

Sage MAS 90 and 200 Extended Solutions Frequently Asked Questions for Business Partners

1. What are Sage MAS 90 and 200 Extended Solutions?

Sage MAS 90 and 200 Extended Solutions were originally developed by one of Sage's leading development partners to meet the specialized needs of the Sage MAS 90 or 200 customer base. Sage acquired this library of over 1,000 titles in January 2004. Because they are so specialized, most of the individual Extended Solutions titles are currently owned by only one or two customers. The more popular titles with broader appeal, such as Paperless Office, contain features and functionality that have high market value. Those titles were evaluated and many of those features began to be incorporated into Sage MAS 90 and 200 4.3.

2. What is the go-forward plan for Extended Solutions?

Sage has made the decision to focus on continuing to build value into the base product, simplify our product portfolio, and begin phasing out Sage MAS 90 and 200 Extended Solutions. This phase-out process includes incorporating the main features and functionality of many of the top Extended Solution titles, adding market-driven features to the base product. All customers will receive the benefit of many new features with the new release and product updates as part of being on a current maintenance or support plan without the additional expense of each Extended Solution title. We'll begin delivering that additional functionality over the next several releases and product updates. Those select titles will continue to be sold until the time they are included in the base product. Since the incorporation will be our focus, we will not be bringing Extended Solutions titles up to compatibility with the 4.4 release. The remaining titles will be provided to Source Code Development Partners so they can utilize their expertise to provide the specialized solutions for Sage MAS 90 and 200 customers. **Combined, the above actions cover 96% of all titles and 75% of all customers. We hope you will support us by carrying through messaging that this is a great start to Sage's goal of continuing to build value into the base product and simplifying our product portfolio.**

3. How do I know which of the Extended Solutions title(s)' main features and functionality will be included in the core Sage MAS 90 and 200 products over the next few releases or product updates, and which will be available to customers only through me, working with Development Partners?

The main features and functionality of the titles that have broad market value, such as ACH Electronic Payment for Accounts Payable, will be incorporated into the core product over the next few releases and product updates. Please refer to the most current Extended Solutions information published on SageMAS.com to see the titles that have been selected for incorporation:

http://www.sagemas.com/products/sagemas90_mas200/extended_solutions

4. What about Extended Solutions titles that are no longer shown on the SageMAS.com Sage MAS 90 and 200 Extended Solutions Web page?

Extended Solutions titles that are no longer shown on the Extended Solutions page on SageMAS.com have been retired. You have several options that you'll be able to use to meet specialized needs of Sage MAS 90 and 200 customers. You may determine that their needs can be met using the enhanced customization and scripting tools built into Sage MAS 90 and 200 4.4 Customizer. These tools can be used to provide customers with

customizations that survive upgrades, so the customizations do not have to be reapplied to or recreated in a new release. In many cases, you'll be able to create the modifications at your office, export them, and e-mail them to the customer to import. This will help streamline your deployment, reduce the time spent on this type of custom work, and allow you to do more with your development staff. If their needs surpass the abilities of those tools, you may decide that the best solution is to engage a Sage Development Partner, who can design product modifications outside of those parameters.

5. **What drove the selection of the features and functionality of the titles?**

Sage went through a careful and thorough evaluation of the Extended Solutions library, using a wide variety of criteria, including new sales for FY08 and 09, market value of the features, the popularity of the titles with customers on plan, enhancement requests for similar features, and more.

6. **What options do I have to meet the needs of Sage MAS 90 and 200 customers?**

In Sage MAS 90 and 200 4.4, some customers will find that the features and functionality of their Extended Solutions titles are now included in this release because of the conversion of more modules to the Business Framework. If customers continue to require their Extended Solutions features and functionality as you move them up to the 4.4 release, they will be able to work with you to decide on their course of action among several options:

- Utilize enhanced Customizer—Custom Office and Scripting Tools
- ALE—Advanced Lookup Engine customizing
- Sage Development Partners

7. **Will customers on a maintenance and support plan who own retired titles receive any additional benefits?**

Those customers who own Extended Solutions titles that have been retired will continue to receive Compatibility and Product updates for Sage MAS 90 and 200 version 4.3, and Extended Enterprise Suite versions 1.0, 1.1, 1.2 and 1.3, until 11/1/2010. Customers on Plan will continue to receive Customer Support for their titles as outlined in their Plan until 11/1/2010. Year End updates will be provided for Extended Solutions titles on version 4.3 through year end 2009.

