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Headline News

The August 2006 issue of *CPA Technology Advisor* magazine gave Sage Payroll Services a perfect 5-star review, calling it “truly a turnkey payroll service that delivers online services accessible on an in-house basis—the best of both worlds.” If you’d like to learn more about this outsourced payroll solution that integrates with Sage MAS 90, give us a call.



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SAGE MAS 90 SAGE MAS 200
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**The New ACT! Link
Bringing Two Favorites Together**

The new Sage MAS 90 and MAS 200 ACT! Link creates a bi-directional integration from ACT! by Sage to Sage MAS 90 and MAS 200 ERP. This link gives ACT! by Sage users real-time access to Sage MAS 90 customer-related data. A salesperson can issue a sales order or view critical customer information such as invoice history, purchase history, sales order history, return orders, and payment information directly from within ACT! by Sage. The ACT! Link brings customer accounting and inventory data into ACT! and sends opportunity data to Sage MAS 90 to become quotes and orders. It all happens in this powerful new interface; let’s take a closer look.



New tabs in ACT! by Sage give users access to the Sage MAS 90 data they need to serve customers better.

Benefits Of Integration

An integrated front and back office system can lead to greater overall efficiency and improved customer service. The ACT! Link delivers a single shared view of customers, allowing your sales, support, service, and marketing teams to service your customers without burdening the accounting department.

The improved data sharing and data integration provided by the ACT! Link reduces your

company’s overall operational costs by minimizing rekeying and the time spent hunting for answers in two separate systems.

If you are already using ACT! by Sage for your front-office employees, they can continue to work in familiar software, with the added benefit of having access to critical back office data.

If you are using a stand-alone contact management software, consider the benefits of an integrated solution. In addition to giving your salespeople the information they need, your back-office employees benefit by knowing that orders are posted accurately into

the Sage MAS 90 Sales Order module—without rekeying.

New Tabs In ACT!

The new ACT! Link automatically adds several tabs to ACT! by Sage. Each tab holds Sage MAS 90 accounting data, and displays a data grid that can be personalized and resized to suit your specific needs. You can sort the rows, and remove and reorder fields and columns. The personalization you make is specific to you, so when you access the tab again, your changes are remembered.

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The New ACT! Link CONTINUED

There's even an option to drill down into the details of the associated Sage MAS 90 data. Here's a list of the tabs added with ACT! Link:

- ▶ **Accounting Links Tab** displays all the Sage MAS 90 customer links configured for the selected ACT! by Sage company.
- ▶ **Accounting Data Tab** displays standard customer accounting information such as name, address, credit limit, and aging balances.
- ▶ **Invoice History Tab** displays sales invoice history records with line item details and lot/serial number information.
- ▶ **Sales Orders Tab** displays current sales orders and sales quotes for the selected Company (Sage MAS 90 customer).
- ▶ **Open Invoices Tab** displays current open invoices in the Sage MAS 90 Customer record.
- ▶ **Payments Tab** displays current Sage MAS 90 customer payment history information, such as date payment received and amount.
- ▶ **Return Orders Tab** displays current open return orders for the selected Company.
- ▶ **Item Sales Tab** displays current Item sales history for the selected Company.
- ▶ **Last Purchase History Tab** displays the last purchased information for the items this company bought.
- ▶ **Job Information Tab** displays current job cost information for any open jobs for the selected Company.
- ▶ **Work Orders Tab** displays all open work orders.

If one of the standard tabs does not include the information you need, you can add additional tabs to hold data specific to your company's operations.

Launch Sage MAS 90 Tasks

A Sage MAS 90 Tasks menu provides users with proper security access to many Sage MAS 90 tasks right from within ACT! by Sage to save time and keystrokes. Users may directly access the **Customer Maintenance**, **Sales Order Entry**, **Sales Quote Entry**, and **Inventory Inquiry** tasks.

The **Customer Maintenance** task displays customer information and allows you to group, sort, and filter data for use within ACT! by Sage. For example, make a group of all customers for which you are the sales representative.

The **Sales Order Entry** task launches a new sales order already populated with the customer information corresponding to the active Company record in ACT! by Sage—if the customer is not on file in Sage MAS 90, it's quick and easy to create a new Sage MAS 90 Customer.

The **Sales Quote Entry** task launches a new quote with the customer number corresponding to the active Company record in ACT! by Sage already filled in.

The **Inventory Inquiry** task makes it easy for you to look up detailed item information before creating an order, or to better respond to a customer's questions.

There's no waiting for the data to be updated—the ACT! Link works immediately to update both systems.

Opportunities To Orders

Converting opportunities to orders is quick and easy with the ACT! Link. Starting from a contact record within ACT! by Sage you'll select the Opportunities to Orders option, find the opportunity you're looking for, and click OK. Immediately and automatically, the order is created in Sage MAS 90. This works great for quick orders. For the more complex orders, you can simply launch the Sales Order Entry task to take advantage of the full power of Sage MAS 90 Sales Order. Either way, the ACT! Link will update the contact record in ACT! by Sage, ensuring you're always up to date.

Overall Flexibility

To facilitate its initial setup, the ACT! Link adds new menus within ACT! by Sage that allow you to: establish links to fields in Sage MAS 90, adjust for customizations, control when data is refreshed, and establish default settings for new companies.

A comprehensive field linking process enables you to specify precisely which fields in ACT! by Sage will be linked to which fields in

Sage MAS 90. For example, you will link the ACT! by Sage Company field to the Sage MAS 90 Customer field; and you can link the ACT! by Sage Opportunity field to a user defined field (UDF) in Sage MAS 90 Sales Order.

Linking fields is simple—you just click on the field you want to change and select a new field from the drop-down field list. Any user defined fields (UDFs) you have set up in either ACT! by Sage or Sage MAS 90 are available in the drop-down list.

These linkages are defined by Company Code, allowing you to have different configurations for each of your Sage MAS 90 companies, if needed.

If you are using ACT! for Workgroups, your users can log on at different workstations and have their own ACT! Link configuration follow them since the personalized and customized settings you establish are stored in the ACT! by Sage user record.

You can customize the ACT! Link by user type—a different configuration for sales versus customer service, for example.

Since there may not be a simple one-to-one association between a company in ACT! by Sage and a customer in Sage MAS 90, the ACT! Link allows you to associate a single company in ACT! by Sage with multiple customers in Sage MAS 90.

How To Get It

The new ACT! Link is expected to be available in early autumn. Those of you who already own the existing ACT! Link and have a current Maintenance Plan will receive the upgrade at no charge.

If you're currently running ACT! by Sage and are interested in the ACT! Link, or if you're looking for a new contact management solution and wonder if ACT! by Sage can work for you, please give us a call for details and pricing. ☆