



MAS 90[®] Level 3.4 Release Announcement

September 9, 1999

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Overview

The Sage™ vision for MAS 90 is to provide customers with software that gives them an ongoing competitive advantage, as business requirements change and as new technologies become available. With an estimated 75,000 installations, our customers have voted us the leader in integrated distribution and accounting software. Our goal with MAS 90 Level 3.4 is, “to take what we do best, and do it even better.”

This year is proving to be a busy one for MAS 90 channel members and customers with the Year 2000 looming on the horizon. Therefore, sweeping changes to MAS 90 are not only unnecessary, but are also undesirable since it is important to have a rock-solid code base during the millennium transition. However, providing key usability enhancements will ensure that our customers receive value from their subscription plans. We are focusing on strengthening the core modules to provide value to the widest possible group of customers. It is also logical to turn to the core at this time, since MAS 90 3.30 and 3.31 enhancements focus on the distribution suite.

This release contains the following four major elements. Each element is planned to improve the usability of MAS 90 for existing customers, while at the same time, Sage has chosen non-invasive enhancements to reduce the impact on product stability.

- **Accounting feature set**
The additions to the overall usability of the core modules consist of two major components: user interface modifications to make data entry tasks faster and more visual (e.g. point-and-click invoice selection for Accounts Payable check processing) and functional modifications that improve workflow and productivity (e.g. Accounts Receivable Cash Receipts batch processing).
- **Continued integration with the Internet**
As the Internet becomes more closely intertwined with daily life, MAS 90 must be more closely connected with the Internet. Throughout this version of MAS 90, where e-mail addresses exist, a button will automatically launch an e-mail with that address, populating the e-mail to facilitate contacting customers, vendors and salespeople. In addition, a button will also be added to directly connect users with www.sota.com for those users who have an Internet connection.
- **Technology integration**
To help our customers keep up with changing technologies, MAS 90 3.4 will contain the ability to fax Crystal forms (Sales Orders, Quotes, Invoices, Purchase Orders and Customer Statements) directly from MAS 90. This functionality will require the presence of a fax modem, but there is no need for additional software and a dedicated fax server.
- **E-commerce (internet.access)**
This version for MAS 90 brings an affordable entry into the world of e-commerce with the introduction of the internet.access module. You can find details about this product in the internet.access (IT) kit.

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. Level 3.4's design is the result of compiling recommendations from four major sources: the Customer Support Services database, Business Partner Advisory Council suggestions, enhancement requests received during product education classes, both at the corporate office and at Authorized Training Centers, and from an e-mail survey of customers. The continuous feedback we receive provides a tremendous pool of enhancement ideas that constantly improve the product. We value the input we receive; and have set up an e-mail address, productmarketing@sota.com, to more easily enable you to send your comments, questions and ideas to us.

Accounting Enhancements & Internet Integration

Accounts Receivable Module

Customer Maintenance/Customer Inquiry

- In Customer Maintenance and Customer Inquiry, you can optionally display the list of invoices with the most current invoice at the top. You can also display invoices in ascending numeric order, or with the oldest invoice at the top. This can be set up with a company-wide default, and can be overridden by the individual user when desired.
- When you drill down to the exact invoice you want in either Customer Maintenance or Customer Inquiry, you can simply click an icon to print that invoice from the drill down screen for faxing or mailing to your customer.
- Occasionally, it is necessary to alert your entire staff to critical information about a customer before they process an order or enter a cash receipt. To ensure that everyone who has contact with a customer has the special information they need, you can identify specific Customer Memos to automatically pop up on the employee's screen during Sales Order Entry and Cash Receipts Entry.
- Since memo indicators are now outlined in red, users can tell at a glance if a memo exists for a specific customer.
- Some customers have a permanent ship-to address that is different from their billing address. You can establish a default ship-to address for these customers, eliminating the need for the operator to remember to switch the ship-to address during Sales Order Entry.
- Similarly, you may want to always ship products to certain customers from a specific warehouse. In the ship-to address record, you can now establish a default warehouse. If the data entry operator changes that default warehouse during order entry, a warning message will display. This feature may be especially important to users of MAS 90 Client/Server with branch locations, since it will now be easier to direct the shipment of sales for customers of each branch from the corresponding warehouse.
- Launch your customer's Web site by clicking on the new button next to the URL field, or send an e-mail directly to your customer's main e-mail address or a customer contact's e-mail address by clicking on the e-mail button next to that e-mail address. The e-mail will automatically be populated with the e-mail address in the customer record. The salesperson maintenance screen also has e-mail buttons for quick communication with your staff.

