

Sage ERP MAS 500

Save time | Do more | Grow faster



WHAT'S NEW IN SAGE ERP MAS 500 7.4?

INSPIRED BY YOU – IMPROVEMENTS FOR ALL

Sage ERP MAS 500 Version 7.4 focuses closely on providing value to every part of your business, leveraging the latest in Microsoft® SQL Server and .Net technology, reducing total cost of ownership, and improving usability. From Core Financials, insights and analytics to Replenishment, Distribution and Manufacturing, Sage ERP MAS 500 Version 7.4 is loaded with new features and improvements. Features and functionality include some of the most requested customer enhancements; improve flexibility and accuracy in costing and materials management; simplify and improve posting routines; provide easier access to key data; and deliver many other usability improvements.

The list of 7.4 enhancements is led by reporting, deployment, usability and analytics improvements designed to put your business critical information on your desktop or mobile device anytime, anywhere. Additionally, the new web capabilities in version 7.4 make it easier for your customers and remote staff to place and track orders online with 24/7 access from any location with internet access.

INTELLIGENCE, ANALYTICS AND WEB CAPABILITIES

SAGE ERP MAS INTELLIGENCE

Sage ERP MAS Intelligence, originally introduced as a replacement for the retiring Microsoft® FRx financial reporter, offers a powerful and easy-to-use graphical interface to create custom financial and management reports. Get up and running sooner with out-of-the-box reports. Use the automation capabilities to deliver reports and sophisticated, customizable dashboards when you need them without user interaction. And, you can even access data from sources outside Sage ERP MAS 500 for complete up to the minute insight to every aspect of your business.

BENEFITS

View key performance indicators anywhere, anytime with advanced intelligence, analytics, and web capabilities

Improve productivity and customer satisfaction with simplified customer returns

Increased flexibility and accuracy with override capabilities and new options for vendor selection, landed costs and unit of measure conversions

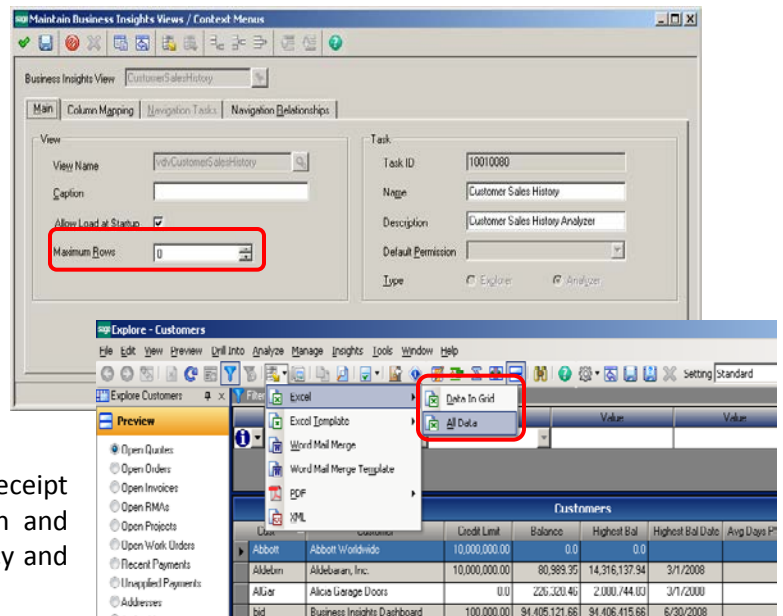
Reduce down time and simplify staging and posting with preferred bins, backflush material issues, production and progress returns, and redesigned posting process

Get the most from your software investment with the latest technology platforms

BUSINESS INSIGHTS EXPLORER

Version 7.4 delivers improved functionality as well as new standard views to help you access and analyze your data more efficiently with new features including:

