

March
April
May
2003

Headline News

Best Software, Inc. announced that its UK-based parent company, The Sage Group plc, reported revenues of \$815 million for the fiscal year ended September 30, 2002, an increase of 14 percent over the prior fiscal year. Total revenue for The Sage Group's US businesses for the fiscal year was \$409 million, and operating income was \$85 million, increases of 22 percent and 29 percent, respectively, over the same period of the prior year.



MAS 90 MAS 200 MIP
BUSINESSWORKS GOLD

Customizer Windows Scripting Capability Lets You Work Outside Of The Box

Do you have a function or a calculation you now perform outside of MAS 90, that you wish MAS 90 could perform? Maybe you have even considered custom programming to accomplish the task. With Version 3.71, Best Software has added new functionality to MAS 90 and MAS 200 that literally allows you to work outside the box, enabling your accounting data to interact with other programs in ways you never thought possible.

Imagine performing customized freight calculations, calculating new customer-specific discounts, defining a new commission structure, writing sales values to an Excel spreadsheet, or automatically creating new Outlook contacts by simply clicking a button within your MAS 90 software!

If there is a discrete function you want performed using data contained within your MAS 90 or MAS 200 data files, Customizer's Windows Script Control functionality added with Version 3.71 may very well be capable of handling it. Let's take a closer look at Windows Script Control and what it can do for you.

What Is A Script Anyway?

Think of a script as a mini-program, written to perform a specific task. A script typically draws data from one program and writes results to another program.

How Does It Work?

The Windows Script Control enhancement for Customizer allows you to execute an external script to perform calculations or to start other applications from a button you create in MAS 90 or MAS 200.

You can select values from a MAS 90 screen to pass to the script and can designate values to be retrieved by the script after processing. The script can be simple or complex, even containing a series of if/then statements and different levels of calculations using data within MAS 90 and from an external program. For example, it could calculate a discount in Sales Order Entry,

or it could insert data into an Excel or Word document. Program logic that would normally be executed if you manually changed the field will be automatically performed, thereby protecting the integrity of your data.

This powerful feature enables you to achieve a level of customization

previously reserved for Master Developers.

What Do I Need To Get Started?

You will need to own the Customizer module, be running Version 3.71, and Microsoft Windows Scripting Host must be installed and operational. If you plan to create your own scripts, a good working knowledge of VBScript (Visual Basic Script) and/or Jscript (Microsoft's version of JavaScript) is also a requirement. But don't



Supercharge your MAS 90 software with the new Windows Scripting capabilities

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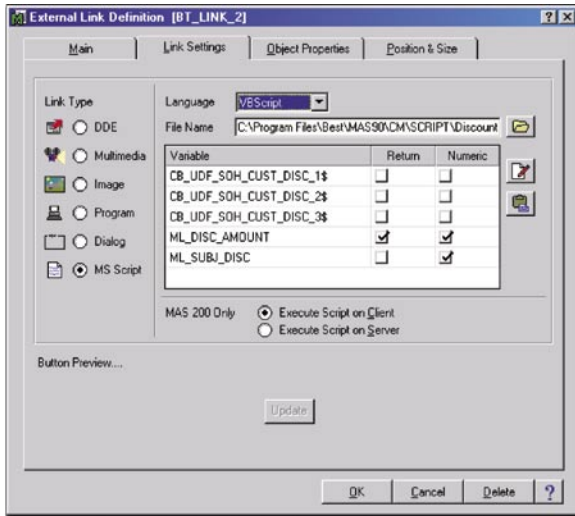
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Customizer Windows Scripting Continued...



Harness the power of the Customizer's new ability to process calculations and data with Excel, Access, or other programs

worry if you don't have that knowledge, we can assist you in creating your scripts.

Can Anyone Write Scripts?

An important point to remember is that this is a programmer's tool in the sense that the scripts are actual programs capable of carrying out pow-

erful and complex routines. This article is intended to get you thinking about how this tool can enhance your business.

What Kind Of Things Can Scripting Do?

The possibilities are vast. Here are a few.

Useful Functions

- ▶ Convert a MAS 90 or MAS 200 data field into all CAPITAL letters.
- ▶ Create an Outlook contact using data from the Customer Masterfile.

Calculations

- ▶ Calculate complex discounts using formulas from Excel.
- ▶ Determine intricate salesperson commissions.

Smart Returns

- ▶ Offer free freight or other discounts when your customer has ordered over a defined dollar amount YTD.
- ▶ Determine a customer's sales tax rate using the Zip Code in an Access database.

What's Next?

Get your creative juices flowing—Customizer's Windows Script Control offers functionality to help make your life easier. If you think there's a task or function that this powerful scripting tool can do for you, please give us a call. We will work with you in determining the feasibility and ultimately create the script for you. ☆

What's New In MAS 90 And MAS 200 Version 3.71

MAS 90 Version 3.71 is shipping. Chances are it's already in your hands. Wondering what's new? Let's look at features and functionality added with this latest version.

Work Order

Version 3.71 expands on the labor saving changes introduced in Version 3.70. In version 3.70, a checkbox was added to allow labor and outside processing, in addition to material to be backflushed automatically. The effect of this feature was that if you wanted to backflush labor, you were required also to backflush materials and outside processing. With Version 3.71, separate checkboxes for each have been added. Additionally, the values from those checkboxes are used as the default setting during data entry, but you can select to automatically distribute materials, labor, or outside processing by individual work order!

Remote Salesperson

In addition to compatibility with Palm OS 5, you can enter a discount percentage on the Palm handheld device and apply it to the entire

sales order. An additional field was added to allow the selection of price level during sales order line entry on the Palm.

Remote Timekeeper

Release 3.71 incorporates compatibility with the latest Palm OS 5.

ACT! Link and DynaLink

The MAS 90 and MAS 200 ACT! Link module provides compatibility with ACT! Version 6.01 enabling you to begin enjoying the new features immediately! ACT! 6.01 promises many new features and even a new look and feel.

The new 2.1 version of DynaLink provides the compatibility with MAS 90 and MAS 200 3.71 and the new release of SalesLogix 6.0. **Note:** Prior versions of Dynalink are not compatible with SalesLogix version 6.0.

TimeSlips Link

Version 3.71 of the TimeSlips Link includes compatibility with TimeSlips Version 11.0.

Credit Card Processing

PCCharge Payment Server version 5.5, released with MAS 90 and MAS 200 3.71, brings many

new capabilities. This version includes new credit card processor requirements and certifications that give customers the latest features and functionality. This version includes:

- ▶ The most current requirements for VisaNet and ECI enabling users to obtain the best credit card processing rates.
- ▶ Encrypted expiration dates adding security for remote Internet users.
- ▶ Added Concord and Buypass XML for quicker over-the-Internet credit card transactions.
- ▶ Paymentech IP over a leased line has been implemented, with an option to use TCP/IP for speedier processing.
- ▶ CES Electronic Commerce Indicator certification—a fraud-protection feature for businesses that accept Internet credit cards payments.

Need help with upgrading or have questions? Call us, we are ready to help you. ☆