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Headline News

Sage MAS 90 ERP earned a perfect Five Star rating in the annual Review of Mid-Range Accounting Systems published in the September 2006 issue of *The CPA Technology Advisor*.

Sage MAS 90 earned the highest possible score in each of the evaluation categories: Ease of Use/Transaction Entry, Modules & Notable Features, Integration/Import/Export, Reporting, Support/Training/Help System, and Relative Value.



SAGE MAS 90 SAGE MAS 200
SAGE MIP FUND ACCOUNTING
SAGE BUSINESSWORKS

End-To-End Business Solutions

To stay competitive as the business environment becomes more crowded, successful organizations continually evaluate their processes for areas of improvement. End-to-end system integration can reduce operating costs, enhance customer service, and increase staff productivity.

You use a number of business processes. Which processes are you still performing manually? Which business processes have you automated? Does information and data flow between your automated systems?

When looking to enhance your business processes two key areas to consider are: Automating Manual Processes and Connecting Automated Processes.

Automating Manual Processes

The first step in achieving end-to-end integration of your business processes is to automate existing manual processes. Let's take a look at some of the many automation solutions available from Sage Software and its business partners.

Core Accounting

Accounting is usually one of the first areas to be automated. As a result, you may not have



Which of these business processes are applicable to your organization? Are they automated and does information flow smoothly between them?

reviewed the efficiency of these processes for a while. How effective is your budgeting process? Does your financial reporting enhance decision making? Are your receivables collected on a timely basis? Consider using FRx Financial Reporter for automated report distribution and budgeting and Sage FAS Asset Accounting for asset accounting and depreciation.

Sage Extended Solutions include solutions to facilitate electronic payments, multi-company transactions, royalty tracking, commission enhancements, document management, and more.

Sage Software Business Partner solutions include multi-currency, property management, requisitions, vendor rebates, and many more.

Compliments of:



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End-To-End Business Solutions CONTINUED

Distribution

If your business includes buying and reselling products, are your shipping and receiving processes as efficient as they could be? Are you carefully managing your inventory to avoid excess inventory while ensuring that product is available to meet customer demand? Consider adding solutions to increase your processing efficiency and reduce fulfillment costs, such as:

- ▶ Sage MAS 90 Modules: Bar Code, Credit Card Processing, RMA (Return Merchandise Authorization)
- ▶ Sage Extended Solutions: electronic document delivery and an On Demand Sales Order Fill report
- ▶ Sage Software Business Partner solutions: warehouse transfers, multiple bin locations, radio frequency warehouse automation, EDI (electronic data interchange), and route sales

Customer Relationship Management

Today, more and more companies are competing for the same customers. Tracking prospects through the sales cycle is critical to closing business. Sage Software offers three industry-leading products with varying levels of functionality. If you already own a Contact Management solution such as ACT! by Sage, it might be time to consider upgrading to a customer relationship management (CRM) solution. With Sage CRM or Sage CRM SalesLogix you can take advantage of sophisticated lead tracking and customer service tools.

Resource And Project Tracking

New labor force regulations are signed into law on a regular basis. Do you have the tools you need to stay in compliance? Is payroll a headache each pay period? Do you manually enter employee hours? Are your tax deposits paid on time?

If you track projects, do your systems automatically record labor costs so you can ensure projects remain profitable?

Sage Software offers three choices in payroll solutions for Sage MAS 90, as well as Sage Abra HRMS for workforce management and compliance, and Sage TimeSheet online time collection. There is an Extended Solution for

the electronic delivery of invoices, and partner solutions for project accounting and service management.

Manufacturing

If you are a manufacturer, fully automating this process can result in enormous savings and may speed your time to market. It might be time to review your operation and see if you can benefit from the products available, such as the Sage MAS 90 Material Requirements Planning and Work Order modules. Expanded decimal precision is offered from Sage Extended Solutions.

Sage Software Business Partners offer solutions such as custom product configuration, job shop management, recipes, scheduling, rental management, and multi-bin management.

E-commerce

E-commerce used to simply mean having a Web storefront or the ability to send or receive an EDI transmission. Today it can mean much more. Self-service portals for customers and employees can provide dramatic improvements in productivity, because your staff will experience fewer interruptions to handle routine status inquiries. The Sage MAS 90 e-Business Manager module includes the following self-service portal applets that all run on the same underlying web engine: **.store**, **.order**, and **.inquiry**. There are also Sage Extended Solutions for adding ship-to addresses and bill of materials options to the above applets. Other Sage Extended Solutions for e-commerce include **Internet.Sales** (for salespeople), **.vendor** (for vendor self-service), and **.timecard** (for Web-based time entry).

Connecting Current Processes

Once the optimum software solutions are in place, you'll want to make sure data is flowing between them to create a true end-to-end solution. Integration eliminates duplicate entry, reduces potential errors, saves time, increases data integrity, and enhances reporting and business intelligence capabilities for better decision making. Many Sage Software products connect together to create an end-to-end solution. Let's take a look at areas where interconnectivity can make your business processes more efficient.

Distribution to Accounting: Fulfilled orders and received shipments can post automatically to the receivables and payables systems, with accounting personnel having access to complete shipping information, such as package tracking numbers, serial numbers, and ship-to addresses. Credit card transactions can flow into the cash receipts system and post automatically against customer invoices.

E-commerce to Distribution and Accounting: Orders placed online can flow automatically into your fulfillment system, allowing for appropriate verification and check points. Credit card transactions can automatically flow from the Web into orders and cash receipts.

Manufacturing to Distribution and CRM:

When a production cycle is complete, you can automatically fulfill the customer orders in the distribution system. Your sales and customer service employees can query the manufacturing system for the availability of products. Your purchasing department can have access to the information about the raw materials needed for the next production run.

CRM to Accounting and Distribution: When you close a sale, your prospect becomes a customer. All the information about the prospect can flow into the customer records in accounting, and the products sold can become an order in your distribution system.

Resource Management to Manufacturing:

Employee time entries can flow into payroll, manufacturing, and projects.

If automation or end-to-end connectivity is missing from any of these areas in your organization, or one we haven't mentioned here, give us a call to discuss how we can help make your organization more efficient and profitable.

Now Is The Time To Act

As the year comes to a close and you conduct your business planning for the upcoming year, it's a great time to reevaluate potential inefficiencies in your business processes. Give us a call today to discuss your needs in creating a fully optimized end-to-end solution for your business. ☆