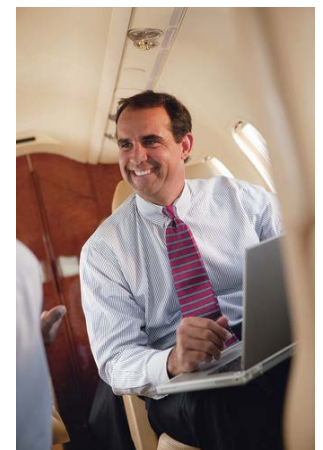
- **New** Top “N” capabilities and improved performance using the Maximum Rows parameter to display top customers, vendors, or items.
- **New** export options that allow you to export only the data displayed in the grid or all data, to either Microsoft® Excel or PDF.
- **New** Landed Costs Transactions view in Receipt of Goods that provides detailed allocation and costing information to improve the accuracy and flexibility of total cost of goods received.
- **New** Unit of Measure view in Inventory Transactions that provides visibility to conversion calculations.



EBUSINESS SUITE FOR SAGE ERP MAS 500

Version 7.4 heralds the introduction of new web capabilities to replace the retired eCustomer, eSalesforce, and eOrder modules with eBusiness Suite for Sage ERP MAS 500. The eBusiness Suite solution serves as a B2B and B2C interface as well as a sales team, CSR and remote location alternative interface to Sage ERP MAS 500. This intuitive extension to Sage ERP MAS 500 in the form of a browser based solution empowers your customers, salespeople and customer service representatives to increase their efficiency and productivity in order to boost sales.

- Customers, salespeople and customer service representative can use your on-line store to place orders and get accurate and up to the minute information about items, prices, inventory, account status and expected delivery dates.
- Fully compliant Credit Card processing capabilities enable payment processing through the integration with the Sage ERP MAS 500 Credit Card module in version 7.4.
- B2B and B2C capabilities allow you to conduct internet transactions that best fit your business need.
- When functioning as a remote interface for Sage ERP MAS 500, users can view customer orders, shipments, invoices, payments and back-orders, making it the ideal solution for salespeople or customer service representatives who require a comprehensive overview of customer accounts to respond quickly to customer requests and follow up on orders or payments due.
- Advanced filtering capabilities limit access such that a salesperson or customer service representative views only their own accounts, items or product lines.
- eBusiness Suite also offers streamlined RMA entry and Autoship functionality.



ACCOUNTS RECEIVABLE IMPROVEMENTS

Overpayments and customer refunds pose a special challenge in any business. Tracking overpayments and the resulting negative balance is an important feature in any business management software. Overpayments need to be clearly identified and included in customer inquiries and statements as well as on receivables reports. And ultimately, when there is no other option than to cut a refund check that process needs to be as painlessly as possible. NOW IT IS!

OVERPAID INVOICES

Version 7.4 allows you to record a customer's overpaid invoice in either Cash Receipts or Apply Payments and Memos, then track and apply the negative balance just as you would a credit memo. The overpayment is tracked using the original invoice number for easier identification and you can view the overpayment from Print / Re-Print Invoices, the Ledger tab in Customer Status, on customer statements, and on the AR Aged Receivables and AR Trial Balance Reports.

Tran ID	Application	Tran Date	Due Date	Amount	Discounts	Balance
000000062-IN		02/07/2007	03/09/2007	11,076.00	0.00	11,076.00
	002-CR	02/28/2007		-11,076.00	0.00	0.00
	002-RV	02/28/2007		11,076.00	0.00	0.00
002-CR		02/28/2007		-11,076.00	0.00	0.00
0000001008-IN		01/20/2008	02/19/2008	4,491.90	0.00	253.20
	1022-CR	06/30/2008		-4,238.70	0.00	0.00
0000001009-IN		01/20/2008	02/19/2008	4,784.85	0.00	-976.45
	1022-CR	06/30/2008		-5,761.30	0.00	0.00
0000000970-IN		03/06/2008	04/05/2008	7,151.37	0.00	1,151.37
	93849-CR	06/02/2008		-5,000.00	0.00	0.00
	38979879-CR	06/02/2008		-1,000.00	0.00	0.00
0000001050-CM		03/21/2008	03/21/2008	-253.20	0.00	-253.20
0000001049-IN		04/18/2008	05/18/2008	4,704.75	0.00	4,704.75
2563-CR		06/05/2008		-450.00	0.00	-450.00
0000001082-IN		06/12/2008	07/12/2008	2,430.00	0.00	0.00
0000001083-IN		06/12/2008	07/12/2008	13,912.69	0.00	0.00
0000001085-IN		06/12/2008	07/12/2008	39,973.50	0.00	0.00
	5120-CR	06/05/2008		-9,277.00	0.00	2,430.00

