scanning or entering the sales order number from the picking sheet, all line items from the order will appear on the screen. The shipper will then scan or enter each item that has been picked and record the quantity shipped. Items that are not shipped will be backordered. Only valid order numbers, item numbers and quantities will be accepted for processing to help eliminate double shipments and other costly errors.
- Once the shipment has been entered, the warehouse worker will pack the order, select the button to calculate freight charges, print the shipping document (which can be either a packing list, an invoice or both), print shipping labels, and record the package tracking numbers. For each order, there's an option to either identify the contents of each package or simply list the number of packages being shipped for that order. Similarly, the carrier package tracking number can be identified and linked to each package in the order, or all package tracking numbers for that order can be listed. While recording the contents of each box may take a bit more time in shipping, it can provide more accurate tracking on an item-by-item basis and help identify what might need to be replaced in the event a package is lost or damaged in shipping.
- Shipping Data Entry will use the same data files as Invoice Data Entry. Therefore, as the order is being processed at the warehouse, the invoice is automatically being created. Once the Accept button is selected for the order in Shipping Data Entry, the accounting department can review the invoice data, print the invoice, and then update the Sales Journal. No posting is done from the Shipping Data Entry program. All updating is handled through the Sales Journal update program.
- If the warehouse employee wants to modify an order that has already been accepted in Shipping Data Entry but not yet posted through Sales Journal update, they can recall the order and make the necessary changes. The invoice will also be modified accordingly.

- A Daily Shipment Report, printed at the end of the day, will provide a simple audit trail of all orders entered in Shipping Data Entry. After printing, you will be prompted to clear the report.
- A Shipping History Inquiry program designed for the shipping department will allow warehouse workers to inquire on past shipments or reprint a packing list. A Shipping History Report will also be available.
- The accounting department can print an optional Shipping Exception Report that lists changes made to the original order during Shipping Data Entry as an additional audit tool.

Shipping Setup

- For companies that choose to enable shipping, there is a new screen of Shipping Setup Options that will allow warehouse personnel to optionally ship alternate items, allow over shipments on lines, and delete shipping entries or shipping batches. Each option listed above can also be password protected for additional security.
- Other setup options include displaying the invoice total during shipping data entry and a setting that either prompts the warehouse worker to backorder the rest of the items on a partial shipment or assumes that the rest of the items on a partially shipped line should be backordered automatically.
- Additionally, if scanners are used for Shipping Data Entry, an option to automatically increment the item quantity for each scan can be activated. This option can be toggled on and off at the workstation to facilitate speedy entry of large quantities of items. So, if a quantity of 3 items were being shipped, it may be easier for the worker to scan each item quickly. However, if 1000 items were being shipped and the worker already counted them during the picking step, he might toggle off the scanner, use the keyboard to type in 1000, then toggle the scanner back on for the next item.

Shipping Data Entry options can be toggled on and off at the workstation to facilitate speedy entry of large quantities of items.

Shipper ID Maintenance

Use this program to set up the warehouse personnel that will be able to use Shipping Entry and which functions they will

be allowed to perform. Fields such as Ship Via, Ship to Address, Warehouse, Unit of Measure and Freight/Weight can only be changed within Shipping Data Entry if permission is granted to the user within this program. This allows warehouse supervisors to have a different set of permissions than their employees in order to provide tighter warehouse controls.

Shipping Data Entry

Shipping Data Entry has 2 panels—Lines and Shipping. Once the Shipper ID and Sales Order number are entered on the Lines panel the shipper can see all the items from the sales order and can record quantities shipped or backordered for each item. Lot and serialized items can be distributed here. The Shipping panel displays shipping information, freight calculation and package tracking detail. It also contains a button that links to StarShip if the shipping module and link have been installed.

Scanner or Keyboard Entry Activates Order Validation

You can enter information into Shipping Data Entry by use of the keyboard or a scanner. When the sales order is entered/scanned in Shipping Data Entry, the program will perform checks to ensure that only standard or backordered sales orders without holds can be shipped. For example, if an order is on hold or if it is being paid by credit card and the card has not been pre-authorized during Sales Order Entry or the pre-authorization has expired, the order cannot be shipped. If the customer is on credit hold or has exceeded their credit limit, the order cannot be shipped.

Drop-Ship Items Are Backordered

All items that can be entered in Sales Order Entry will be supported, with the exception of drop ship items. These will automatically be considered as “backordered” and will not appear in Shipping Data Entry.