Active memo indicator

Invoices display in descending date order

Search by PO

Trn	Invoice	Due	Trans	Transaction	Discount	Invoice	
Typ	Date	Date	Date	Amount	Amount	Balance	
INV	05/31/03	06/30/03	05/31/03	2,416.25	.00	.00	
Comment: <Monthly supply order>							
PMT	Chk No:100297		05/31/03	2,416.25-	.00	.00	
0100045	INV	05/31/03	06/30/03	05/31/03	55.25	.00	55.25
Slsprn# <0100> PO#: <1432>							
APR0001	F/C	05/30/03		04/30/03	43.89	.00	43.89
Comment: <FINANCE CHARGE>							
0000169	INV	05/29/03	06/28/03	05/29/03	2,416.25	.00	.00
Comment: <Monthly supply order>							
C/M Refinc:0200086							
Comment: <Monthly supply order>							
Slsprn# <0100>							
PMT Chk No:100297							
05/31/03							
2,236.95-							
.00							

Balance: 5,293.49 Current: 3,220.91 30 Days: 1,222.58 60 Days: 850.00 90 Days: .00 120 Days: .00

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Cash Receipts Entry

- Batch entry is now possible in Cash Receipts Entry, allowing several users to enter cash receipts at the same time. You can print and update batches separately.
- Streamlined Cash Receipts entry makes it easy to choose which invoices are being paid. The invoice selection screen has been re-designed to take advantage of Windows technology to "point and click" on all of the invoices being paid by each check. Additionally, you can select a block of invoices by simply highlighting them.
- You can now set up a default bank code for Cash Receipt entry.
- You can display Customer Memos during Cash Receipts entry.

Cash Receipts Entry Select Invoices

Customer No. American Business Futures

Invoice No.	Inv Date	Invoice Amount	Disc Avail	Amount Posted	Inv Balance
0000101IN	01/31/03	.00	.00	.00	.00
0000122IN	01/31/03	850.00	.00	.00	850.00
0000141IN	03/31/03	1,178.69	.00	.00	1,178.69
0000169IN	05/29/03	.00	.00	.00	.00
0000190IN	04/30/03	85.00	.00	.00	85.00
0000191IN	05/31/03	.00	.00	.00	.00
0100009IN	05/23/03	.00	.00	.00	.00
0100011IN	05/28/03	.00	.00	.00	.00
0100012IN	05/28/03	.00	.00	.00	.00
0100033IN	05/15/03	613.05	.00	.00	613.05
0100034IN	05/15/03	2,467.61	.00	.00	2,467.61
0100042IN	05/21/03	.00	.00	.00	.00
0100045IN	05/31/03	55.25	.00	.00	55.25
APR0001FC	04/30/03	43.89	.00	.00	43.89

Select All
Unselect All

Total Selected

OK Cancel ?

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Using the control key and clicking the mouse allows speedy selection of invoices

Cash Receipts Entry

Bank Code Deposit Date Number Deposit Bal Deposit...

Customer No. American Business Futures Check No.

1. Header 2. Lines

Invoice No. Invoice Date Invoice Amount Disc Date Discount Used

G/L Account Amount Posted Invoice Balance

Line	Invoice No.	Invoice Date	Invoice Amt	Disc Date	Discount Used	Amount Posted	Invoice Balance
1	0000122-IN	01/31/03	850.00		.00	.00	850.00
2	0000190-IN	04/30/03	85.00		.00	.00	85.00
3	0100033-IN	05/15/03	613.05		.00	.00	613.05
4	0100045-IN	05/31/03	55.25		.00	.00	55.25