CUSTOMER REFUNDS FROM CASH RECEIPTS

Customer Refunds in version 7.4 are as easy as 1, 2, 3. Instead of accessing multiple modules with numerous steps, you can now accomplish the entire task in Enter Cash Receipts.

1. Designate the type of refund you wish to issue.
2. Select the invoices, debit memos, overpayments and credit memos you want to use.
3. Print the refund check directly from the Process Cash Receipts panel.

It's as simple as that. You can enter a check number to record a hand written check or leave the check number blank to issue a system generated check. Either way, the process is simple and straight forward. A check register is included in the posting reports for audit purposes.

1

2

3

SALES ORDER IMPROVEMENTS

Negative line items have been prohibited on Sales Orders in Sage ERP MAS 500. Many of you expressed the need to be able to include a negative line item on a sales order to track coupons, rebates, purchasing incentives, or other non-inventory items. Version 7.4 introduces the ability to include those line items for whatever your business demands. Simply select the non-inventory item, enter the quantity ordered as a negative value, and Sage ERP MAS 500 takes care of the rest.

	Item	Qty Ordered	UOM	Unit Price	Sales Amt	Delivery
1	RocketTax	1	Each	149.990	149.99	Ship
2	QuickTax	1	Each	159.000	159.00	Ship
3	Training	-1.0000	Each	150.000	-150.00	Ship

REPLENISHMENT IMPROVEMENTS

Inventory Replenishment – whether you use Replenish Inventory or Material Requirements Planning (MRP), balancing the quantity on hand to meet all of your demand without overstocking requires flexibility and accuracy. Add to that the recent economic challenges and tighter margins - and poor inventory management can bring a company to its knees.

Sage ERP MAS 500 Version 7.4 includes key enhancements to replenishment and procurement tasks that allow greater flexibility, and improve costing capabilities to ensure you can take advantage of the best cost available and capitalize all of the costs associated with just in time stock management.



BUYER AND VENDOR OVERRIDE CAPABILITIES



Prior to Version 7.4, buyer and primary vendor selection as required fields in Warehouse Replenishment determined the buyer and vendor selection on Suggested Orders in Process Replenishment Orders or MRP. This requirement resulted in many companies either not utilizing the replenishment capabilities available, or artificially creating purchase product lines for each buyer and vendor rather than by logical product grouping.

With the improved functionality in Version 7.4, the buyer and primary vendor are no longer required fields in Warehouse Replenishment. Buyer and Primary Vendor selection can now be determined in any the following ways:

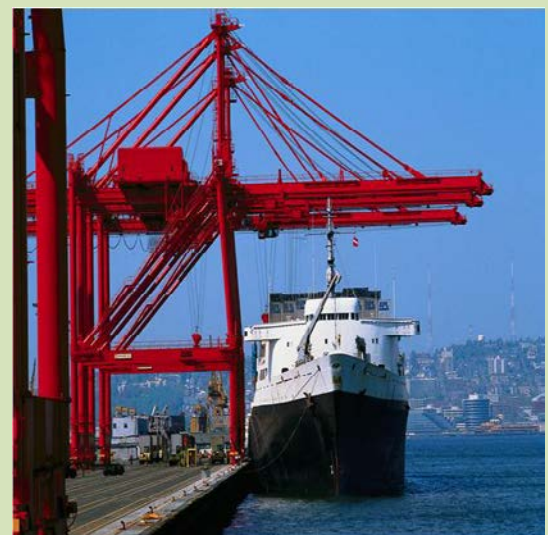
- Select in Set Up Warehouse Replenishment by Purchase Product Line and Warehouse
- Override or select in Maintain Inventory for individual items
- Override or select on an individual Suggested Order in Inventory Replenishment or MRP