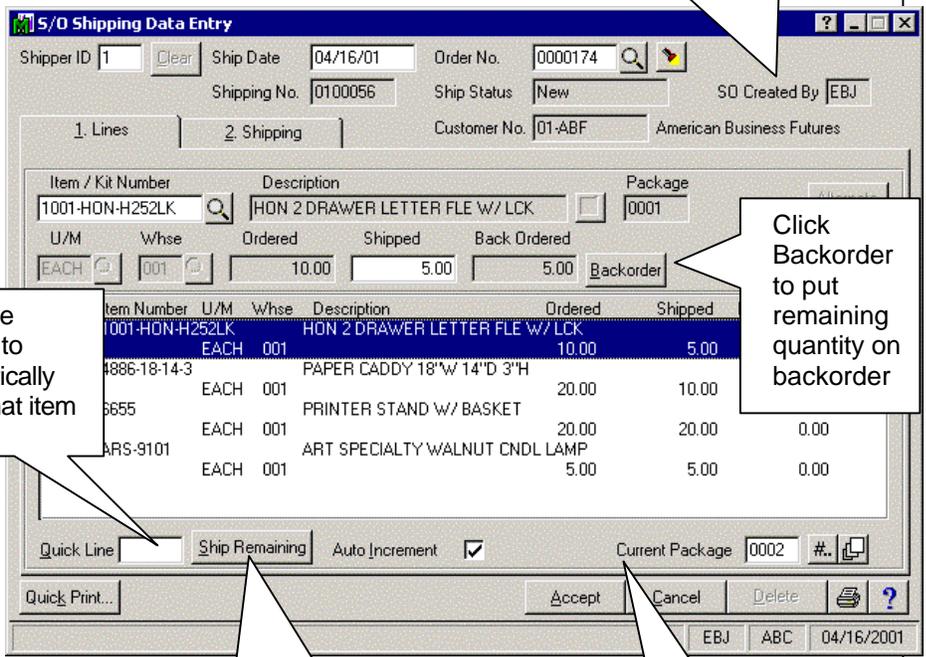
Package Contents Can Be Identified

A package number is an arbitrary number that the shipper assigns to each box. On the Lines panel, if you already know the package number(s), you can record it/them in the Current Package field as you are shipping each item. As each line is shipped, the item and quantity are automatically added to the

Whether you choose to enter information into Shipping Data Entry via keyboard or scanner, the system will automatically perform order validation checks and prevent invalid orders from being shipped.

contents of the current package. The contents of each package can be changed through Item Package Maintenance once the order is fully shipped.

Easily resolve order questions by contacting the user who entered the original order



Click Backorder to put remaining quantity on backorder

Enter line number to automatically select that item

If one line is backordered, but all quantities for all other lines are to be shipped, click Ship Remaining after entering the backordered line for efficiency

Increment package numbers to indicate multiple boxes and to provide a packing list for each box

Resolve Lines to Ensure Accuracy

If a shipper has been set up with permissions to enter both shipping quantities and freight tracking, when they switch from the Lines panel to the Shipping panel, all lines must be resolved if the shipping option “Prompt for Backorder on Partial Shipment” has been selected. The unique feature of a

The Shipping Exception Report can be a valuable tool in determining whether your staff could benefit from additional training in order entry or shipping entry.

“resolved line” means that the item must either be shipped or backordered before the user can exit the order. To resolve a line, the quantity shipped plus the quantity backordered must be equal to the quantity ordered. (To resolve a line when over shipments are allowed, the total can be greater than the quantity ordered.)

Print Documents Individually or in Batches

There are four ways to print a shipping document; automatically, when the order is accepted, by selecting Quick Print or the Print button in Shipping Data Entry, or through the Packing List Printing or Invoice Printing menu options. When the shipping document is printed on accept or through Quick Print, only the current shipping document(s) for the current order will print. Selecting the Print button or choosing one of the menu options will batch print the shipping documents and also print MAS 90’s Shipping/COD Labels.

Shipping Exception Report

If the shipping option, “Print Shipping Exception Rpt. With Sales Journal” is checked, the report will print if one of the following changes were made to the order during Shipping Data Entry:

- an existing item was replaced with an alternate item
- an over shipment was entered
- the warehouse on the lines was changed
- the ship to location code, ship via, ship zone, ship weight, or freight amount was changed

The report will print the applicable message based on the change that was made. This audit report can also be used as a guideline to determine if personnel training for order entry or shipping entry may be required.

Shipping History Inquiry

You can inquire on past shipments that were entered through Shipping Data Entry and updated during Sales Journal Update. You can search for items by line type, see lot and serial numbers and the quantities distributed, and display extended item descriptions for each line on the order.

The Summary Package Tracking Inquiry dialog will display when the Package Tracking button is pressed. From here, you will be able to select a package and drill down to the Item Packaging Inquiry dialog to view the contents of the package.

And, there's a print button so you can re-print master packing lists and/or individual box content packing lists for the selected order!

Shipping History Inquiry

Shipping/Invoice No. 0100622 Ship Date 02/28/01 Order Number 0000112

2 Lines

Whse	U/M	Package No.	Quantity Ordered	Quantity Shipped	Quantity Backordered
		0001	2.000	2.00	.000
	EACH	0001	5.000	5.00	.000
	EACH	0001	4.000	4.00	.000
	FT	0001	1,000.000	1000.00	.000
	EACH	0001	10.000	10.00	.000
	EACH	0001	15.000	15.00	.000
	SET	0001	10.000	10.00	.000

Buttons: Tracking... OK ?

