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Headline News

The annual Sage Summit conference will be held November 9-12, 2009 at the Georgia World Congress Center in Atlanta. Sage Summit is the place to discover proven tips, tricks, strategies, and skills that will help you boost productivity and save your organization money. Registration began on July 21, and discounts are available for early registration. [Click here](#) to access online registration.

Sage Accpac 6— Looking To The Future

Sage Accpac ERP has a distinguished track record of technological innovation, beginning with the introduction of accounting software on the first PCs in the 70's. The drive for technical leadership is balanced by an equal focus on understanding customer needs. Customer connectedness is core to the approach and is reflected by a user-centric design philosophy, extensive customer research, and close attention to customer satisfaction.

Today, Sage Accpac empowers businesses to operate more efficiently and capitalize on growth opportunities. In 2010, the next generation of Sage Accpac ERP will be launched. In this article, we will cover the vision Sage has for the next milestone in harnessing the power of technology to help its customers succeed.

Simplicity

Based on a guiding principle of simplicity, the upcoming series of Sage Accpac releases focus on solutions that are simple to learn, simple to use, simple to implement, and simple to upgrade. Customers will benefit from:

- » Improved productivity through better interconnectivity between applications
- » Enhanced usability
- » Simplified business intelligence and reporting tools.

Sage Accpac 6 will harness the power of Web 2.0 technology to deliver a better user experience, lower total cost of ownership, and enhanced functionality. An important goal is



to help organizations spend less time managing their software and more time optimizing their businesses.

Improved Interconnectivity

According to Forrester Research, a drawback of most business management software today is a lack of interoperability standards. Sage plans to address this issue by introducing a common technology platform based upon industry standards like ATOM, RSS, and XML. Using the Google Web Toolkit as its foundation, the Sage Web Toolkit (SWT) will provide both Sage developers and the extended Sage development community with tools to easily and rapidly build applications that integrate into Sage Accpac. Applications built using the SWT will have a consistent look, the ability to share and synchronize data,

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and seamlessly launch one another's screens within the Sage Accpac portal environment.

Similar to iGoogle or My Yahoo!, Sage Accpac 6 will be built around Web portals. Each software user will have a personalized page that contains application functionality based on that person's role within the organization. This personalized view will contain key information, and provide rapid navigation to, and completion of, tasks at hand. Applications integrated with Sage Accpac become more accessible and user-friendly, and because of the technology standards approach employed, more applications will be built to directly interact seamlessly within the Sage Accpac portal.

Initially, the enhancements to interconnectivity will focus on the areas of most immediate interest to customers, better integration between the front-office and the back-office. Improvements planned for this area include:

- » Enhancing the quote-to-order entry processes
- » Making Business Intelligence (BI) dashboards available to all employees
- » Allowing mashups of sales, marketing, accounting, and operations functionality within a single portal

A mashup is a Web application that combines data or functionality from one or more sources into a single integrated application.

Roles-Based Workflow Model

With Sage Accpac 6, each user will be able to design his or her own truly personalized portal simply by dragging and dropping their chosen widgets, or mini-applications, anywhere on the screen. These personalization capabilities also simplify workflow for individuals who fulfill multiple roles in the organization (for instance, a single accounting clerk may do AR, AP, purchasing, and more). Whether yours is a complex organization

with distinct roles and pre-defined processes, or a more basic organization with less separation of roles and more fluid processes, Sage Accpac 6 will adapt to your requirements.

The Web browser-based environment of Sage Accpac 6 will leverage the point-and-click work style preferred by many of today's workers. To ensure that current users of Sage Accpac can transition smoothly to take advantage of the new Web 2.0 experience, the system will continue to support the familiar Windows-based user interface in parallel.

Accessible Business Intelligence

To complement existing Business Intelligence (BI) tools, Sage will be introducing Sage Accpac Intelligence. This fully integrated BI suite will be available to Version 5.6 customers for no additional charge.