Customers not currently on version 4.3, but who have plans to upgrade, will be able to request their Extended Solutions 4.3 title updates through the Sage Sales Advisor team until 11/1/2010.

8. **Will customers on a maintenance and support plan who own titles that are not yet retired receive any additional benefits?**

Those customers who own Extended Solutions titles that have not yet been retired will continue to receive Compatibility and Product Updates for Sage MAS 90 and 200 version 4.3 and Extended Enterprise Suite 1.3 until the main features and functionality of those titles are incorporated into the core product. Customers on Plan will continue to receive Customer Support for those titles until their main features and functionality are incorporated into the core product.

Year End updates will be provided for those Extended Solutions titles until their main features and functionality are incorporated into the core product.

Customers not currently on version 4.3, but who have plans to upgrade, will be able to order their not yet retired Extended Solutions 4.3 title updates through the Sage Sales Advisor team until their main features and functionality are incorporated into the core product.

9. How will Sage MAS 90 and 200 customers get a 4.4-compatible version of an Extended Solutions title?

Several options are available. We will recommend to customers that they contact you to determine which one is right for them. Then you may determine that you can meet their specialized needs using the built-in Sage MAS 90 and 200 4.4 customization and scripting tools in Customizer. These tools can be used to provide customizations that survive upgrades, so the customizations do not have to be reapplied to or recreated in a new release. You may be able to create the modifications at their office, export them, and e-mail them for import, which will streamline deployment and reduce the cost of custom work. Also, one of our Development Partners can be engaged to design product modifications outside the parameters of the built-in Sage MAS 90 and 200 tools. A list of Extended Solutions Preferred Development Partners is posted on the PFC.

10. How do Customers find a Sage MAS 90 and 200 Development Partner?

Customers would contact you for a reference to a Sage MAS 90 and 200 Development Partner who will be able to meet their needs. A list of Extended Solutions Preferred Development Partners is posted on the Partner File Center.

11. Do Sage MAS 90 and 200 Development Partners specialize in specific types of solutions, titles, or groups of titles?

Some Sage MAS 90 and 200 Development Partners specialize in specific vertical solutions. Contact your Sage Sales Advisor for assistance in locating a Development Partner who is best suited for any specific customer's needs.

12. How long will you continue to support the existing Extended Solutions titles?

Sage will continue to support the Extended Solutions titles whose main features and functionality will be incorporated into the core product over the next few releases and Product Updates, until such time they are incorporated. Those titles will be available in a version compatible with Sage MAS 90 and 200 v4.3 and Extended Enterprise Suite 1.3.

13. Can I get access to the old Extended Solutions Directory to use as a reference?

The old Extended Solutions Directory has been relocated, and should be used for your reference only. This URL should NOT be provided to customers. For access to the old directory, click [here](#).

14. What is the estimated timeline for incorporation of the main features and functionality of the selected Extended Solutions tiles?

The current estimated roadmap for incorporation of the main features and functionality of the Extended Solutions tiles is shown below. Our goal is to incorporate each title in a holistic way so that it delivers a superior customer experience for all Sage MAS 90 and 200 customers. We carefully review each ES title's functionality to determine if we need to further enhance or improve it to make it applicable for all of our customers.

Please remember that this Sage product direction roadmap should be used as a product direction guideline only, and is subject to change at any time without notice.

Extended Solution Title	ES Title Number	Estimated Date for Incorporation*	
A/R Enhanced Invoice History Search	AR-1027		
Cash Receipts Entry By Invoice Number	AR-1200		
Job Status Posting Control	JC-1046		
Automatic Earnings Code Maintenance By Employee	PR-1018	4.4 PU1	March 2010
Enhanced Quick Print	SO-1035		
Enhanced Customer PO Number Validation	SO-1096		
Authorized Purchase Control by Customer or State	SO-1271		
ACH Electronic Payment For A/P	AP-1063		
Paperless Office: A/P Checks & Dir. Deposit Stubs	AP-1095	4.4 PU2	June 2010
'Positive Pay' Export	BR-1004		
Bank Reconciliation Import	BR-1005		
Customers with National Accounts	AR-1068	4.4 PU3	September 2010
Price Level By Customer/Product Line	SO-1005		
Contract Pricing By Valid Date	IM-1069		
Additional Pricing Tiers for Item Pricing	IM-1097	4.4 PU4	December 2010
Customer Discount Rate by Line Item	SO-1069		
Item Pricing By Total Quantity	SO-1173		
Distribution Table For Invoice Entry	AP-1043		
Additional Check Printing Sort Option	AP-1077		
Multiple Company Aged Invoice Report	AP-1101		
Multiple Company Bank Reconciliation	BR-1002		
Security For Inventory Inquiry	IM-1111	4.4 PU5	March 2011
'Inactive' Item Designation	IM-1244		
Background Color by Company Code	LM-1028		
Enhanced Faxing for Paperless Office	LM-1033		
Enhanced Batch Processing	SO-1100		
Back Orders Allowed By Customer	SO-1269		
Retain Paid Invoices for 9,999Days	AP-1076		
35 Option Categories	BM-1042		
Purchase Orders Created From Sales Orders	PO-1020		
Invoice Creation In SO From PO Receipts	PO-1086		
Bill Option Description and Price On SO Forms	SO-1092	4.5	Q3 2011
'ON DEMAND' Sales Order Fill Report	SO-1099		
Lot/Serial Distribution Entry From Sales Order	SO-1175		
Auto Generate Purchase Orders from S/O Entry	SO-1489		
Work Order Integration with 35Option Categories	WO-1032		

