Accounting Systems Consulting Group, LLC

Sage MAS 90 and MAS 200
User Group Meeting

April 28, 2010
What's Possible in Mas and what are my options?

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1. Registration – 11:45 – 12:00
2. Presentation – 12:00 – 1:30
   Presenter: Keith Perkins, CPA – **ASC Group**

   - Review the current setup options and utilities for the core modules
   - Review Mas 4.4 changes (Inventory!!)
   - Explore common integration software that works with Mas
   - Common connection methods from your office to ours/hosted systems
   - Scripting Techniques and Current promotions

318-213-0375 x.106 • 318-227-0324 FAX • keith@ascgllc.com
7330 Fern Ave., Suite 202 - Shreveport, LA 71105

What's Possible in Mas and What are my Options?

Keith Perkins, CPA
318.213.0375 x106
keith@ascgllc.com

UGM-Topics

- Review current setup options/utilities for core modules
- Preview of the 4.4 Changes (inventory!)
- Explore common integration software that works with Mas
- Typical connection methods between us and you
- Scripting techniques and current promotions

Review current setup options/utilities for core modules

Core Modules are:

Library Master (report zoom default)
Common Information
Paperless Office
General Ledger
Accounts Receivable
Accounts Payable
Bank reconciliation

Preview of Mas Version 4.40

- New modules introduced into the version 4 Business Framework Model: Inventory Management, Purchase Order, and Bill of Materials.
- Global enhancements: Customer number and item code expansion, batch processing, Grid entry, and report changes for these modules.

- New views in Business Insights explorer for Inventory Management, Purchase Order, and Bill of Materials modules.
- Security: Role maintenance has been updated to reflect the Business Framework concept for these modules. You will want to visit role maintenance to update your security.
- Decimal place precision has been moved to Common Information module along with history retention.

4.40 continued

- Miscellaneous item maintenance has been enhanced.
- You can use standard costs.
- New miscellaneous item maintenance history report.
- Unit of measure conversion moved to Common Information module.
- Expanded customer number from 7 to 20.

Inventory Management

- New batching feature to separate employee's work.
- Item maintenance can now search by alias number.
- More button contains additional functions.
- Separate purchase and sales tax classes.
- Quantity tab is added.
- Standard cost adjustment options.

Inventory Management

- Transaction entry is now batch and grid entry.
- Physical count screen changes.
- Quantity counted is now defaulted in physical count entry if selected on the physical count printing screen.
- New reports: Inv item listing with sales history and the Lot/Serial Transaction history.

Purchase Order Module

- Can still enter in batches.
- Auto generate purchase orders: you can now combine drop shipped sales order items needed send one purchase order per vendor
- Purchase order entry now has grids and use of the quantity available button.
- Alias item now displays in the secondary grid
- The backslash(/) still access the misc items along with a /M for a one time charge and

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Purchase order continued

a /C for a one time comment.

- Receipt of Goods, Receipt of Invoice, Return of Goods etc all use the same features as purchase order entry now.
- Reports: New Purchases Clearing report to help in reconciliation of open PO's. New Purchases Clearing in Open PO Format report that should tie to the purchases clearing account.
- The Purchase order receipt history report now has the option to print only received lines.

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Bill of Materials

- A bill of material represents the raw components used in the production of a finished good. Also, it is used for sales kits which are groups of items that are sold together.
- Batch processing is now available. Bill maintenance and production entry now have primary and secondary gridding.
- Updated bill of materials inquiry and where-used inquiry.

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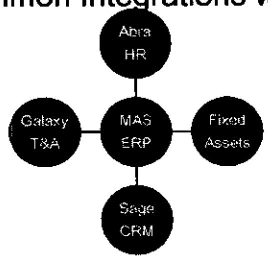
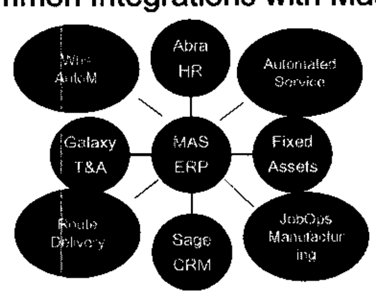
Common Integrations with Mas

- Goal: Achieve efficiencies through data sharing. More transparency across the organization.
- Goal: Reduce errors due to multiple same data entry points. A single source of entry.
- Goal: Greater utilization of personnel who can be directed to higher level tasks and not redundant data entry.
- Return on Investment increases when systems work together.

