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Headline News

The Sage Group, plc (Sage) recently announced that it intends to resume use of the **Sage** name and mark in North America. Some of you may remember that Sage adopted the Best Software name for its Canadian and U.S. operations in 2001, after a trademark dispute with an American company. The Sage Group plans to fully adopt the Sage brand for its North American business by March 2006.

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Sales Order Previewing Version 4.1

In our last issue of **info for MAS 90* we highlighted many of the exciting new features you can expect with the upcoming 4.1 release of MAS 90® and MAS 200®. Our focus last time was core elements, this issue we'll outline the changes planned for the Sales Order module. Read on for the details.

Job Cost Integration

The single biggest change planned for the Sales Order module is integration with the Job Cost module. Hundreds of MAS 90 and MAS 200 users are already enjoying similar functionality courtesy of a Best Software Extended Solution. With the Version 4.1 release, all users can benefit from the integration, putting both Sales Order and Job Cost to work in ways you've only dreamed of.

You'll be able to assign a Job Number to an order and assign specific Cost Codes and Cost Types to each line item on the order. Several setup configuration options let you tailor the interface to your needs. For example, you can choose whether or not to post costs from Sales Order to Job Cost. Users will be unable to reference invalid job numbers and cost types on a sales order. If your company is a job shop or contract-based manu-

facturer that bills for products and services, this interface will be of particular interest to you. It allows you to use the Job Cost module rather than traditional work orders to track and manage projects. Manufacturers who now use Job Cost can make use of additional invoicing capabilities such as a down payment or fixed price invoice.

Data Entry Features

The dual-grid interface is the data entry standard for modules released in Version 4.x. Sales Order users will find that the grid provides a flexible, efficient, and customizable structure for their data entry tasks.

Users can customize both the primary and secondary screens to allow the data entry flow to match the way they work. For example, you can move less frequently used fields to the secondary grid, where they are visible, but out of the way.

The Item Description, Warehouse Code, Unit of Measure, Tax Class, and Price Level, for example, could be moved out of the primary grid and into the secondary grid.



With the Version 4.1 release the Sales Order and the Job Cost modules are tightly integrated.

Continued on Page 2

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Version 4.1 Sales Order CONTINUED

Choose to display the secondary grid beside or beneath the primary grid, whichever is more convenient for you.

A new Sales Order Personalization feature allows users to set the default values for warehouse, order type, print order, print pick sheet, ship via, or FOB fields. This simple change will not only speed data entry, but eliminate many common data entry errors.

Distribution of serial numbers will become much easier in Version 4.1, thanks to a streamlined Distribution Screen that allows users to select and allocate multiple serial numbers at once.

Security And Entry Controls

Several new security features are added to Sales Order to provide you with better control over order and invoice processing. You will optionally be able to prevent sales orders with an on-hold status from being invoiced, and can prevent new customers from being created on the fly. Inventory managers will appreciate the new control, based on the available quantity, that prevents an item from being oversold. Another control can require a manager's override for back-ordered items.

Currently, the line item warehouse code defaults from the warehouse code you reference on the sales order header. With Version 4.1, the line item warehouse code will default to the item's default warehouse, helping ensure you sell from the preferred warehouse.

StarShip users will appreciate the ability to flag a shipping address as residential, ensuring proper rate calculation and delivery.

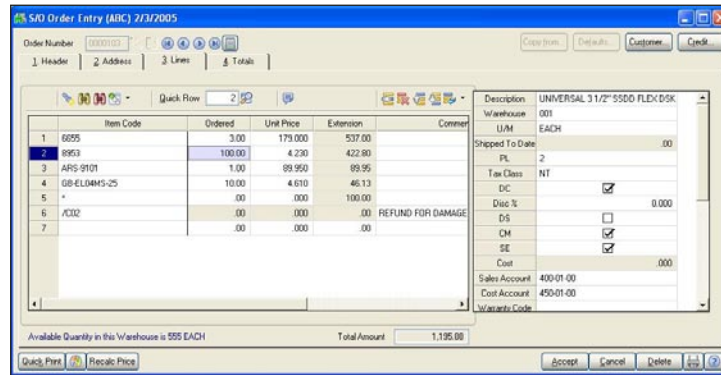
MAS 90® users frequently request the ability to validate a customer's purchase order number against previously entered purchase order numbers. In Version 4.1, as you enter a customer's purchase order number during order entry, the system will check other open orders as well as posted invoices for duplication of that number. In addition, you can look up previously entered numbers to help service a customer's request.

As you view the customer credit history window, you'll appreciate that the aging bucket totals displayed there will be dynamically calcu-

lated based on period-to-date information. This ensures your staff is making decisions based on the most current credit figures available.

Shipping Data Entry

Your shipping clerks are frequently working from a picking sheet as they perform shipping data entry. A new feature in Version 4.1 allows the shipping data entry lines to be sorted in the same fashion as the picking sheet, allowing



The flexible dual-grid entry screen allows users to move infrequently used fields to the secondary grid.

the clerk to quickly match picked items and fill orders faster than ever.

Here's another feature that will benefit StarShip users—the customer shipping address will now include a field for **Email Address**. The email address is passed along to StarShip for shipment notification purposes.

Many companies make effective use of customer memos to hold shipment and delivery instructions. If you're one of those companies, you'll appreciate that you can now access customer memos from Shipping Data Entry.

Flexibility is key to a successful shipping system, and few companies perform this task in exactly the same way. Version 4.1 will add a new **Shipping Setup Option** that will allow you to set the backorder amount for a shipment to zero, or to leave a line in an unresolved status. These options will aid companies that don't allow backorders, or that need to reprioritize available quantities among waiting orders.

Form Printing

Printing picking sheets by warehouse makes perfect sense, and MAS 90 has always had this

functionality. For companies with warehouses spread throughout the country, each responsible for their own invoicing, it may also make sense to print invoices sorted by warehouse, and Version 4.1 adds this functionality.

Currently, a maximum of three tracking numbers can be printed on an invoice or viewed from history. Version 4.1 allows for the complete list of tracking numbers associated with an invoice to be printed and viewed from History.

Companies that sell bill items will appreciate the added flexibility of being able to print **Bill of Material** bill options on the order and the picking sheet.

Auto Generate Invoices

The **Auto Generate Invoice** selection screen will now allow you to filter based on Ship Date and Promise Date to help narrow the search for the right orders to invoice. For example, customers that invoice daily can use the

Ship Date filter to select the orders that shipped today for invoicing.

Serial And Lot Number Tracking

In many industries it's crucial to identify who purchased a particular lot or serialized item. Textile distributors, for example, may need to identify from which lot number a customer last purchased in order to ensure consistency on a subsequent order. Version 4.1 adds a new **Serial and Lot Number Tracking Inquiry** that allows you to do just this.

Purge Enhancements

Version 4.1 will add a new Sales Order Purge Utility allowing you to purge obsolete orders by date and numerous other sales order attributes.

Version 4.1 is scheduled for release in late summer of 2005. We will provide additional details of this release as they become available. As always, please feel free to call us with your questions. ★