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Issue 3  
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# Sage MAS 90 and MAS 200 Newsletter

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## TAKE A PEEK AT VERSION 4.5

Just when you thought Sage ERP MAS 90 and MAS 200 couldn't get any better, Sage pulled the curtain and gave us a peek of what's to come later this year with Version 4.5. Here's what we've learned about the newest version which is currently scheduled for release late in calendar 2011.

### Accounts Receivable Goes National

Long-awaited and highly-anticipated, the new **National Accounts** feature in Version 4.5 allows you to set up branches or subsidiaries under a single "National" account record in Accounts Receivable. This makes it easier to manage large customers with multiple locations. You can send a single invoice to the parent company (or corporate office) for goods and services provided to various locations. You'll also have more meaningful reporting and analysis with multiple customers and locations consolidated into a single national account.

### Auto-Create PO from Sales Order

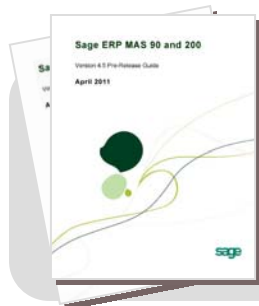
Another popular enhancement request based on [MAS 90 and MAS 200 customer feedback online](#), this new feature will automatically create a Purchase Order based on data that flows through from sales order entry. For companies that operate on a business model where they don't place an order with suppliers for until they make a sale, this will be a huge time-saver. It also reduces potential for error because there's no need to enter the same data twice (once in Sales Order and again in Purchase Order).

### Did You Catch the SQL? It's Better Than the Original

Late last year, Sage rolled out a totally new version of MAS 200 for Microsoft SQL Server. Compared to legacy versions of MAS 200 SQL v3.X, the new SQL release represents a complete overhaul of the underlying technology. Previously available only for new installations, Version 4.5 introduces an upgrade path for **current** customers. That means you can upgrade to the new MAS 200 SQL and take advantage of the speed, stability, and performance that "true" SQL Server accounting software offers.

### Enhancements to Payroll

Payroll in Version 4.5 is really getting quite a makeover. A host of new features include five additional deduction calculation methods for processing payroll, the ability to automatically perform deduction recalculations and set deductions based on earnings type, enhanced Visual Integrator importing of common time management software formats into Payroll Data Entry, and the ability to establish a minimum number of hours worked for benefit accruals.



## GET ALL THE DETAILS

[Email us](#) and we'll send you a copy of the **Version 4.5 Pre-Release Guide** for Sage ERP MAS 90 and MAS 200. This 27-page guide provides all the detail you need (including version retirement details) to prepare for the fantastic new features that are coming later this year!

# Bits, Bytes, and Updates

## FRx Financial Reporter Update

On January 31, 2011, Sage officially retired FRx Financial Reporter. To help migrate customers over to the new [Sage MAS Intelligence](#) (SMI) reporting platform, FRx users were given the equivalent SMI license(s) and/or module(s).

It's also worth noting that with Microsoft's permission, Sage is developing a utility that will decrypt proprietary FRx files. This conversion utility will allow for the recreation of similar FRx reports in your new SMI reporter more quickly and easily. It's expected that Sage MAS 90 and 200 Version 4.5 will continue to be backward compatible with existing FRx installations and reporting functionality.

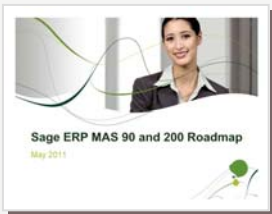
**Report Designer Guide** - [Email us](#) and we'll send a copy of the 32-page SMI Report Designer - an add-in built into Excel that allows you to design reports from raw data, build formulas, and perform What If Analysis on your MAS data.

## Extended Solutions

All Extended Solutions titles will be officially retired with the release of Version 4.5 later this year. Many of the most popular enhancements on the list of Extended Solutions have been incorporated into the core MAS 90 and MAS 200 system over the last few releases and product updates. The last of these solutions will be included in v4.5

## Product Roadmap - Looking Ahead

In May of this year, Sage updated and released the newest MAS 90 and MAS 200 product roadmap. It provides a timeline for the Version 4.5 release as well as new details available for Version 5.0 and Sage ERP MAS 90 Online - a cloud version of MAS 90 business software. [Email Us](#) and we'll send a copy of the roadmap.