Item Packaging Inquiry

Package 0001

Package Contents

Item	Quantity
GLOB-V-3060-25W	2.00
GLOB-V-3096-25W	5.00
GLOB-V-3696-25W	4.00
PFS-007-CABLE	1000.00
PFS-007-CONN-F	10.00
PFS-007-CONN-M	15.00
V0G-CM-CASTERS	10.00
V0G-CM-MP-B	3.00
V0G-CM-MS-C	8.00
WJ-M-2107-B	12.00
WJ-M-2109-A	5.00

Buttons: OK ?

Callouts:

- See which package the item was packed in to provide exceptional customer service
- Search by item number or description
- Reprint master or contents packing lists with one click!
- Select Tracking to display a list of all Packages on the Order. Double click on listing to see Item Packaging Inquiry.

StarShip, a new third-party application from V-Technologies, is integrated tightly with the MAS 90 and MAS 200 product line.

StarShip Module

For most distribution companies, inventory is their most valuable asset. So, it makes sense that getting that asset into the hands of paying customers who need it, quickly and economically, can help them keep their second most valuable asset—those paying customers. This new third-party application, built by V-Technologies, is integrated tightly with the MAS 90 and MAS 200 product line. When combined with the new pick, pack and ship feature in the standard Sales Order module, StarShip will help distributors become more competitive and has the potential to reduce shipping and shipping-related costs.

StarShip automates the shipping process by:

- Calculating freight charges through the use of an optional integrated scale.
- Rate-shopping between the available carriers to find the most economical way to ship your packages.
- Supporting third-party parcel insurance to cut parcel insurance costs by up to 65%.
- Printing carrier-approved bar coded shipping labels and COD tags right at the warehouse workstation for convenience and speedy processing.

Multiple Carriers Supported

The basic StarShip module offered through Sage Software will contain the ability to process shipments using **UPS**, **FedEx**, and **FedEx Ground** (formerly RPS). Optionally you can purchase the ability to process shipments for any of the following additional carriers:

- U.S. Postal Service
- Airborne Express
- Spee-Dee Delivery Service
- a User-Definable Carrier.

Key StarShip features for the carriers are:

UPS

- StarShip is UPS Online certified which means that UPS has already tested and approved the software to upload shipment files electronically.
- UPS Maxicode labels and COD tags can be printed on thermal label printers for high-quality, scannable labels.
- StarShip automatically uploads available reference data to the UPS Data Center. This allows your customers to track their packages without calling your busy customer service staff. They do this by entering their Customer PO Number and your UPS shipper number on the UPS Web site.

FedEx Ground

- Electronic Package Data Information (E-PDI) is used by FedEx Ground to more rapidly and accurately capture shipping information that is used for billing purposes. StarShip automatically creates a file during end-of-day processing which uploads electronically to FedEx.
- Print RPS Code 128 labels and COD tags.
- Print a FedEx Ground manifest to deliver to the driver at the time packages are picked up at your site.

FedEx

- Freight can be calculated based on published or custom rates, giving you flexibility when billing your customers.
- StarShip can optionally link directly to the FedEx PassPort system or the PowerShip Plus Server to process shipments transparently for companies that do a high volume of transactions with FedEx. There is an additional fee to add these options.

United States Postal Service

- Delivery Confirmation bar coded labels have been tested for accuracy and approved on a national level, ensuring that StarShip is delivery confirmation certified.
- Shipment detail is uploaded automatically to the USPS so that delivery confirmation of Priority and Standard Mail (B) shipments can be sent.
- MAC (Manifest Analysis Certification) Certified. This means that permit labels and manifest reports/postage

The StarShip module brings you powerful capabilities for processing shipments, and includes support for an array of leading shipping services.

statements have been tested for accuracy and approved on a national level.