Based on Microsoft® Excel®, it is designed to be so easy-to-use that powerful inquiry, analysis, and reporting will be within the reach of every user. Financial managers will be able to access standard reports in areas such as purchasing, sales, and inventory; perform additional analysis; and drill down to the detailed transaction level. New reports can be created easily, and an administration program provides appropriate security controls. Web based report distribution and full multi-dimensional analysis through the use of OLAP (On Line Analytical Processing) data cubes complete the powerful feature set of the module. Sage Accpac metadata can be analyzed through OLAP data cubes in an easy-to-use, drag and drop way for managers to gain insight into information that goes beyond transactional data.

In Sage Accpac 6, users will be able to incorporate relevant BI data into their role-based portal. This contextual business intelligence approach means that, for example, an accounting clerk could see a dashboard of

aged receivables and accounts receivable balances. Senior executives would be able to see at a glance their top 10 customers, gross sales, net sales, net returns, and total returns. The portals allow end-users to drill down to the transaction level and to adjust the parameters



on-the-fly. Inquiry tools will be integrated into portals to allow for faster, more precise searching, right down to the actual transaction level.

Conclusion

The 2010 release of Sage Accpac represents the next step in the evolution of business management software. The move to Web 2.0 technology will enable Sage Accpac to further build on the value it delivers to its 40,000 customers worldwide. Customers will benefit from a better user experience, lower total cost of ownership, and enhanced functionality, allowing them to focus on building their businesses, not managing their software.

Please give us a call with your questions. ✨

Process Payments Securely With Paytelligence

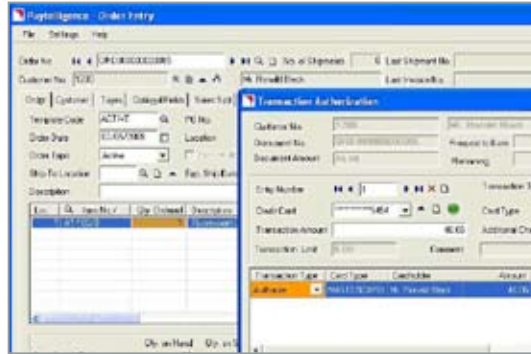
Paytelligence, a certified Sage Accpac ERP, payment processing product, allows you to process credit card transactions seamlessly right from your Sage Accpac Order Entry and Accounts Receivable windows. Let's take a closer look.

Secure Credit Card Processing

Organizations processing credit card data must comply with the Payment Card Industry Data Security Standard. Organizations suffering a data breach could be fined if they have failed to comply. Paytelligence takes the worry out of the sensitive business of processing credit card transactions. With Paytelligence, credit card information is securely stored with a payment gateway provider, to assist you in your compliance efforts.

Easy To Use

Paytelligence is easy to use because you enter and verify credit card information right in your Sage Accpac windows. It supports all the usual credit card transaction types including: Authorization, Capture, Sale, and Refund/Void. In Order Entry, you can capture credit card information for an unshipped order, and even apply multiple credit card payments to a single order. This can be useful if, for example, you take a deposit up front, then process payment for the balance when the order ships. Applying credit card transactions to invoices and credit notes in Accounts Receivable is flexible too. Users can select multiple invoices for payment by credit card, and one payment can be applied to multiple invoices, minimizing processing costs. Color-coded icons or *traffic lights* give a visual indicator of transaction status, and AutoAlerts for expiring cards and authorizations are built in.



Traffic light color coding makes it easy to see the status of a transaction.

Straightforward Reconciliation

Paytelligence creates a Receipt Batch during the Day End process so credit card payments flow through the system like any other transaction. Accounts Receivable Receipt Batches can be set up to either combine or split batches by card type (by bank, by merchant), allowing for easier bank reconciliation of card transactions. Each Receipt Batch includes details of individual card transactions.

Multiple Merchant Accounts And Credit Cards

Paytelligence supports multiple merchant accounts within a single Sage Accpac company. You can associate a particular merchant account with a location. Unlimited cards can be attached to an AR Customer—with the added power of associating a specific card number with a customer ship-to location.