## Version Retirements

Sage ERP MAS 90 and MAS 200 versions 4.0, 4.05, and 4.10, and MAS 200 SQL versions 3.72, 3.73, and 3.74, will be retired as of **September 30, 2011**. After retirement, product updates and telephone support will no longer be provided by Sage. However, customers on an active maintenance plan will continue to have access to the knowledgebase with articles about the retired versions. For more detail, refer to the [Supported Versions](#) document online.

## Product Update 5 Now Available

As a reminder, Product Update 5 for Sage ERP MAS 90 and MAS 200 is now available for download from [Sage Online](#). And be sure to contact us if you need assistance installing and updating.

### FREE LEARNING ONLINE

Did you know that Sage University ("SageU") has a YouTube channel that's chock full of free tips, tricks, and training videos to help you become more proficient with MAS 90 and MAS 200?

- Installing Sage MAS Intelligence (SMI)
- How to Modify Pre-defined Reports in SMI
- How to Post from Bank Reconciliation
- Introduction to MAS 200 SQL v4.5

These are just a few of the free and informative videos you'll find online. So go take a look today:

[SageU ERP Learning Channel on YouTube](#)

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# SUPPLEMENT: SageCRM for MAS 90 & MAS 200

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## SageCRM Version 7.1

Earlier this year, Sage announced the launch of SageCRM v7.1 which boasts a powerful new Microsoft Exchange integration and a choice of cloud, hosted, or on-premise implementation. Let's take a quick look at what v7.1 has to offer.

### Sage CRM Interactive Dashboard

This is the feature that SageCRM customers are most excited about. The new Interactive Dashboard is a customizable workspace that helps you manage your appointments, tasks, activities, and anything else you need to get your job done effectively.

As the name "Dashboard" suggests, it's a visual snapshot of the SageCRM elements that are most important to you. You can drag and drop pre-built dashboard gadgets from the SageCRM library or create your own custom gadgets for your favorite websites, RSS news feeds, top CRM reports, and more. You can also perform daily activities like sending email, scheduling appointments, and perform LinkedIn searches right from your dashboard workspace.

Check out the [SageCRM Interactive Dashboard Video](#) demo on YouTube.

### Social Media Integration

By now, you've probably discovered that Social Media has drastically changed the way people interact and engage with companies, products, and services online. That's why SageCRM v7.1 features integration with both Twitter and LinkedIn – two very important social media platforms that have a tremendous impact on how companies today are engaging customers and prospects, networking, and building meaningful business partnerships.

Download the [SageCRM and Social Media Brochure](#) to learn more about using LinkedIn and Twitter directly from within your SageCRM screens.

### Built-In Email Marketing

The new Sage E-Marketing feature offers a simple 3-step wizard that helps you execute email marketing campaigns choosing from over 90 professionally-design templates. Just select your template, choose your recipients, add a personal message, and off it goes. Then sit back as the results of your email marketing (opens, clicks, etc) are automatically synchronized back to SageCRM. You can even "clone" successful campaigns and run them again.



Go to [www.sagecrm.com/v7.1](http://www.sagecrm.com/v7.1) and take a peek at the newest version of SageCRM. And be sure to [contact us](#) to discuss the benefits of the powerful combination of SageCRM and Sage ERP MAS 90 or MAS 200.

### Sage CRM Apps & Extras

Have you visited the SageCRM Community online at <http://community.sagecrm.com>? If not, then you probably haven't seen the collection of **FREE** Apps and Extras that are available for download. Posted by members of the Sage Development and Sage CRM teams, this collection of nearly 100 downloads includes:

- HubSpot Integration for SageCRM
- Integrated Google Maps App
- Appointment and Route Planner Add-ons
- Social Media and Event Manager Add-ons

Go to <http://community.sagecrm.com>, click the "Apps & Extras", and take a look at what you've been missing!