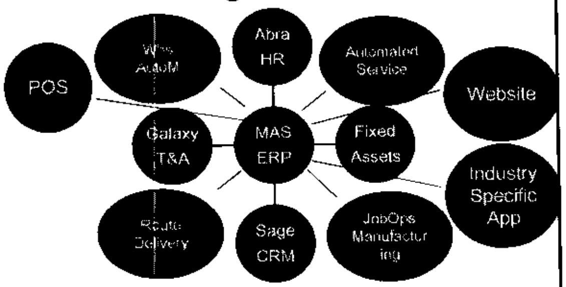
Common Integrations with Mas



Common Integrations with Mas



Common Integrations with Mas



Mas 4.40 SU 1

- Improve the value for maintenance philosophy by integrating specific extended solutions at no extra charge:
- Highlights: Search for invoices by Lot or Serial number, Record wire transfers, PR-auto earnings codes, and Credit card security.

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Common connection techniques

- Go-To-Assist
- Remote Desktop
- Citrix
- Secure Send
- Hosted Systems

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Customizer Enhancements: Scripting in MAS 4.40

- Why Customize?
  - Improve productivity
  - Reduce data entry errors
  - Unique business requirement
  - Eliminate manual workarounds
  - Security concerns

Examples

- Lot Expiration Date
- Single Click GL Reversal
- AR Customer – Row Level Security
- GL Control Account
- Customer Referral Coupon

Current Promotions

Promotions include:

- Save 20% off product when you add two or more new distribution modules,
- Free credit card processing module with enrollment in Sage Payment Solutions Merchant services.

Miscellaneous

- Anytime learning classes for free. www.sageU.com
- Multi company handout
- Health care handout
- 4.4 SU 1 handout
- Year end close out and reconciliation of General ledger with accountant prepared financial statements or tax return.

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Questions?

User Group Meeting Suggestions?

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Keith R. Perkins

From: Accounting Systems, Inc. [brian@asifocus.com]
Sent: Friday, March 12, 2010 9:00 AM
To: keith@ascgllc.com
Subject: Merge Multiple Companies in Sage MAS 90 & 200

Company Consolidation

For Sage MAS 90 and 200

Business Problem: "I created a separate company for each of my locations when we first implemented MAS 90. It sure would be nice if I could combine those companies together into one, new live company and keep all of my history intact."

Solution: If you want to re-implement your Sage MAS 90 or MAS 200 system by combining multiple companies into one new live company without losing critical historical information or keeping it in separate companies, then Company Consolidation is the right tool for you. Company Consolidation will merge your GL, AR, AP, IM, SO, PO, JC and CI data into a new live company in a snap.

Business Problem: "FRx works great for consolidated reporting on the GL, but it sure would be nice if I could get multi-company consolidated reports for other modules."

Solution: If you want to see combined reporting for AR Aging, AP Aging, Inventory Stock Status, Open Sales Orders or any other Sage MAS 90 or MAS 200 report, then you need Company Consolidation. A great tool for organizations with multiple locations or various stand alone companies.

FEATURES

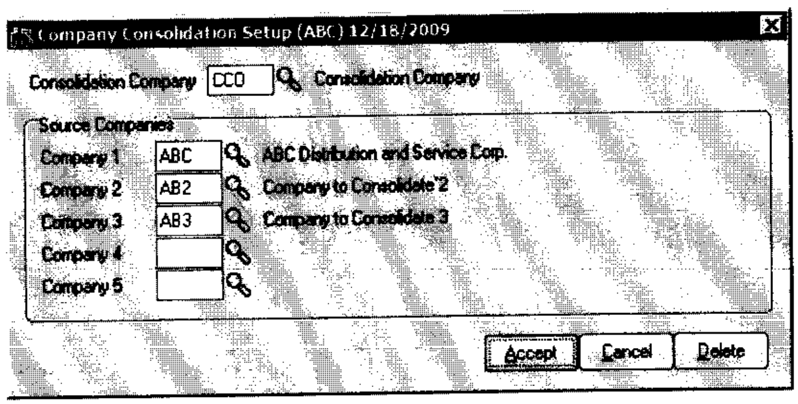
Matching G/L accounts merged without losing individual transaction history