StarShip Integration Workflow

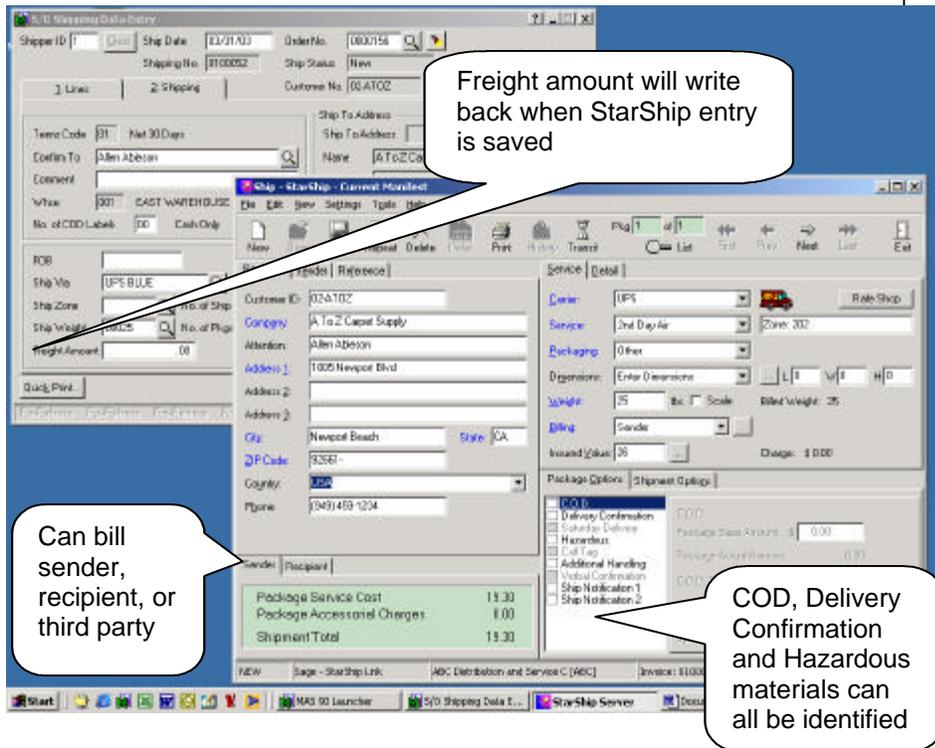
The unique MAS 90 and MAS 200 StarShip Link is easy to use and designed to maximize productivity in a busy warehouse. While the Link has serial numbers and unlocking keys, it does not appear on your MAS 90 or MAS 200 menu. Rather, the Link components are installed with your Sales Order module, and activated by registering the StarShip Link and enabling shipping in Sales Order Setup Options.

In the Shipping Enhancement Overview section we discussed the MAS 90 side of shipping. When StarShip is integrated, the shipping process continues as follows:

- When the warehouse workers finish filling in the Shipping Data Entry screens, they click the StarShip button at the bottom of the Shipping panel. This automatically brings up the StarShip manifest entry screen, populated with critical fields such as the Customer's Name, Ship to Address, and Purchase Order Number; and the package's Ship Via method, C.O.D. amount, and Declared Value.
- If a scale is integrated, the worker places the package on the scale and freight is automatically calculated based on the shipping method.
- Optionally, the warehouse worker can select different carriers to shop for the best rate. If desired, a handling fee may be added on the StarShip screen.
- When StarShip data entry is complete, the user prints the shipping label(s) from StarShip and accepts the shipment.
- Pressing the Save button triggers StarShip to write back into MAS 90. The carrier tracking information for each box on the order and the freight charges are written back to the Shipping/Invoice Data Entry files in MAS 90. Also, the "StarShip used?" checkbox is automatically selected to indicate the order was shipped using StarShip.
- The shipping tracking fields in MAS 90, originally added in Version 3.50, have been redesigned to accommodate some additional information in systems that are integrated with StarShip. As in the previous version, when the Daily Sales Journal is updated, the shipping tracking information

The unique MAS 90 and MAS 200 StarShip Link is easy to use and designed to maximize productivity in a busy warehouse.

is written to the Detailed Invoice History file for later follow-up and response to customer inquiries.



Sales Order and Purchase Order Enhancements

Quantity Shipped Inquiry

The purpose of this enhancement is to provide a realistic quantity on hand during certain data entry and maintenance/inquiry functions. In previous releases, when entering ordered quantities in Sales Order, the status bar displayed the quantity available for the item. However, the quantity available included all standard and backordered sales orders regardless of the expected ship date of the sales order. Because of this, the Quantity Available may not have reflected the actual quantity available to ship today. Additionally, the available quantity could optionally include purchase orders and released work orders, which, depending on the

Sales Order functionality has been enhanced to provide Quantity Availability data that more accurately reflects the actual quantity available to ship today.

Two new fields have been added to Sales Order Entry and Invoice Data Entry. These new fields can help distributors determine if an item earmarked for later delivery could be shipped to fulfill an incoming customer request.

manufacturing process, may not be required until days or weeks later.

To assist distributors in determining if an item earmarked for later delivery could be shipped to fulfill an incoming customer request, two new fields, “Quantity in Shipping” and “On Hand Less in Shipping” have been added to the Item Status in Sales Order Entry and Invoice Data Entry. For consistency and clarity throughout the company, this information will also be available on the “Quantity On Hand and Reorder” panel in Inventory Maintenance and Inquiry screens, in the Purchase Order Entry and Receipt of Goods/Invoice Entry screens, and in Work Order Transaction Entry.