Once implemented, Sage ERP MAS 500 Version 7.4 allows you to shop for the best price and delivery, and auto-generate Purchase Orders for the vendor that best meet your demands.

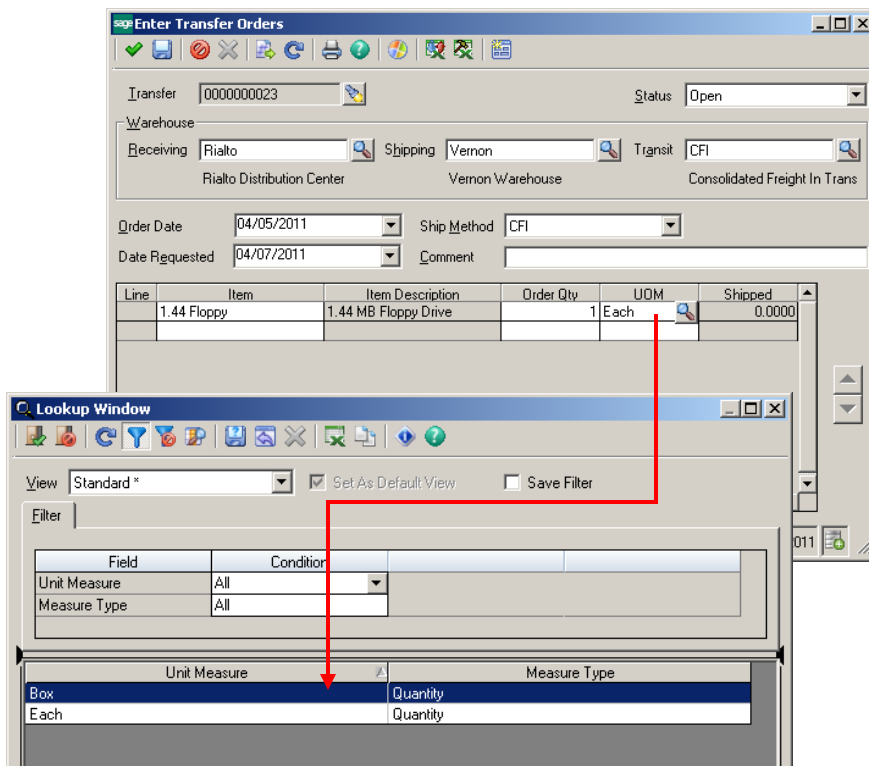
LANDED COST IMPROVEMENTS

Bringing stock in to your warehouse often includes additional costs not invoiced by the vendor. Furthermore, it is often preferable to include the freight costs billed by the vendor in the item cost rather than absorb those costs as a direct expense. Sage ERP MAS 500 Version 7.4 adds options and tasks to improve the accuracy of those costs while adding flexibility and making it easier to create, apply, and override costs during Receipt of Goods. Take advantage of improvements like:

- **New** option to apply freight to items in Set Up AP Options and Set Up PO Options.
- **New** flexibility to establish landed costs independent of a vendor or item.
- **New** options in Set Up Landed Costs to establish the type of landed cost, whether to apply to an individual line or an entire receipt, and the allocation method.
- **New** allocation methods for costs applied to an entire receipt by percentage of total cost, quantity, weight, volume, or manual.
- **New** Enter Landed Cost task in Enter Receipt of Goods to create, apply, or override the Landed Cost code, allocation method, or cost.