Posting Balance

Enter Invoice Being Paid EBJ ABC 05/31/2003

Customer info & check number are visible from header and lines panels

Accepting selected entries fills the lines

Order Processing and Invoice History

- In MAS 90 3.30, the ability to enter a Cancellation Code when deleting sales order lines was added. To more accurately describe this functionality, Cancellation Codes have been renamed Cancel/Reason codes, and now include the ability to identify the reason an order is being placed on hold. This feature has additional benefits when used in conjunction with the internet.access module, but can also be used if IT is not installed.
- In Invoice History Inquiry, when on the lines tab of a saved invoice, you can click on a lot/serial drill-down button for instant access to lot and serialized inventory item information. You can access this from Invoice History Inquiry on the menu, and also from the Invoice History button on the History tab in Customer Maintenance and Customer Inquiry.
- Collection calls will now be easier to accomplish with the inclusion of your customers' telephone extension printed on the Aged Invoice Report.
- You can access inventory alias customer item numbers through Crystal Reports™, since alias numbers are now stored in Invoice History.

Library Master Utilities

- The Rebuild Sort Files utility for Accounts Receivable can now recalculate or zero out customers' aged balances stored in the Customer Masterfile (AR1). After running this utility, the correct aging will display during credit limit checking.
- A second enhancement to the Rebuild Sort Files utility adds the question, "Do you want to recalculate the Open Order Amount in the Customer Masterfile?" An affirmative answer will direct the system to read all open orders and recalculate the total open order amount. After the utility is run, the Open Order amount displayed during credit limit checking is corrected.

Accounts Payable Module

Vendor Maintenance/Inquiry/History

- Specific Vendor Memos can be set to automatically pop up during Invoice Data Entry and Purchase Order Entry, allowing you to have immediate access to time-sensitive vendor information prior to processing new invoices or orders.
- Since memo indicators are now outlined in red, you can tell at a glance if a memo exists for a specific vendor.
- In Vendor Maintenance and Vendor Inquiry, you can optionally display the list of invoices with the most current invoice at the top. You can also display the invoices in ascending numeric order, or with the oldest invoice at the top. This can be set up with a company-wide default and can be overridden by the individual user when desired.
- Launch a vendor's Web site by clicking on the new button next to the URL field, or send an e-mail directly to your vendor or vendor contact by clicking on the button next to the e-mail address. The e-mail will automatically be populated with the e-mail address in the vendor record.
- When drilling down to invoice detail in Invoice History, just click a button to print a report that contains the drill-down information for the selected invoice. This new report is also available from Invoice History Inquiry.

