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### Headline News

In 2011, Sage will be hosting a joint conference for both customers and Sage business partners, merging the former Sage Summit customer conference and Sage Insights partner conference.

Taking place at the Gaylord National in Washington, D.C., the event will feature partner-focused tracks July 10–13 and customer-focused tracks July 13–15. You can learn more at <http://www.sagesummit.com/>.

## Sage ERP MAS Intelligence Module

### FRx Replacement Module Produces Reports In The Familiar Excel Interface

When Microsoft announced the retirement of the FRx financial reporting software, which has for many years been included with Sage ERP MAS 90 and 200, Sage began searching for a replacement. Sage ERP MAS Intelligence has been identified as the ideal FRx replacement solution for Sage ERP MAS 90 and 200. It provides powerful and easy to use financial reporting, and it also can provide Business Intelligence across your entire system, including SageCRM and Sage Abra.

#### Power And Familiarity Of Excel

Excel has become the reporting and analysis tool of choice for accountants and executive management alike, so it made sense to choose a reporting tool for Sage ERP MAS 90 that is based on this familiar interface. Sage ERP MAS Intelligence comes with a selection of report templates to help you quickly and effortlessly produce pre-formatted reports. Then you can simply refine and expand your reports using all the flexibility and power of Excel. Sage ERP MAS Intelligence allows you to spend more time focusing on analysis and less time pulling data together.

#### Comprehensive Integration

Sage ERP MAS Intelligence is carefully integrated so that it already recognizes the data structures within Sage ERP MAS 90. The software reads your data and automatically knows your fiscal periods, chart of accounts, detail transactions, and various



types of balances. As a result, you will quickly be able to build your intelligence solution to work the way you do.

#### Informed Decision Making

The Dashboard Analysis report provides a one-page summary of key business information, featuring Top-N details on customers, items, and expenses. View information both textually and graphically to help with daily and long-term planning. In addition, comparative Profit and Loss figures are displayed for current month and financial year-to-date. You can drill down to get further insight into what makes up the numbers.

#### Components

Sage ERP MAS Intelligence is organized into several components, similar to that of

*(continued on page 2)*

## Sage ERP MAS Intelligence Module

(continued from cover)

the FRx system it replaces. The components are Report Manager, Report Viewer, Report Designer, and the Connector Module. You can mix and match the components to achieve the level of functionality you require.

### Report Manager

At the heart of the system is Report Manager. This is where you create and edit new reports, as well as filter and aggregate data. Here you will find built-in report templates that help you get a quick start using the system. There are templates for financial reports as well as Financial Analysis, Dashboard Analysis, General Ledger Transaction Details, Inventory Status, Vendor Purchases, and Customer Sales.

With Report Manager it is a simple matter to create your layout, set multilevel groupings and consolidations, and add formulas where you want them, all using intuitive selection tools. You can even use “what-if” analysis to instantly see the impact on an area of your business by changing a set of values on your reports. Report Manager includes flexible security settings to allow you to set permissions and protect sensitive data from unauthorized access or manipulation.

### Report Viewer

Report Viewer Licenses are available for staff members who need to run reports, but not create them. A Report Viewer License allows you to view existing reports, including the ability to filter data and change parameters such as date ranges. It also includes the ability to drill-down through existing reports.

### Report Designer

You can use Report Designer to author new reports. When you have a Report Designer license you can import data from external sources to be included in your reports.

### Connector Module

The Connector Module gives you access to information from multiple data sources and Sage ERP MAS 90 companies. With this module you can produce consolidated financial reports for multiple companies and connect to and report on data from other ODBC-compliant data sources, including Sage Abra.

### What's Included?

The Intelligence module will be available for customers on Sage ERP MAS 90 and 200 Version 4.4 and Extended Enterprise Suite Version 1.4. Customers on a current subscription plan will receive, at no charge as a replacement for their FRx license, a one-user license for the Sage ERP MAS Intelligence Report Manager. This license gives you the ability to:

- » Author new reports (organize, create, edit) as well as filter and aggregate data based on existing data containers.
- » Run, edit, and clone the standard report templates, including financial reports, dashboards, financial trend analysis, general ledger, sales, purchases, and inventory transactional reports.
- » Set security and permissions on all reports.
- » Connect to one company database at a time. If running two or more companies, you can redirect the software as needed to access data from your other company codes or purchase an additional Report Manager or a Connector license.