UNIT OF MEASURE IMPROVEMENTS



Flexibility and reliability in unit of measure conversions are vital to effective inventory management. Decimal precision on fractional quantities can cause errors and frustration during picking, shipping, and inventory cycle counts. The unit of measure (UOM) used to purchase an item does not always match the UOM used in the warehouse, on the production floor, or the way a customer purchases the item. So ... in distribution and manufacturing, unit of measure conversions are a way of life and the accuracy and flexibility in determining the UOM that's used and the calculation of the conversion are critical to the success of your business.

In version 7.4, Sage ERP MAS 500 delivers a whole new approach to how UOM conversions are calculated, stored and displayed. Key improvements include:

- **New** optimized SQL data type with expanded decimal precision in data storage minimize rounding errors
- **New** user defined rounding methods for base units of measure add flexibility and improve accuracy
- **Improved** conversion factor assignment to avoid infinite decimal precision calculations
- **New** retention of conversion factors with transaction records improve tracking
- **New** "Auto adjustments" to prevent "invisible" quantities
- **Improved** physical count transactions store quantities in both expanded and displayed decimal precisions to improve accuracy
- **New** option to choose an alternate unit of measure beyond the Standard increases flexibility on various reports
- **New** ability to perform transfers in any unit of measure makes workflow easier
- **New** Unit of Measure Business Insights View provides visibility to conversion calculations



MANUFACTURING IMPROVEMENTS



Manufacturers share many of the requirements expressed by distributors regarding the need for flexibility and reliability in the procurement process and the need for accurate quantities based on reliable unit of measure conversions. And yet, beyond those features manufacturers need features specific to the manufacturing process. They need production operations to run smoothly, with minimum down time at maximum efficiency to manage costs and deliver finished goods on schedule.

Improvements in Sage ERP MAS 500 Version 7.4 include new features and tasks to address manufacturers' unique requirements.

MANUFACTURING PREFERRED BINS

When the staging area is empty, the production line comes to a screeching halt! Sage ERP MAS 500 Version 7.4 includes capabilities to help avoid downtime due to inefficient materials staging ... specifically, the ability to define manufacturing specific bin preference. In prior versions, bin preferences were defined that applied to both distribution and manufacturing picking. For many, a single preference is sufficient. However, for manufacturers whose parts are also distributed as replacement parts or stand-alone stock a single preference may not be enough.

The screenshot shows the 'Maintain Inventory' window with the following details:

- Warehouse: Vernon
- Item: 1.44 Floppy
- Tab: Inventory Control
- Section: Picking and Shipping
 - Pick Method: Minimize Picks
 - Pick One Lot Only
 - Pick From Preferred Bins First
 - Show Available Lots on Pick List
 - Print One Pick Line Per Serial Number
 - Ship Complete
 - Close SO Line On First Shipment
- Section: Distribution Preferred Bins

Preference	Bin	Location
1	01-02-Shell2	Zn1Lv1252
2		
- Section: Manufacturing Preferred Bins (highlighted with a red box)

Preference	Bin	Location
1		

In Version 7.4, we added the ability to choose. You can continue to use the same bin preference for both distribution and manufacturing, or establish distinct preferences based on usage. You can maintain distinct bins just for materials demand so that your production floor is never in the position of running out of raw materials, and maintain a separate supply just for distribution.