Matching Customers merged without losing individual invoices and orders

Matching Vendors merged without losing individual invoices and check history

Matching Inventory Items

ASI Additions Company Consolidation can merge separate companies into one consolidation company. Once the basic setup is complete, the actual process can be run from the menu or from an outside shortcut started by scheduling software. The consolidation starts by copying the first source company to the consolidation company. If divisions are turned on for any source company, they are turned on for the consolidation company. General Ledger accounts are matched based upon the formatted account number. Any accounts missing in the consolidation company are automatically added. Matching customers and vendors are merged, but customers and vendors missing from the target are automatically added. Detail data, such as transactions, invoices, and orders, are not added together but are renumbered if necessary to maintain their unique identity. All companies must have the same G/L account format and the same fiscal year in order for the consolidation to work.



merged without losing separate transactions

Divisions copied from source to consolidation companies

Warehouses copied from source to consolidation companies

Rapid consolidation can be run from menu or from shortcut

All period sales and usage history are summed for given items, warehouses, customers, and periods.

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For more information

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Sage MAS 90 and 200 Product Updates Deliver Added Value!

Conveniently available via a compact download from Sage Online, the first Sage MAS 90 and 200 4.4 Product Update — 4.40.0.1 — delivers new functionality and product enhancements as an additional on-plan customer benefit. Product Update 1 delivers value across the system and in a range of modules from Accounts Receivable and Sales Order, to Payroll and Job Cost. Many of these enhancements are the result of incorporating the main features and functionality of select Extended Solutions into the core product, and others are totally new customer-requested features that solve pain points. As you've seen in the Sage MAS 90 and 200 Roadmaps, additional Product Updates are scheduled to be delivered periodically throughout the year for our 4.4 customers, and will continue with 4.5.

New features available to you and 4.4 customers are:

Accounts Receivable (similar to AR-1027) – Locate an Invoice using Customer Information

Increase efficiencies by locating an Invoice with limited information, such as with the one unique piece of information that they will probably know - their phone number. If they have their customer number or Ship-to-Code, you can search on those as well. Using the Lookup Customization Wizard, build a quick and efficient search with personalized criteria, and establish a name for your Custom Lookup that you can use in the future.

Accounts Receivable (similar to AR-1200) – Cash Receipts Entry

From the Cash Receipts Entry window you can now easily locate the correct customer account by using an invoice number that may have been referenced. When the correct transaction is found, the Customer No. field is populated with the associated customer number. If the invoice is unpaid, or shows a balance, the Amount Received and Invoice No. fields, and related fields on the Lines tab are populated.

Account Receivable (similar to AR-1027) - Search for Invoices by Lot or Serial Number

You can now search for invoice transactions by lot or serial number from the Accounts Receivable Invoice History Inquiry and Sales Order Copy From windows. The system will search either the Item History or Invoice History file based on your selection in Accounts Receivable Options.

Accounts Payable (*NEW!*) - Record Wire Transfers

Efficiently pay your vendors using wire transfers, record and reverse them using enhancements in Accounts Payable. When you enable the new wire transfers features in Manual Check and Payment Entry, the system generates a unique Wire Transfer No associated with the transaction. You can print the wire transfer information on the Check History and Payment History reports, and they will appear in Vendor Maintenance, Vendor Inquiry, Invoice History Inquiry, and Payment History Inquiry. If you have Bank Reconciliation integrated with Accounts Payable, the wire transfer information will also appear in Check, Deposit and Adjustment Entry, Reconcile Bank, Bank Reconciliation Register, and your Bank Recap Report.

Payroll (similar to PR-1018) - **Set Up Automatic Earnings Codes For Each Employee**
Use Automatic Earning Codes to increase your efficiencies maintaining correct Payroll information and less time doing manual input. Record specific benefit allowances based on hours worked, by establishing earning codes for each employee. Using the Auto Pay feature, an unlimited amount of earnings codes and the corresponding earnings type (fixed amount or percentage of pay) can be established for each employee so that the appropriate line items are automatically created and added to their paychecks.