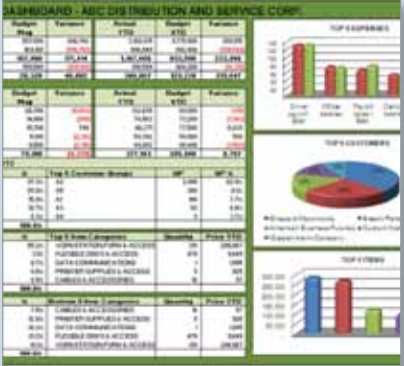
### Advanced Capability Add-ons

You can purchase the following advanced capabilities to add to the basic Sage ERP MAS Intelligence system:

- » Import/Export functionality requires the purchase of a Report Manager License, Designer Module, or the Connector Module.

- » Optional Report Scheduling requires the purchase of an additional Report Manager License, the Designer Module, or the Connector Module.
- » Connections to other types of databases or more than one company database at a time requires the purchase of a Connector Module.

**ZOOM IN** 🔍



Sage ERP MAS Intelligence comes with a graphical dashboard that provides executives with a comprehensive view of the business.

Note that because Sage ERP MAS Intelligence utilizes Microsoft Excel, you will need to have Excel 2003 or Excel 2007. In order to run the Report Designer, customers will need Excel 2007.

Sage will not include FRx in the next release of Sage ERP MAS 90 and 200 (4.5). Sage will continue support of FRx as part of previous releases, according to the published Supported Versions Policy. Please give us a call with your questions. ✨

# Sage ERP MAS 90 and 200 Product Roadmap

Sage recently published a product roadmap\* for Sage ERP MAS 90 and 200, and Sage ERP MAS 200 for SQL. In this article, we review the highlights of the roadmap, including the just-released Product Update 2 for Version 4.4.

The new Sage product strategy is to provide more value to customers with minimal disruption to customers' business processes. Sage will accomplish this through more frequent small enhancement releases, called Product Updates, and with less frequent major new-version releases.

## Product Updates

You will find top-requested customer enhancements in the new Product Updates. Sage also is incorporating the main functionality of selected Extended Solutions into the Product Updates. Extended Solutions are specialized capabilities that were previously only available as an additional purchase.

Product Updates are delivered through a downloadable file rather than a physical CD. Each Product Update is numbered according to the release that it is added to. For example, there are currently five product updates scheduled for Sage ERP MAS 90 Version 4.4.

Product Update 2 will soon be available and includes the following enhancements:

- » Electronic reconciliation of Bank Reconciliation transactions between your software and your bank.
- » Positive Pay capability helps you prevent check fraud.
- » ACH Electronic Payments.
- » Paperless Office for Accounts Payable Checks and Deposits.

Three more Product Updates are planned for Fall 2010, Winter 2010, and Spring 2011 for Version 4.4.

## Sage ERP MAS 200 SQL 4.45

The Sage ERP MAS 200 SQL 4.45

release is scheduled for the end of this year, and leverages Business Framework technology. Look for more details on this exciting new product in a future newsletter. It will include the option to purchase Microsoft SQL Server licenses from Sage, or to use MS SQL licenses that customers may already own. This release does not include data migration for current Sage ERP MAS 200 SQL users. Data migration is planned to be available with the release of Sage ERP MAS 90 and 200 4.5.

## Sage ERP MAS 90 and 200 4.5

Version 4.5 is targeted to be available in the third quarter of 2011. A highlight of the release will be additional SageCRM licensing options and improved integration. All Sage ERP MAS 90 and 200 subscription plan customers will be provided with one free SageCRM user license.

The release will incorporate a number of customer-requested enhancements and the main features and functionality of select Extended Solutions to enhance a wide range of modules, such as simpler processes for reversing everyday transactions. Also planned is the expansion of eBusiness Web Services to include the ability to Create, Read, Update, and Delete Inventory items. This release is planned to also include Sage ERP MAS 200 SQL migration

support for Version 4.3 and 4.4 customers.

## Looking Ahead

Two Product Updates are already planned for Version 4.5. In 2012, Sage will be offering a SQL version of the Sage ERP MAS 200 Payroll module that will include new features such as Employee Self Service.