Backordered Lines Print on Backorder Fill Report

A checkbox has been added to Sales Order Options “Include Backordered lines on Back Order Reports.” When selected, backordered lines from Standard type invoices will also be included on the Backorder Fill Report when it prints following the P/O Receipts Register, Inventory Transaction Journal or Work Order Transaction Journal. So, if you know one item on the order is out of stock at the time you take the order and mark it as Backordered, it will now appear on the backorder reports.

Since it’s likely you may have open orders with backorder lines in your system when you install version 3.6, we’ve added an option to the Sales Order Rebuild Sort Files routine that will read through your sales orders and flag those backordered lines so they can immediately appear on your backorder report.

Enable Backorder Field for Drop Shipped Items in Sales Order Entry

Our customers have told us that they occasionally want to place a drop shipped item on backorder, so we’ve added that functionality to the order entry program. This way, anyone looking at the order via the e-Business Manager .inquiry applet can see the status of the item, and the item will also appear on Backorder reports for follow-up with the vendor.

In response to your requests, we’ve given you the ability to place a drop-shipped item on backorder.

Retain Shipped Quantity for Backorder Type Orders

In some fast-paced distribution companies, it's common practice for customers to want to change the order quantity on their Backorders. This may happen even after a partial quantity has been shipped. To help facilitate this, the original shipped quantity will be retained when the backordered amount is changed. For example, if the original quantity on a backordered type order was 100, and 25 were shipped, but the customer called and wanted to change the order total to 200, the system will now allow you to change the original quantity to 200 and set the backordered quantity to 175 without changing the fact that 25 have already been shipped.

Easier Line Editing in Sales Order & Purchase Order Entry

We frequently get requests like: "Can you make it easier for me to edit lines on my large orders?" To fulfill this request, we have added a new entry field to the data entry Lines screen, with the label "Quick Line". This field is located next to the insert and delete buttons. You just click your mouse in the field, and then type the line number of the line you want to change. The following data entry programs are affected by this enhancement:

- Sales Order Entry
- Sales Order Invoice Data Entry
- Purchase Order Entry
- Receipt of Goods Entry
- Receipt of Invoice Entry
- Return of Goods Entry
- Material Requisition Issue Entry

Another frequently requested usability enhancement included in this release is a new entry field that allows you to go directly to an individual line number in the order you want to edit.

To increase usability and operator accuracy in Sales Order Entry, General Ledger account descriptions will now display next to the GL account numbers for Sales and Cost of Goods Sold.

Include Extended Item Descriptions on the Sales Order Quote History Report

When analyzing information on the Sales Order Quote History Report, particularly for lost sales, it may be helpful to see the total Extended Item Descriptions for the items on the quote. To that end, we have added a new checkbox to the report selection screen that allows you to optionally print the extended descriptions when printing the report in detail.

General Ledger Account Descriptions Display in Sales Order Entry

The screen that appears when selecting the Additional button during line entry in Sales Order Entry and Sales Order Invoice Entry contains fields that display the General Ledger account numbers for Sales and Cost of Goods Sold. These fields can be modified as necessary during data entry. To increase usability and operator accuracy, the description of the GL accounts will now display next to the number in each of these fields.

Remaining MAS 200 Modules Available for SQL Server

As announced with the release of version 3.5, the following modules will now be available in Sage MAS 200 for SQL Server:

- Act Link
- Bar Code
- Business Alerts (Contained on its own CD so on slightly different release schedule)
- e-Business Manager (all applets)
- Job Cost
- DynaLink, the link to SalesLogix
- Time Card
- Work Order Processing
- All Demo Data (XYZ, EEC, SGE, FDD)

The Material Requirements Planning module and Remote Solutions applications will not be available for SQL at this time.

Date Handling Enhancement

Previous releases did not protect users from inadvertently entering an accounting date that falls outside the current or one future period for the subsidiary modules. When performing certain data entry and register printing functions, the accounting date was used as the default. When the Posting Date used for updates did not fall within the current and one future period for the module, the summarized totals for the current or future period didn't match the transaction detail reports. If the error was not detected prior to update, finding and correcting these errors could be time consuming.

Also in previous releases, if the "Prompt for Module Date" option was selected for the workstation in Preferences, the Change Date dialog automatically appeared when selecting a module for a new MAS 90 or MAS 200 session. The system date defaulted into the Change Date dialog for the workstation. If the "Prompt for Module Date" option was not selected for the workstation, the module date for the module, for that company and workstation, was set to the last date entered.

The following enhancements have been added to simplify date handling as discussed above:

A new selection box was added to Preferences to optionally set the accounting date to the current calendar date (from workstation OS) for the workstation when a new session is started.

A new option was added to Preferences to warn the user if the accounting date falls outside the current and one future period for some modules. An optional password can be entered to override the warning.