Sales Order (similar to SO-1096) – **Enhanced Duplicate Purchase Order Visibility and Safeguards**
Your ability to thwart sending duplicate customer orders and enforce your business rules is enhanced in 4.4 Product Update 1. In addition to your current ability to check for duplicate Customer PO numbers in Sales Order and Accounts Receivable Entry files, you'll also be able to automatically check in the Open Sales Order, and Open Sales Order Invoices. If you are retaining history, Product Update 1 also checks for duplicate PO numbers in Accounts Receivable History files.

When a duplicate Customer PO Number is detected, you'll be able to view them in an Inquiry screen window, sort the information, drill down into more details, and print the information. Because these features are implemented using Business Objects, the rules you establish will be enforced when using Visual Integrator and any third party add-ons that use the Bus Object interface.

Sales Order (similar to SO-1271) – **Additional Purchase Controls**
To enhance your ability to enforce business rules or to adhere to regulations, you'll now be able to limit the items available for purchase by select customers, or control the sales of items by the ship-to-state. Use Role Maintenance to establish which users are granted the ability to override the restricted items. The restrictions are enforced when selecting alternate items in Shipping Data Entry and when replacing an item with a different item in RMA Entry and RMA Receipts Entry.

Sales Order (similar to SO-1035) - **Expanded Options For Quick Print**
A new Quick Print tab in Sales Order Options allows you to choose what type of documents you'll want to Quick Print. Using this feature, once you print you'll be able to return to the source document, such as a Sales Order or an Invoice, with similar capabilities as Keep Window Open After Printing. To enhance your workflow, Quick Print is also available from Sales Order for picking sheets, shipping labels and COD labels. This feature is especially helpful for customers with several warehouses so that picking sheets can be efficiently printed, or for workflow efficiencies so that an order can be prepared while an issue with an important customer's account is checked.

Sales Order (*NEW!*) - Print Back Ordered Information on Picking Sheets
Speed the process of identifying items that are on backorder when inventory is received, and increase customer satisfaction by increasing your customer Order Ship Complete percentage. When using this new option, your customers will be able to see the total quantities that they ordered, even if the entire amount of a particular item is on backorder.

Sales Order *(NEW!)* – Avoid Duplicate Picking Sheet Printing
To assist you in avoiding duplicate shipments of goods, we've added more flexible controls and additional safeguards to prevent unintended duplicate Picking Sheet Printing. These new features will be especially helpful for high volume business with larger staffs, multiple shipping sites and warehouse shifts. If a duplicate is selected to be printed, you can choose to

use a warning message to help avoid the duplicate printing of picking sheets. If you do not elect to receive the message, the information is written to the Activity Log. A picking sheet will not be printed if the source sales order is in use in Sales Order Entry.

Job Cost (similar to JC-1046) - **Define Allowed Job Statuses in Data Entry Tasks**
Increase accuracy and streamline the process of entering information into your projects, such as to prevent an unintended posting to closed jobs. Define the types of job statuses you want to allow for each of your data entry screens in Accounts Payable, Accounts Receivable, Inventory Management, Job Cost, Payroll, Purchase Order, and Sales Order. The categories of status include Bid, Open, Hold, Late, Complete, Closed, and All. Use Role Maintenance to establish the permissions you want to grant, which can include the ability to override the selections you've set as the default.

Inventory Management ***(NEW!)*** **- Search by Lot or Serial Number**
From the Item Maintenance and Item Inquiry menus search for any transaction type by Lot or Serial Number. In addition, you can search for a transaction using any combination of the following criteria: by Item Code, Type, Transaction Date, Reference Number, Vendor Number, Customer Number, Warehouse, or User Defined Field (UDF).

NEW! **- Enhanced Credit Card Security**
To enhance the ability to safeguard credit card information, new user preferences have been added so you can designate users that can print or display fully formatted credit card numbers. The credit card information will be protected for unauthorized users by masking the credit card numbers. Two security event roles have also been added to allow you to designate which roles can change, or delete, the encryption key for credit card numbers. Industry standards recommend that you change this key annually, or even more frequently. Also to enhance your credit card security, the key used to encrypt the credit card information is now stored separately from your company data. By using the Sage MAS 90 and 200 alternate directory feature, your key will be stored in a different physical location than your company data.