Simple Implementation

Paytelligence is easy to install and is activated just like other Sage Accpac modules using Administrative Services. User security is managed using Sage Accpac Security Groups. The module works with all Sage Accpac databases. Paytelligence data is added to the database and included in DBDump and the

DBLoad procedures, assuring data integrity and facilitating backups, data transfers, and maintenance.

Comprehensive Audit Reporting

Detailed transaction drill-down capability from within Sage Accpac windows makes it easy to find historical information quickly. This is especially useful when responding to a telephone inquiry from a customer. Paytelligence includes a number of easy to use, standard reports, and the built-in Stonefield Query can be used to easily create customized reports.

System Requirements

Paytelligence works with Sage Accpac 5.4 and above. To set up Paytelligence, you need only an Internet connection and a credit card processing merchant account. Give us a call with your questions. ★

((Tips & Tricks))

Searching By Optional Field In Order Entry

Searching by Optional Field within the Order Entry finder was introduced in Order Entry 5.4. When using this feature, you may find the optional field is not available in the **Find By** drop-down list. There are two settings that need to be changed to make the feature work:

- » On the Order Entry **Finder** screen, go to the **Settings** menu on the top and click **Columns**. Make sure the **Optional Field** is selected as one of the columns available on the finder screen. Click **OK** to save.
- » On the Order Entry **Finder** screen, go to the **Key** menu and click **Order Uniquifier Key**. The optional field will now be available in the **Find By** drop-down list.



IN THE SPOTLIGHT:

The Benefits Of Using Microsoft SQL Server With Sage Accpac

Now, Sage Accpac Extended Enterprise Suite (EES) is available bundled with Microsoft® SQL Server. There are significant benefits when using the SQL Server as your Sage Accpac ERP database. If you are planning your upgrade to Sage Accpac 5.5, it is the perfect time to plan your migration to the SQL Server. Let's learn more.

Benefits Of The SQL Server

Here we discuss the three most important things you need from your data server: performance, availability, and security.

- » **Performance:** The scalability of the SQL Server has been tested with 1,000 concurrent mid-market ERP users. You can add indexes to improve performance without interfering with access to tables or existing indexes.
- » **Availability:** The SQL Server includes innovative high-availability features such as database mirroring, replication, and enhanced online operations to minimize downtime and help to ensure that critical enterprise systems remain accessible.
- » **Security:** A new security model allows administrators to easily manage permissions. You can set policies on log ins so that a consistent policy is applied across all accounts in the domain. The SQL Server includes encryption capabilities within the database itself. Client/server communications are encrypted by default, and you can define a policy to reject any unencrypted communications.

Low Cost Maintenance

A single management console enables data administrators anywhere in your organization to monitor, manage, and tune databases and associated services across your enterprise. More than 70 measures of internal database performance and resource usage are included. These Dynamic Management Views provide visibility into the database and facilitate proactive monitoring of database performance.

Suite Compatibility

By standardizing on this database, you can be assured of maximum flexibility as your business management needs expand. Sage products that run on the SQL Server include SageCRM, Sage Accpac Insight, Sage Accpac RMA, Sage Accpac HRMS, and Sage FAS. By purchasing the bundled version, you can be assured of compatibility between Sage Accpac and these products.

You can benefit from one-stop-shopping by purchasing your Sage Accpac licenses and the accompanying SQL Server and Client Access Licenses from a single source. Once you have migrated to the SQL Server, Software Assurance updates will include regular updates to the SQL Server in addition to updates to Sage Accpac.

Ready To Upgrade?

With the SQL Server, users and information technology professionals across your organization will benefit from improved availability, increased scalability and performance,

and tight, yet flexible security controls.

The bundled the SQL Server version includes all the same database administration tools and performance characteristics as the MS-SQL Standard Edition, with no restrictions on database size. The only difference is that it can only be used for Sage Accpac applications. Call us to discuss the specific benefits of upgrading to the SQL Server for your organization. ✨

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