Invoice History Edit	AR-1070		
'Physical Count' Entry By Ticket Number	IM-1119		
Item Sales History	SO-1023		
Ship To/Ship Via by Line Item	SO-1067	4.5 PU1	Q4 2011
Sliding Scale Commissions By Items	SO-1095		
Commission Rate Table by Salesperson/Customer/Item	SO-1354		
Maintain Split Commissions by Customer	SO-1417		
Vendor Name on Job Cost Transaction Report	JC-1005		
Full Item Descriptions	JC-1009		
Deduction Calculation Based On Earnings Type	PR-1015		
Payroll Data Entry Import Utility	PR-1031		
Prevailing Wage Rate by Labor Code	PR-1042	4.5 PU2	Q1 2012
Tax And Deduction Liability Check Generation	PR-1064		
Additional Deduction Calculation Methods	PR-1067		
Enhanced Benefit Accrual	PR-1091		
Deduction Recalculation in Payroll Entry	PR-1116		
Enhanced Sales Order Integration with Job Cost	SO-1530		
Expanded Numeric Mask for Price/Cost/Quantity	AR-1056		
Expanded Mask For Quantity/Cost	BM-1005	4.6	Q3 2012
Expanded Numeric Mask For Price/Cost/Quantity	IM-1114		

**** This Sage Extended Solution incorporation information should be used as a product direction guideline only, and is subject to change at any time without notice. This schedule is based on current development capacity and may be accelerated.***

15. How do customers purchase the Extended Solutions titles that have not been retired?

Customers should follow the same procedure used for a Sage MAS 90 and 200 ERP purchase.

16. For the Extended Solutions titles that are available for purchase, are they available for all supported versions of Sage MAS 90 and 200?

Extended Solutions titles will not be sold for versions prior to 4.3. Sage will continue to sell the titles that have not been retired for version 4.3 only. You will need to work with a Sage Extended Solutions Development Partner to bring the title up to Sage MAS 90 and 200 4.4 and for Extended Enterprise Suite 1.4. .

17. Once the main features and functionality of an Extended Solutions title is incorporated into the core product, will Sage continue to sell that title?

Sage will continue to make the selected Extended Solutions titles available for version 4.3 only until the main features and functionality of the titles are incorporated into the product. Versions of those titles prior to 4.3 will not be sold.

18. Is Sage selling any of the retired Extended Solutions titles?

Sage is no longer selling retired Extended Solutions titles. Sage has made the source code for those titles available to Sage Source Code Development Partners. For more information, refer to the list of Sage MAS 90 and 200 Extended Solutions Preferred Development Partners posted on the Partner File Center.

19. For on-plan customers who are on a version of Sage MAS 90 or 200 prior to 4.3, will they be able to get an Extended Solution bundle that is compatible with the current service update?

Sage will provide an Extended Solution bundle for on plan Sage MAS 90 and 200 customers that is compatible with the current service update level for their version of the software, for versions shown on the current Sage MAS Supported Versions document.

20. Could you please clarify the November 1, 2010 deadline for retired Extended Solutions titles?

Customers not currently on version 4.3, but who have plans to upgrade, will be able to request their retired Extended Solutions 4.3 title updates through the Sage Sales Advisor team until 11/1/2010. Sage will no longer correct defects, or provide year end payroll changes for any retired Extended Solutions titles after 11/1/2010.