Payment Selection/Check Maintenance

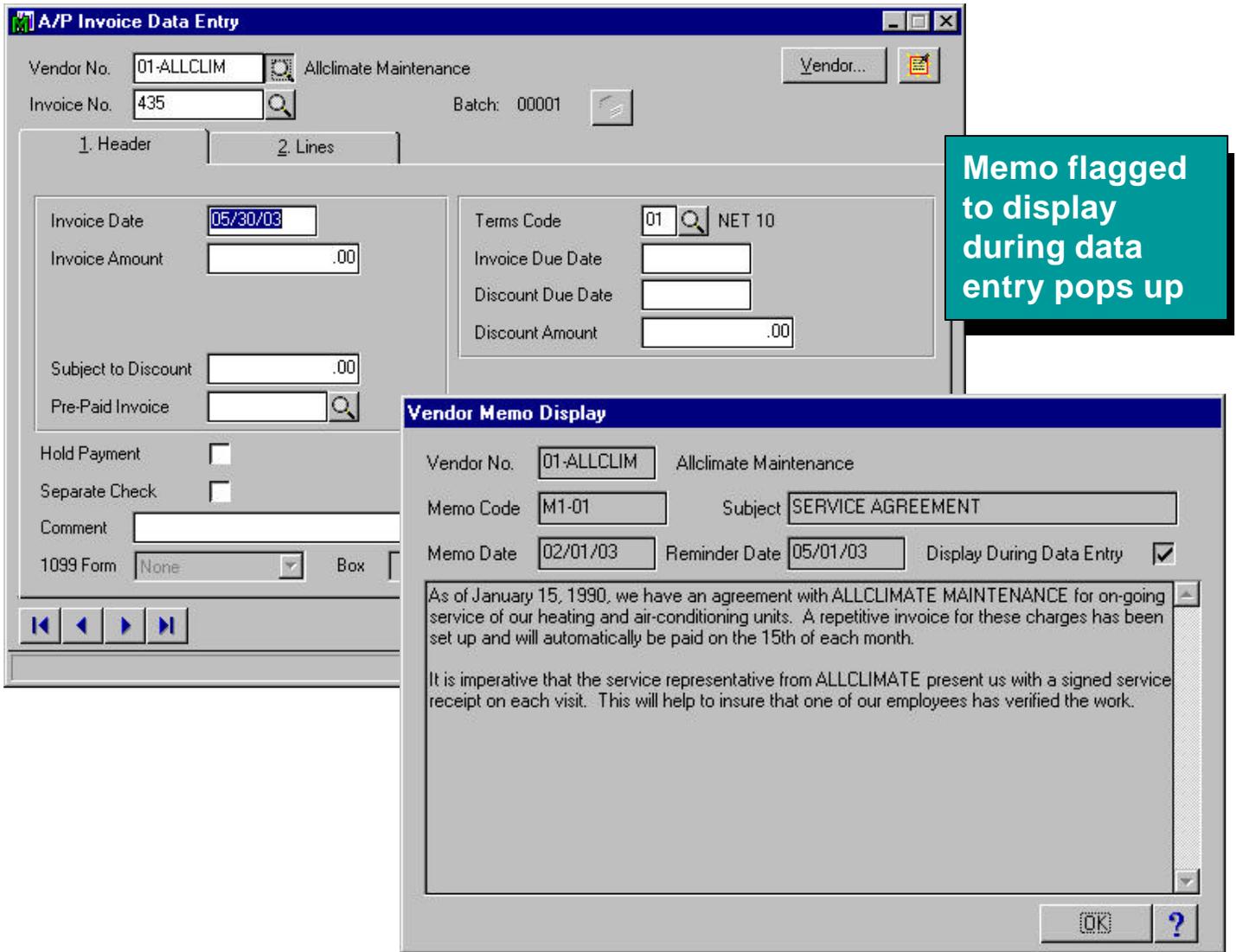
- Check Maintenance displays a dialog when an Invoice is past the discount date. You have the option to override the message and take the discount even if the discount due date has passed.
- Streamlined Check Maintenance makes it easy to choose which invoices to pay. The re-designed invoice selection screen takes advantage of Windows “point and click” technology to quickly select all of the invoices being paid on the check. Additionally, you can select a block of invoices by simply highlighting them.
- Since most vendors are issued only one check per check run, after entering the first check for a vendor and accepting it, the cursor will now return to the Vendor Number entry field instead of the check entry number field. This will speed data entry when maintaining a batch of checks.

Reports

- An added option allows printing of the Payment History Report for only 1099 Vendors. This enables users to easily identify which Vendors require 1099s, and provides a quick audit of the 1099 process.
- When printing the Accounts Payable Expense Report by General Ledger Number and selecting either Paid Invoices Only or All Invoices to Print, the report will now include the check number.

1099 Processing

- Laser printing of standard 1099 forms is now supported.
- The 1099 form and print routine now include provisions for Box 9 on the 1099 Miscellaneous Form.
- In all Accounts Payable screens where drop boxes for 1099 information appear, the word “None” replaces blank selections on the list, for consistency and clarity.



Payroll Module

Payroll Options

- A setup option controls the default answer to the question, "Do you want to take automatic deductions?" which appears during selective payment entry.
- There is a new inactive employee status. The inactive status is for seasonal employees who may return year after year, but have long periods of time when they are not on the active payroll. In contrast with terminated employees, inactive employee constant information does not get purged during year-end processing.

- A setup option, with password protection, allows inactive employees to be reactivated during data entry, if desired. When this option is set to “no,” inactive and terminated employees will not appear on the employee list during selective payment entry, thus eliminating the need for the operator to skip them.
- A setup option controls if you want to Print data entry report in detail? to provide an accurate data entry audit trail.

Payroll Data Entry

- To help ensure operator accuracy and increase entry speed, the paycheck totals for hours, earnings, voluntary deductions and taxes, and the check net amount will appear on both the header and the lines tabs during data entry.