With no change from the previous release, if the "Prompt for Module Date" checkbox is selected for the workstation, the Change Date dialog is displayed and the module date is set to the system date for the workstation. If "Prompt for Module Date" is not selected for the workstation, the module date

Date handling enhancements new to this release increase accuracy in entry of accounting dates, eliminating the need for time-consuming error detection and correction.

defaults to the last date entered on the workstation for the current module and company.

When the “Auto Set Accounting Date from System Date” is selected, the accounting date will be set from the workstation’s system date without user intervention. This will apply to all modules. The behavior is similar to “Prompt for Module Date”; however, the Change Date dialog will not appear.

Only the modules listed below are affected by this date checking enhancement.

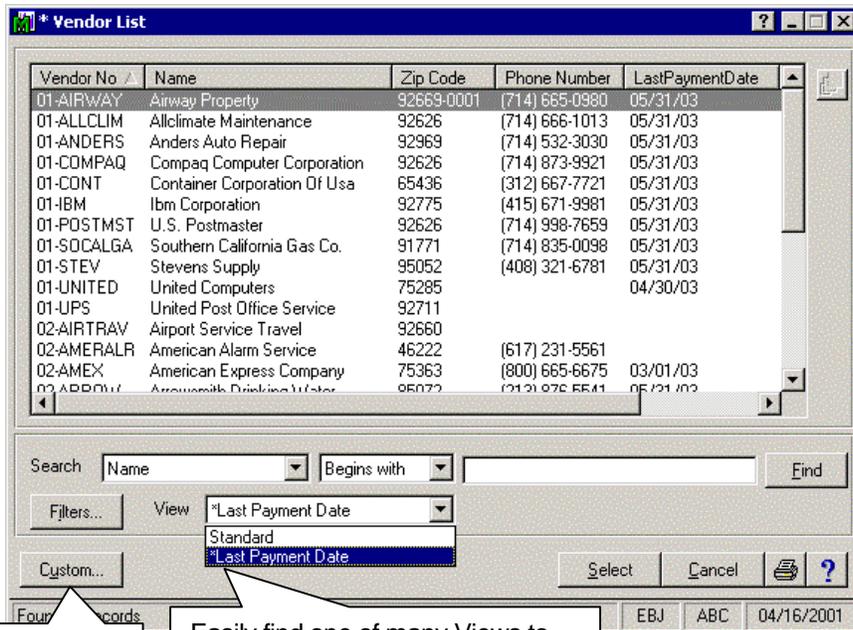
- Accounts Payable
- Accounts Receivable
- Inventory
- Job Cost
- Purchase Order
- Sales Order

Advanced Lookup Engine Enhancements

Multiple Custom Lookups

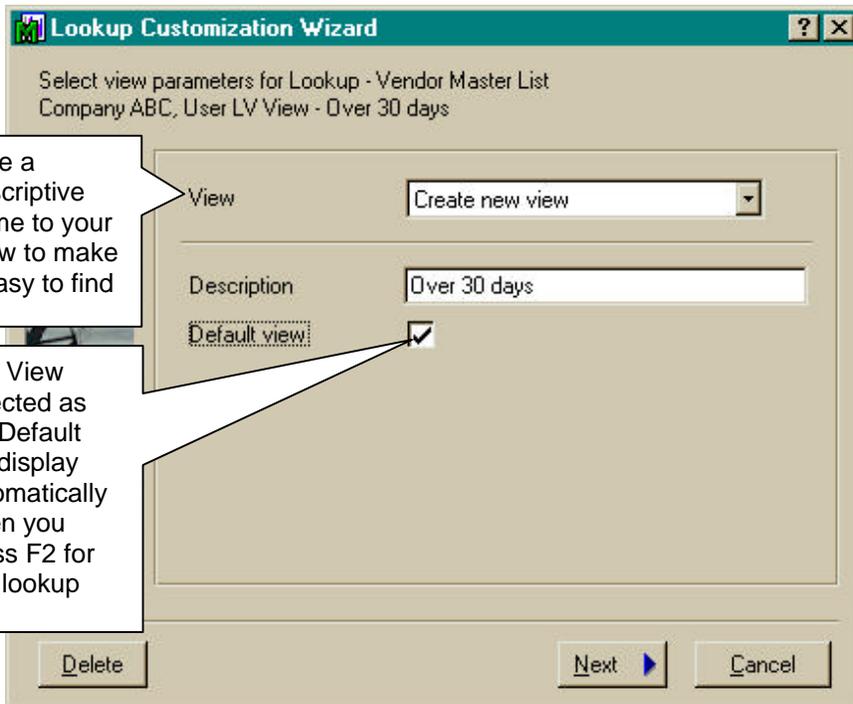
With the original release of ALE in version 3.50, users could create one customization per lookup. With this release, up to 99 views (customizations) for each lookup by company and user can be defined. All features previously available for the single customization are now available for each view, such as adding columns, new calculated fields, filters and persistence from the F2 lookup. Views can be easily selected from the F2 Lookup screen and be created and maintained using the Lookup Customization Wizard accessed from the Custom button.