A new Credit Card Audit Log will provide:

- All credit card transaction requests sent to the payment server
- Each time credit card numbers are encrypted or decrypted
- Each time a user's print or display credit card preferences is changed
- Each time a credit card key is changed or deleted

NEW! **- Enhanced Searching Ability in Data File Display and Maintenance**
You can now enter search criteria for multiple fields when searching for records in Data File Display and Maintenance, by entering a key column separator within the key. You can now filter the search results that appear in the Data File Display and Maintenance Key Scan window.

AICPA® | PFP Section

Summary of New Health Care Reform Law

Recently, two pieces of legislation, the Patient Protection and Affordable Care Act and the Health Care and Education Reconciliation Act of 2010 were signed into law. Together, these pieces of legislation make the most significant reform to health care in the United States since the enactment of Medicare. The Congressional Budget Office estimates that by 2019, approximately 32 million currently uninsured Americans will have health insurance, at a cost of about $940 billion. A major component of the reform legislation is the creation of state-based American Health Benefit Exchanges and Small Business Health Options Program Exchanges to provide health insurance for low-income individuals and small businesses. The following is a brief description of some of the most important provisions of the health care reform legislation.

For individuals

- U.S. citizens and legal residents will be required to have health insurance by 2014, with some exceptions. Those without insurance will face a tax penalty of as much as 2.5% of taxable income.
- Existing employer-sponsored health insurance plans will be allowed to remain essentially the same except the plans will be required to extend dependent coverage to qualifying children through age 26, lifetime limits (and eventually, annual dollar limits) on coverage must be eliminated, waiting periods for coverage cannot extend beyond 90 days, and insurers will not be able to deny coverage or charge higher premiums to people based on their health status and gender.
- Medicaid eligibility will be expanded to include individuals under age 65 whose income is less than 133% of the Federal Poverty Level.
- For families with incomes up to 400% of the Federal Poverty Level, tax credits and subsidies will be available to purchase health insurance through state-run exchanges, and to offset out-of-pocket costs.
- Contributions to a health flexible spending account will be limited to $2,500 per year. Reimbursements from health FSAs and HRAs for over-the-counter drugs will be restricted, and tax-free reimbursements from HSAs and Archer MSAs for over-the-counter drugs will not be allowed, while the tax on HSAs and Archer MSAs increases for distributions not used for qualified medical expenses.
- A rebate of $250 will be available to Medicare Part D (drug coverage) beneficiaries who reach the coverage gap (donut hole) and the coinsurance rate for costs within this gap are gradually reduced to 25%.
- Adults with pre-existing conditions will be able to purchase coverage from temporary high-risk pools until 2014, when coverage cannot otherwise be denied for pre-existing conditions.
- A national program will be established to provide limited reimbursement for long-term care expenses for individuals who participate by contributing to the program's cost through voluntary payroll deductions.

For employers

- Employers with 50 or more employees that do not offer health insurance coverage will generally have to pay a premium tax of up to $2,000 per full-time employee.

- Employers with more than 200 employees must automatically enroll employees in health insurance plans from which employees may opt out.
- Employers providing health insurance must offer a voucher to qualifying employees to purchase insurance through an exchange.
- Qualifying small employers may receive a tax credit for providing health insurance to employees.

Tax changes

- The threshold for itemized deductions for qualified medical expenses will be increased from 7.5% of adjusted gross income (AGI) to 10% of AGI, though a temporary exception will be maintained for those 65 and older.
- The tax for Medicare Part A (hospitalization coverage) is increased 0.9% for individuals with earnings exceeding $200,000, and for couples with joint earnings greater than $250,000. Also, high-income taxpayers will be subject to a surtax of 3.8% on unearned income, such as capital gains, dividends, annuities, and rental income.
- The law imposes a 10% tax on the amount paid for indoor tanning services.
- Some of these provisions are effective immediately while others will be implemented over the next several years. Consult with your financial professional to see how these laws may affect you.