Employee No. 11-0000100 THOMAS, JERRY A.
 Entry No. 1 Soc. Sec. No. 986-53-1239 Pay Cycle Weekly Pay Method Hourly

Type	Code	Regular	State	Local	Dept	Labor Code	W/C Code	Rate	Hours	Amount
Earning	01	Regular	WI		11	0000001		13.850	40.00	554.00

Line	E/D	Cd	ST	Loc	Dept	Labor Description	W/C Code	Rate	Hours	Amount
1	E	01	WI		11	0000001 Regular Warehouseperson		13.850	40.00	554.00
2	D	03				Health Insur				60.00
3	D	04				Credit Union				100.00

Hours	Earnings	Vol Deduct	Taxes	Net Amount
40.00	554.00	187.70	.00	366.30

Totals and Net Amount display on

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Miscellaneous

- Some pension deductions may have annual limits associated with them, and the limits remain the same from year to year. A flag in Deduction Maintenance will retain and reset the deduction limit for each employee during year-end processing.
- The ZIP Code field is now repositioned above the City and State fields to eliminate extra keystrokes. When entering a new employee, the ZIP Code will automatically add in the city and state, just as it does in customer and vendor entry programs.

Global Enhancements

- A button on the Launcher will automatically launch www.sota.com if the user has Internet access. This will make it easier to access helpful information available in the Sage Online Customer Services area of our Web site.
- An added system option allows the ZIP Code file to enter the city and state information in all capital letters. For some bulk mailings, the US Postal Service requires this information to be in capital letters.
- You can now access your on-line bank services quickly by clicking the button next to the new URL field in Bank Code Maintenance. This feature can be accessed from the Bank Reconciliation, Accounts Receivable and Accounts Payable modules. As more and more customers embrace on-line banking, this feature makes it easier to check the bank for on-line balances and other bank information.
- As a requirement of the internet.access module, an item image (JPEG or GIF) can be added to Inventory Item Maintenance and Item Inquiry. This feature works independently of the internet.access module, and can be used without having IT installed.

Technology Integration-Faxing

Feature Summary

The core faxing capabilities added to MAS 90 3.4 include:

- Integrated faxing of Crystal Forms including Customer Statements, Purchase Orders, Sales Orders/Quotes, and Invoices.
- Both batch or single faxes.
- No need to re-enter recipient and transmission information.

Only Crystal Forms will be available for faxing since the Crystal Fax Engine is the implementation tool creating this enhancement.

System Requirements

Aside from the addition of modems or a modem pool/bank, there is no additional hardware required for the basic implementation. If a single-user MAS 90 installation wants to fax documents, he/she can do so with the addition of a fax modem, eliminating the need to purchase an extra dedicated fax server or desktop solely for faxing.

Compatibility

Interoperability

The following character-based modules will be interoperable with the 3.4 release:

Client Write-Up

Magnetic Media

Import Master

Report Master

BarCode Master

Fixed Assets (not contained on the CD, but supported until 6/30/00)

The following character-based modules will not be interoperable with the 3.4 release:

FaxMaster (Blytheco plans to make this module available shortly after release of 3.4)

Point Of Sale (HighTower Inc. plans to make this module compatible shortly after release of 3.4)

Time and Billing (HighTower Inc. plans to make this module compatible shortly after release of 3.4)

Third-Party Products

MAS 90 remains compatible with the "Best-of-Breed" third-party applications with which it integrates.

1. Crystal Reports Version 7.0
2. FAS and FAS Encore® Version 99.x
3. FRx® Version 5.5
4. F9 Version 4

Windows 2000® and Office® 2000

Compatibility with Windows 2000 and Office 2000, assuming a time-appropriate delivery of this product by Microsoft, will be verified and tested after Microsoft releases the final (non-beta) versions. Office 2000 is currently scheduled for June 1999 release, so we should be able to test it prior to the release of MAS 90 3.4. Currently, Windows 2000 is scheduled for release during the fourth calendar quarter of 1999, so this may not be tested until after MAS 90 version 3.4 is released. As always, the OSPCM will be revised when compatibility is approved.



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