With this release of ALE, up to 99 views can be defined for each lookup by company and user.



Use the Custom button to create multiple views

Easily find one of many Views to make your desired selection or run a simple report



Give a descriptive name to your View to make it easy to find

The View selected as the Default will display automatically when you press F2 for this lookup

New drill-down inquiry capabilities allow users to drill down to Customer Inquiry, Vendor Inquiry and Item Inquiry from any Customer, Vendor or Item Lookup.

Drill into Inquiry Programs from the Lookup

The second new ALE enhancement is the ability to drill down to inquiry programs for certain lookups. This now opens up vital information directly from entry programs without having to launch another program, helping to put essential information at the fingertips of your customer-oriented staff.

The drill-down inquiry will allow users to drill down to Customer Inquiry, Vendor Inquiry and Item Inquiry from any Customer, Vendor or Item Lookup. For instance, in Sales Order Entry, you can obtain Item Information, by being able to drill down to Item Inquiry from the Item Lookup in the Lines panel. Security will also be checked to determine whether access rights have been granted to the inquiry programs, ensuring the security of your data.

Customize Lookups for Invoice History

The Custom button has been added to Accounts Receivable and Accounts Payable Invoice History Inquiry to enable customization of these lookups.

Customizer Enhancements

Several enhancements are being made to Customizer to make UDFs easier to use and to correct mistakes when re-designing screens. These minor enhancements are phase I of a larger set of enhancements planned for Level 4.0 The 3.6 enhancements include:

The ability to add new folder tabs to forms that use folders. This feature will allow the addition of new tabs to provide space for user-defined fields (UDFs) without the requirement to move multiple fields to make space.

Keystroke undo when customizing forms will provide the capability to “roll back” individual keystrokes or mouse clicks if a mistake is made.

When users create UDFs, or customize their system and the Custom Office module has not been unlocked, a warning will be provided, informing them that their customizations will not be available until the module is registered.

Provide access to “batch-entry” dialog boxes. These are the dialog boxes where you enter batch numbers for data entry programs such as Accounts Receivable Invoice Data Entry, and Sales Order Invoice Entry. To date, these dialog boxes have not been accessible through the Customizer.

Allow additional graphic types to be displayed, including JPEGs, TIFFs, etc.

Approximately twenty minor defects are fixed and user interface improvements added with this release.

e-Business Manager Enhancements

With this release of e-Business Manager, the ability to customize the user experience is greatly expanded. Numerous enhancements to the product make it easier for your customer to choose what information will be available, and how it will appear. Other features, discussed below, enhance the functionality of the module, allowing e-Business Manager to play an even greater role in your business.

Enhanced Flexibility and Customization

You can now add more fields to all e-Business Manager pages. In addition to the existing information on the HTML templates, you now have the ability to add any field from the data tables that drive that particular template by adding the “token” that represents the field to the template. In order to make this process simpler, the base token names are the same as the column names used by Crystal Reports.

In addition to providing access to available fields, this release introduces UDF support for e-Business Manager so your customers can see your unique fields while they are placing their orders. You can define UDFs using Customizer, and place the UDF tokens on the HTML template. Tokens are placed on the template in a fashion similar to adding fields to Crystal forms, using a text or HTML editor.

Most buttons and navigational elements may be user-defined as a graphical object or text from within MAS 90. You can specify the image or text to display. Related to this is the ability to display the quantity available as either in stock or out of stock, instead of displaying the actual quantity. The

With this release of e-Business Manager, the ability to customize the user experience has been greatly expanded. For example, you can now add new fields to all e-Business Manager pages.

verbiage or image to use is also user-defined so you can use terminology that fits your company's image. This functionality, when coupled with the ability to modify the cascading style sheets, and place additional information and UDFs on the template, gives you powerful tools to control the look and feel of your e-commerce site.

Another innovative feature is the ability to add numerous attachments to Inventory items. These attachments can be Word PDF or text documents, images, links to HTML or any of up to eight user defined types. This will allow you to attach user instructions, specification sheets, links to manufacturing information, etc. to your Web-enabled items, allowing your e-Business Manager site to be the automated focal point for item information.

You can now attach user instructions, specification sheets, links to manufacturing information, and more to your Web-enabled inventory items.