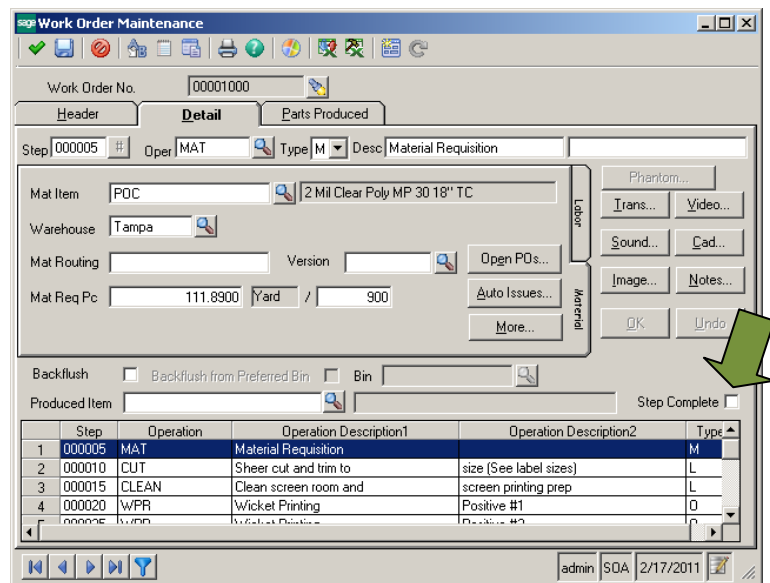
WORK ORDER STEP COMPLETE FLAG

The replenishment calculation for manufacturers must account for materials committed to work orders in progress. But what happens when plans change? It is not uncommon for manufacturers to find themselves in the position of not using all of the planned materials on a step, either due to a cancellation or change in the ordered quantity for the finished good or in some cases due to improved usage during the manufacturing process. In other instances, it may be more expedient to include various options on a single routing and only issue materials based on the configuration of the specific order. In any case, there is a need to clear those outstanding material quantities from the replenishment calculation. A **new check box** in version 7.4 allows you to do just that.

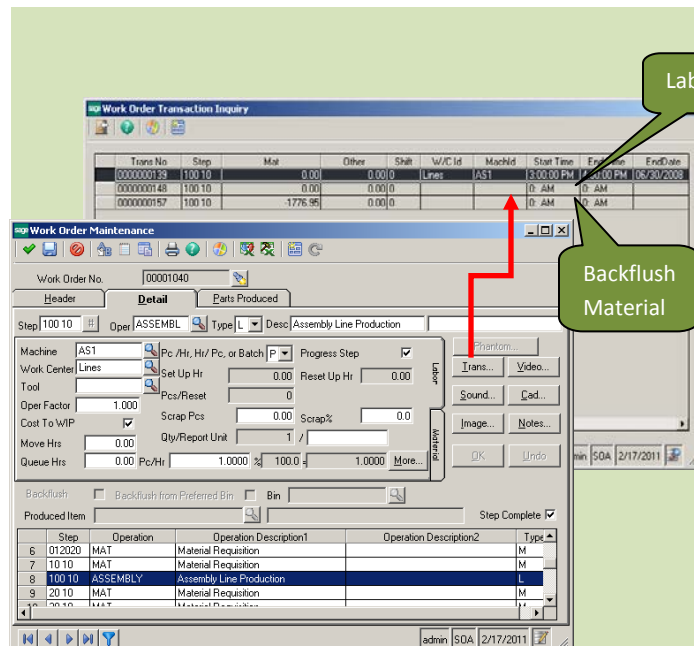
The Step Complete flag in Work Order Maintenance:

- Marks the step complete
- Relieves any outstanding quantities associated with the line from the replenishment quantity required for work order

Now replenishment calculations are as accurate as they need to be so that just the right materials are on hand without costly overstocking.



BACKFLUSH FROM BIN TRACKED WAREHOUSES



The ability to backflush material issues is the preferred method for many manufacturers due to its simplicity and timesaving advantages, especially in production environments with short turnaround times. The ability to track materials in a warehouse with bin tracking enables picking options to streamline the staging process. The challenge has been how to implement material backflush in bin tracked warehouses. Version 7.4 addresses that challenge in conjunction with the ability to assign manufacturing bin precedence. Manufacturers can now backflush materials from bin tracked warehouses once at least one preferred bin is identified, as long as the item is neither lot nor serial tracked. Enjoy the time savings and simplicity of backflush AND the picking efficiencies of bin tracking.

