Sage 100 ERP Newsletter

INTRODUCING SAGE FAS FIXED ASSETS 2012
The New Shape of Fixed Asset Management

Sage FAS Fixed Assets 2012 was recently released and the <u>feedback from customers</u> has been tremendous. As a component of your Sage 100 ERP system (formerly Sage ERP MAS 90/200), this fixed asset management software boasts a whole new experience and a brand new look … while maintaining the same powerful depreciation calculation engine that Sage FAS Fixed Assets is known for. Let's take a closer look.

Why Do I Need to Track Fixed Assets?

First things first … you may be asking yourself "why do I need fixed asset software?" Simply put, property tax and insurance is typically based on the value of your fixed assets like equipment, furniture, fixtures, and software. Accurately tracking the initial cost, depreciation, ongoing value, and disposition of those assets helps to ensure that you aren't overpaying tax and insurance. Oh, and it's also required by the IRS, GAAP, and Sarbanes-Oxley (SOX) regulations!

What's New in Sage FAS Fixed Assets 2012?

The first thing you'll notice is a **totally redesigned interface**. The screens have been cleaned up and better-organized which improves productivity and allows you to accomplish more in less time. Plus, new controls allow you to resize data entry screens, change the order of fields with drag-and-drop simplicity, set up shortcuts to common tasks, and a variety of other options that give you more choice and control.

The improved **Search and Replace** function allows you to find the information you need and update records faster than before. Now, you can perform "bulk edits" to make several changes to a group of assets all at once. Plus, a new "wild card" search function allows you to be less specific and still find what you need quickly.

A new **Assistance Center** connects you with tools and resources that help you take full advantage of your software including access to tips, tricks, best practices, and the ability to interact with fixed assets experts and other Sage FAS Fixed Assets customers. Lastly, an optional **Global Task Manager** is available to automate fixed asset depreciation and reporting across multiple companies.

Some Things Change, Others Stay the Same

While <u>Sage FAS Fixed Assets 2012</u> introduces some fantastic changes, some things remain the same … like the underlying calculation engine that automatically manages and updates more than 30,000 IRS and GAAP rules and more than 50 methods of depreciation (try managing all that manually or in spreadsheets!). It's also worth noting that as a component of your Sage ERP 100 system, asset purchases, depreciation entries, and other financial data **automatically update your general ledger** without duplicate data entry.

Take a peek at the new shape of Fixed Asset Management at:

<u>www.sagefas2012.com</u>

If you move inventory, you know that there are plenty of opportunities for error during the shipping process (wrong address, wrong customer, wrong item, transposed numbers, etc.). That's where automated shipping software can have a tremendous impact on your warehouse. It provides a fast and accurate way of collecting shipping data and transferring the information to your accounting system. That said, here are a few automated shipping solutions available for your Sage 100 ERP system (formerly Sage ERP MAS 90/200) … including an update for customers already using StarShip.

SmartLinc

The first shipping solution we'll look at is also the newest. SmartLinc has recently been certified as an official "Sage Endorsed" shipping solution for your Sage 100 ERP system. It provides all the benefits you'd expect from an automated shipping solution like real-time address correction, label printing, shipment tracking and history, automatic creation of packing lists and bill of lading, and more.

It's also worth noting that SmartLinc is cloud-based, which means there is no need for software to be installed at the workstation. It's accessible to anyone with the proper login credentials and an internet connection. You'll also get real-time carrier rate updates via the web so you can compare costs across multiple carriers and save some money.

Starship

Tried and true, StarShip has been the most popular shipping software for Sage 100 ERP for many years … even though Starship is no longer "officially" a Sage Endorsed Partner.

Like SmartLinc, StarShip is a complete shipping solution that offers all the features you need to automate shipping, eliminate manual data entry, print all the documents you need, and shop multiple carriers.   StarShip also prides itself on the ability to integrate with your Sage 100 ERP system allowing you to invoice orders immediately after they're shipped, quickly retrieve customer shipping data from the back office, update orders with proper freight charges, and improve efficiency and workflow between the warehouse and your accounting department.

NOTE: For customers already using Starship, you'll be happy to learn that Starship Link 2.0 is now available. It provides an updated interface with Sage 100 ERP along with a handful of new features – item-level integration, field mapping optimization, and access to user-defined fields – all of which provide even more automation and functionality.

ShipGear

Also available from the makers of StarShip is their entry-level shipping solution - ShipGear. ShipGear connects your accounting software with UPS WorldShip or FedEx Ship Manager. It supports fewer carriers which makes it fast and easy-to-implement.   ShipGear is also one of the few software applications available via the **UPS Customer Technology Program** where UPS will potentially pay for your software license which makes ShipGear a budget-friendly shipping solution.

Help Me Decide

When it comes to shipping software, there are a variety of choices to fit any need and budget. As your technology provider and business partner, we're here to help.

Contact us for information, to schedule a demo, review pricing, or discuss your needs.

"BRINGING PEOPLE AND TECHNOLOGY TOGETHER"

ti Technology Integrators, LLC

Uncovering Hidden Revenue & Cost-Savings with CRM

For years now, businesses have been watching for the Green shoots of economic recovery before investing in technology and business growth. But the fact is, what we see now may just be the new economy. And in the new economy, 'business as usual' may not cut it.

That's why many companies are investing in CRM software – like Sage CRM - that not only protects your existing customer relationships, but helps uncover hidden revenue opportunities and cost savings that have been there all along.

How Does CRM Help?

First, CRM software helps you get to know your customers better, uncover hidden cross-sell opportunities, and breathe new life into your **existing** customer relationships.

Beyond your existing customers, CRM software can also help you find and attract **new** business at a lower cost-of-sale than traditional methods where sales people are managing contacts and opportunities in spreadsheets and Outlook folders – an approach that requires more people, more administration, and more cost.

CRM Lowers the Cost of Sales

CRM software is designed to help you sell more effectively and efficiently. This is due to the fact that your sales people (and managers) have a **single point of access** to contacts, calendars, meetings, follow-up tasks, accounts, call lists, sales opportunities, pipeline reports, and everything else they need to produce more revenue per sales hour. And with automated workflow built right into the software, there's less paperwork and administration and a lot more

selling. It also means that everyone is following the same successful sales methodology and focusing on opportunities that are most likely to close.

Keep Customers Coming Back for More

For many businesses, customer relationships are more profitable **after** the initial sale … and that's where CRM comes in. You can track your customers' communication preferences (phone, email, fax, etc.), sales history, recent purchases, complementary products, and other important data that will help you deliver highly-targeted and timely follow up. In that way, CRM software helps you uncover up-sell and cross-sell opportunities and maximize the lifetime value of every customer relationship.

Integration and a Bird's Eye View

The goal of any good CRM system should be to integrate everything you know about your customers into a single location. With **Sage CRM** and **Sage 100 ERP**, you've got one less thing to think about because the integration between ERP and CRM is built right in!

Everyone who has direct contact with a customer – whether it's a sales person, support technician, or accounting staff - has up-to-date customer information on-hand. That means sales people have access to recent shipments or customer credit status without fumbling about in the accounting system. It also means that customer service or support staff is better able to resolve customer inquiries on the spot, rather than passing them to another department or promising to call back with an answer.

[Contact us](#) if you'd like to learn more about how Sage CRM can help your business uncover hidden revenue and cost-savings.