New Products and Services Templates

New, modern templates for the Products and Services pages enhance the usability and appearance of the site:

The screenshot shows a web browser window displaying an e-commerce site. The browser title is '20.0.6.9/newidb.pv87.maki_sen_submit - Microsoft Internet Explorer'. The page content includes a search bar, a shopping cart, and product listings for 'German Engineering' and 'Audi TT Coupe'. Several callout boxes point to specific features:

- Top-level categories are always available**: Points to the left navigation menu.
- Item search capability always visible**: Points to the search bar.
- Persistent site options are always visible**: Points to the top navigation menu.
- Enhanced navigation helps when you have multiple pages of information**: Points to the 'German: page 1 of 1' indicator.
- Shopping Cart contents always available**: Points to the shopping cart summary.
- HTML formatted text may be maintained within MAS 90 for item and category descriptions**: Points to the product description area.
- Most actions and descriptions are now user-definable from within MAS 90**: Points to the 'I Want It!!' button.
- Thumbnail images add functionality and enhance site appearance**: Points to the product images.
- Sub-categories are listed here**: Points to the sub-category list in the left menu.
- A Cascading Style Sheet class controls the appearance of all page elements**: Points to the overall page layout.

These templates are provided in addition to the original, tree-view based templates.

Global Usability Enhancements

These usability enhancements will help make daily tasks easier to accomplish.

Resolution of MAS 200 Type-Ahead

Some MAS 200 customers with high-volume data entry operators have reported issues of the cursor lagging behind the operator. We believe this issue is resolved with version 3.6.

Collation of Graphical Forms

In previous releases, the Collate check box for graphical forms printing has been disabled. This functionality has been activated so you can now print collated copies of graphical forms such as invoices or customer statements by selecting the check box.

Retain Temporary Customers with Paid Invoices

A new setup option has been added to Accounts Receivable called “Retain Temporary Customers with Paid Invoices.” This option will be accessible if the “Number of Days to Retain Paid Invoices” value is greater than 0. During period-end processing, temporary customers with a zero balance will be removed from the Customer masterfile if all paid invoices for the customer were also purged prior to or during period-end processing. If this checkbox in Accounts Receivable Options is cleared, zero balance invoices for temporary customers will be purged during period-end processing and the temporary customer will be removed from the Customer masterfile. This feature was added to prevent the Invoice History Report from showing a “Not on File” customer name when invoices exist in history but the temporary customer record has been removed during period end.

Exploding of Sales Kits

This enhancement provides an option on the Inventory item level for kit items that will allow your company to have more

This release allows your company to exercise increased control over whether sales kits are exploded during data entry.

control over the listing of kit components on an order. In addition, this enhancement will allow those customers who own the Remote Salesperson or e-Business Manager modules to have control over whether or not to explode kit items when employees or customers create sales orders.

The following summarizes the functionality of this feature:

Inventory Item Maintenance/Inquiry will allow you to decide, on an item-by-item basis, whether or not kits will automatically be exploded upon data entry or if the system should continue to prompt the user during sales order entry routines. This means companies without a need to list component items for kits entered via Remote Salesperson or e-Business Manager, won't be affected unless they choose to change the settings.

On the other hand, if existing customers want to change their settings for items already established in inventory, they can. In Inventory Product Line Maintenance you can set the default explode kit option to be used during creation of new kit items or with the apply feature for existing kit items. So, if you want all of your kit items in a Product Line to use one of the new options, you can do it with a click of the Apply button.

Sales Order entry routines check the explode kits option for kit type items and respond accordingly.

The e-Business Manager update and e-mail routines also check this option for kit type items and respond accordingly.

Remote Salesperson update routines check this option for kit type items and respond accordingly.

Remote Solutions Enhancements

Timekeeper

Since its release in June 2000, we have been listening to customer feedback and adding minor features to Timekeeper. With 3.6, we have added several new features designed to increase the usability of the product.

- Additional sort and select options have been added to the Work in Process and History reports.

- A new summary dialog in the Timekeeper Local and Management Approval screens displays the total amount of hours per billing type per day.
- In the Activity Maintenance screen, a new default billing type can now be established, which makes time entry easier.
- During data entry, particular time entries may be now be placed “On Hold” so the entries are not automatically approved at billing time.

Remote Salesperson

Remote Salesperson was recently released with a large amount of interest. Based on some of the feedback we received during customer demonstrations, we have added a printing function to allow salespeople to physically hand information to their customers.

Remote Salesperson now has the ability to print sales order and quote receipts with a Palm device. With the appropriate printing application, the Palm device communicates to compatible printers through the serial port or via infrared communication. The PalmPrint application must be installed to take advantage of this new functionality.

Crystal Reports

Crystal Reports version 8 will continue to be shipped with Sage MAS 90 and MAS 200, so there will be no conversion of reports required for customers upgrading from MAS 90 or MAS 200 versions 3.50 and 3.51.

Automatic shipments to current channel members are scheduled to begin in mid-June, and shipments to customers on a current subscription plan are scheduled to begin in early July.

Availability

MAS 90 version 3.6 and MAS 200 in both SQL and non-SQL versions will be available for purchase in June 2001. Automatic shipments for current channel members are scheduled to begin in mid-June. Shipments for customers who are on a current subscription plan are scheduled to begin in early July. MAS 200 for UNIX Systems will parallel the above schedule approximately 1 month later.



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