PRODUCTION ENTRY AND PROGRESS ENTRY RETURNS

Mistakes are a reality of life in any business. The ability to quickly recover from mistakes is a key factor in maintaining productivity and minimizing down time in a production environment. Version 7.4 introduces two new tasks to make recovery from errors less time consuming and more accurate.

Production Entry Returns – The NEW Production Entry Returns task uses the familiar Production Entry interface to reverse the quantities produced out of inventory and return materials issued back to inventory all in one task. This simplifies the process while ensuring the accuracy of the reversal all at the same time.

Progress Entry Returns – The NEW Progress Entry Returns task also uses an interface familiar to the user to reverse the finished goods quantity out of stock, reverse backflush transactions and reopen steps completed during the Progress Entry task. This simplifies the process and reduces the effort. The new task provides an intuitive method to adjust for the incorrect entry while enabling the capability to re-enter the correct information quickly and seamlessly.

Production Entry Returns

Production Entry

Entry No. Entry Date

Employee Name

Original Employee Name

Item

Whse

Quantity Scrap Pcs Bir

Comment

Step	Operation	Operation Description	Type	Material Item	Work Center	Machine	QTY Req

admin SOA 6/30/2008

Progress Entry Returns

Transaction No. Employee

Original Employee

Work Order No.

Trans Date Warehouse

Comment

Quantity	Scrap Pcs	Report Unit	Start Time	End Time	TOT Hrs
0.0000	0.0000		0:00	0:00	0.00

admin SOA 6/30/2008

MANUFACTURING POSTING IMPROVEMENTS

We heard from many in the manufacturing industry that the manufacturing posting process could be confusing, complex and time consuming. Further, we heard from back office staff that month end reconciliations between the Inventory Management sub-ledger and the associated asset accounts in the General Ledger we complicated in no small measure by the inconsistency in posting and transaction dates for manufacturing transactions. The new Post MF Transactions task in Sage ERP MAS 500 Version 7.4 addresses both of those concerns. This new task:

- Arranges all the disparate Transaction Types on a single consolidated panel
- Includes filtering criteria to narrow the selection to just the transactions you want to post
- Automatically creates posting batches grouped by date to ensure they tie out to the General Ledger journal date
- Provides a review panel so that you can verify your selection prior to proceeding with posting

Delight your production staff and your back office with the brand new Post MF Transactions process!

The screenshot shows the Sage MAS 500 Desktop Enterprise Edition interface. The main window is titled "Post MF Transactions" and is set to "Standard" settings. It features a "Select Transactions" table and a "Filter Criteria" section.

Post	Journal	Unposted	Selected
<input checked="" type="checkbox"/>	Material/Outside/Other	5	5
<input checked="" type="checkbox"/>	Labor	9	9
<input checked="" type="checkbox"/>	Progress	19	19
<input checked="" type="checkbox"/>	Job Completion	5	5

Filter Criteria: Available Transaction Dates From 6/2/2008 To 6/30/2008

And/Or	Column	Operator	Value	Value
<input type="checkbox"/>	Work Order	All		
<input type="checkbox"/>	And Warehouse	All		
<input type="checkbox"/>	And Routing	All		
<input type="checkbox"/>	And Version	All		
<input type="checkbox"/>	And MF Item Class	All		
<input type="checkbox"/>	And			

Register Message: []

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TECHNOLOGY ENHANCEMENTS

Beyond the improvements previously discussed in web technology, analytics, and reporting capabilities – Version 7.4 delivers significant updates in compatibility with the latest version of underlying platform components, including:

- Crystal Reports® XI R2 (v11.5)
- Microsoft® Office 2010
- Updated third-party controls
- Visual Studio 2010
- .Net Framework 4.x
- Microsoft® SQL Server 2008 R2

Your IT department and your desktop users can now take advantage of the latest advancements in reporting, development and usability tools in tandem with Sage ERP MAS 500 to get the most out of your software investment.



SUMMARY – SAGE ERP MAS 500 VERSION 7.4 DELIVERS END-TO-END VALUE



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