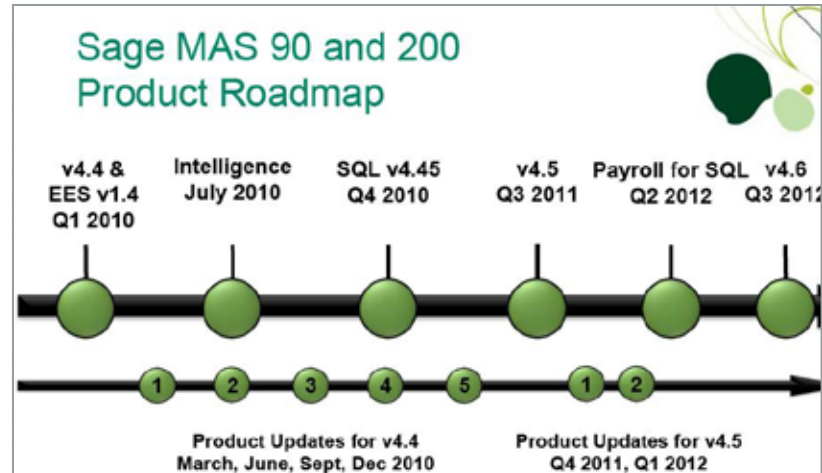
Sage ERP MAS 90 4.6 is on the Product Roadmap for the third quarter of 2012.

The Roadmap also includes a product retirement schedule:

- » Sage MAS 90 and 200 Version 3.71 will be retired as of September 30, 2010.
- » Sage MAS 200 SQL Edition Version 3.7x will be retired June 1, 2011.
- » Sage MAS 90 and 200 Version 4.0, 4.05, and 4.1 will be retired September 30, 2011.

Retirement means that Sage discontinues support of the version and will no longer provide updates to form 1099 and tax tables. If you are still running older versions, give us a call for assistance planning your upgrade.

*\*This Sage product direction roadmap should be used as a product direction guideline only, and is subject to change at any time without notice.* ✨





## IN THE SPOTLIGHT: Action Required For Payment Card Industry Compliance

New Payment Card Industry (PCI) regulations are in effect as of July 1, 2010. In a recent edition of this newsletter, we covered the new Data Security Standards (DSS) and reported that Sage ERP MAS 90 ERP software has been updated for compliance and submitted for PCI/DSS certification. However, in addition to standards for your accounting software, the standards also cover other areas of business processes. If you process credit cards, there are questionnaires you are required to complete.

### About PCI/DSS

The PCI Security Standards Council was created as a collaboration between major card brands (Visa, MasterCard, American Express, Discover, and others) to prevent credit card fraud. The first PCI/DSS standards were set in 2004 and first round of regulations released in 2005. The current compliance document was published in October 2008, and requires all organizations who process credit cards to be in compliance as of July 2010.

### Risks Of Non-Compliance

Of course you can hope that you never experience a data breach. However, if you do any time in the future and you have not gone through the steps to ensure that you comply with the standards, you could incur some major costs. Non-compliant organizations experiencing a data breach can expect to pay any and all of the following:

- » Investigation costs
- » Remediation costs

- » Non-compliance fines from each card
- » Card re-issuance costs (\$20-30 per card)
- » Ongoing compliance audits
- » Victim notification costs

Becoming compliant with the standard is a good idea in any case. It helps provide your organization with protection against fraud, offers ideas for best practices in data security, and is applicable to other audits and assessments. In completing your evaluation, you will better understand your systems and understand where data assets reside on your network.

### The Compliance Questionnaire

You can check your compliance by completing the appropriate questionnaire and then submit it to your *acquirer* as proof of compliance. An acquirer may be your financial institution or other payment processing provider. The questionnaire you need to complete depends on the number of credit card transactions you process and the method you use to process them. You can tackle this complex process on your own and find the questionnaires at: <https://www.pcisecuritystandards.org/>

An easier option is to get assistance from the experts. Sage has partnered with Trustwave to provide an inexpensive program for its Sage ERP MAS 90 and 200 customers. Trustwave is a leading provider of on-demand data security and payment card industry compliance management solutions to organizations throughout the world. The company can help you identify the correct

questionnaire and explain how to answer the questions based on your organization's situation. You can access this service at: <http://mas90-200.pci.trustwave.com/>

Sage also has a Web page where they post updated information regarding PCI/DSS compliance. It is located at <http://www.sagemasinfo.com/M90PCI/>

Please call us if you need assistance. ✨

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