



Newsletter for Sage Accpac ERP

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## For Your Information

Sage Software offers free Web seminars designed to help you better manage your business.

Current offerings include:

- Sage Accpac ERP Overview
- Sage Accpac HRMS Product Overview
- Sage Accpac Project and Job Costing Overview

For the current Sage Accpac ERP Webcast schedule or to register [click here](#).



# Introducing Sage Accpac Version 5.5

**S**age Accpac ERP version 5.5 is scheduled for release in May 2008. It has some significant updates to the software designed to add value and usability. In this article we preview some of the new features and functionality.

### Includes SageCRM

The award-winning customer relationship management (CRM) solution, SageCRM, is now bundled with Sage Accpac—at no additional charge.

SageCRM includes Sales, Marketing, and Customer Service Automation components in an easy-to-use and highly flexible solution. By integrating your front and back office, SageCRM delivers a complete view of your customer information to empower your entire staff to work together to build profitable, long-term customer relationships.

If you have not yet discovered the value of a powerful CRM solution, there's never been a better time. We'd be happy to show you ways you can put SageCRM to work.

### Tighter Integration With SageCRM

Version 5.5 also enhances the existing integration between SageCRM and the Accounts Receivable, Accounts Payable, Order Entry, and Purchase Order modules of Sage Accpac.

Now, with just a few keystrokes, sales and customer service staff can drill down from posted transactions to original source documents such as purchase orders, shipments, and



invoices to uncover detailed information.

Your sales representatives will have access to accurate and up-to-date pricing, stock availability, and customer information from SageCRM. This allows them to quickly answer customer inquiries and to produce accurate quotes and orders.

Refunds, returns, purchase orders, shipments, and invoices can be created in SageCRM. The system will then automatically transfer the data to Sage Accpac, saving duplicate data entry tasks.

The Ship-To and Bill-To addresses will be synchronized between Sage Accpac and SageCRM, so you can be assured you're working with up-to-date information.

Enhancements to the SageCRM self-service Web portal will provide your customers with real-time access to their account information,

*(continued on page 2)*

## Introducing Sage Accpac Version 5.5

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such as delivery status and invoice history—whether or not your office is open. The Web portal also allows your customers to configure and place orders online using the customer-specific pricing and volume discounts you have established for them.

### Business Intelligence Dashboard

Version 5.5 adds a new dashboard feature that will provide management with easy access to the business information they need to better analyze, predict, and manage business performance. The tool that makes this possible, Xcelsius® from Business Objects, is now included with Sage Accpac.

The Dashboards make key performance indicators (KPIs), such as the age of your accounts, instantly available. The KPIs provide you with information that you can turn into action to improve your cash flow.

The **Receivables Management** dashboard can help improve cash flow and support cash requirements by monitoring your collection, credit, and remittance processing activities.

A **Payables Management** dashboard works to improve your company's cash management by allowing you to manage the timing and terms of payments and maximize available discounts.

The **Sales Analysis** dashboard offers views of KPIs such as overall sales trends, giving your sales manager the information needed to increase sales and improve close rates.

### Included Options

For a long time, Sage Accpac customers have had the ability to add specific optional functionality by selecting from the many available add-on solutions from Sage Accpac Options. In Version 5.5 the functionality from several of the Sage Accpac Options products is bundled with the Sage Accpac financial and operational modules:

- » Ops Inquiry with Order Entry
- » Additional Language Overlays with System Manager
- » Account Code Change and GL Security with General Ledger
- » AR Inquiry and Customer Number Changer with Accounts Receivable
- » Vendor Number Changer with Accounts Payable
- » eFile for Payroll with Canadian and U.S. Payroll
- » Item Number Changer with Inventory Control
- » Lot Tracking with Serialized Inventory

### Usability Enhancements

In addition to extended enterprise integration and business intelligence improvements, version 5.5 provides significant usability enhancements throughout the system, including a new General Ledger Account Rollup feature that supports automatic account consolidation, new multicurrency revaluation options, and streamlined processes for managing job tracking.

### Improved Sage FAS Integration

Version 5.5 improves the integration between Sage FAS and the Sage Accpac Purchase Order and Accounts Payable modules. It will minimize the effort required to track fixed asset purchases and in accounting for ongoing monthly depreciation entries.

### Sage Accpac Online Community

The new Sage Accpac Online Community, [www.sageaccpac.com/community](http://www.sageaccpac.com/community), provides online support options for users and serves to foster communication and a sense of community between Sage Accpac users.

Some of the key features and benefits of the new Sage Accpac Online Community are:

- » A new forum and weblog (blog) software

with various helpful features designed to improve the online experience.

- » Un-gated Knowledgebase content, so site visitors will no longer be required to login to benefit from the solutions in the Sage Accpac Knowledgebase. This makes it easy for current and potential new customers to see what's new and interesting with Sage Accpac, as well as see all of the helpful resources available for them online.

The only area that will remain in need of

ZOOM IN 



The new Dashboard feature can help you better analyze, predict, and manage business performance.

a login will be that designated for hot fix/update downloads.

### Available For All Editions

Modules, previously available only for the 500 edition, such as Project and Job Costing, now are available at all levels, including the 100 and 200 editions.

We'll be covering many of the features of version 5.5 in more detail in the coming months. In the meantime, please call us with your questions. 