

# Sage MAS 90 and 200 ERP



## What's New in Sage MAS 90 and 200 4.4?

### Something for Everyone in 4.4

Based on the solid foundation that Sage MAS 90 and Sage MAS 200 ERP solutions have continued to build on for over 20 years, our latest release provides something for everyone. From Core Financials and Project Management to Distribution and Manufacturing, Sage MAS 90 and 200 4.4 is loaded with features. You can work even more efficiently the way you want to with new features and enhancements focused on workflow and business process, especially in the inventory management, purchase order, bill of materials, and bar code areas of the system. Features and functionality in Sage MAS 90 and 200 version 4.4 include some of the most requested customer enhancements, and incorporates more personalization options, increasing flexibility in data entry and report creation, easier access to data, and many other usability improvements.

The list of 4.4 enhancements is led by the ability to use expanded fields, additional customization tools, more Business Insights Explorer views, personalized report settings, and the ability to perform more efficient inventory counts. To help you drive efficiency, moving up to the new version can now be done with more control and at much greater convenience to your company, so you won't need to interrupt your daily operations and normal workflow in order to upgrade. Many of the enhancements are business process specific—resulting in streamlined workflows and improved everyday operational value.

### Conveniently Move Up to the Current Release

Parallel Migration allows you to migrate to 4.4 from previous versions of Sage MAS 90 or 200 (versions 3.71, 4.0, 4.05, 4.10, 4.2, or 4.3) with more freedom and control over the process. You can continue normal business operations and work with your Business Partner to begin your upgrade, prepare and test, and then migrate when you are ready. Built-in premigration utilities scan your data and help you make the repairs necessary for a smooth migration. These new tools and features reduce the overall cost of upgrading by minimizing the impact on your business.

### Increased Flexibility with Expanded Customer and Item Number Fields

In 4.4, you can expand your Customer and Item number fields, or elect to continue to use your existing field lengths. Twenty alphanumeric characters can be used for Customer numbers, and 30 for Item numbers. These new character field lengths allow you to add specific information within those character fields to improve your workflow and enhance business processes. Using up to 20 characters for customer numbers allows full company names to be used, or coded or themed information to be added, which assists in easy identification for multiple accounts of the same or similar names, and more. Expanding the item number to 30 characters improves productivity and business workflow through the use of smart part numbers, such as a UPC, recycling codes, a vendor number, special handling requirements information, and more.

## BENEFITS

Improve productivity with more information in expanded customer and item numbers

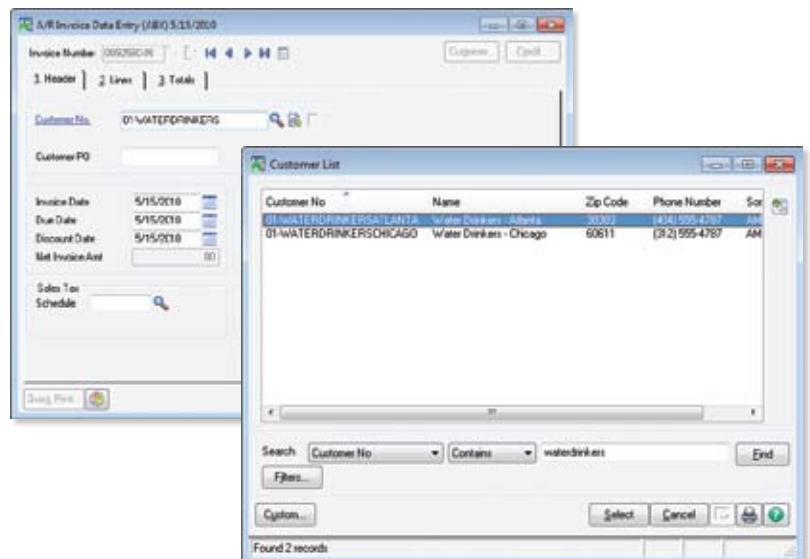
Upgrade more conveniently with significantly less downtime

Simplify the process of applying customizations that survive upgrades

Dual Grid streamlines data entry throughout core Accounting, Distribution, and Bill of Materials

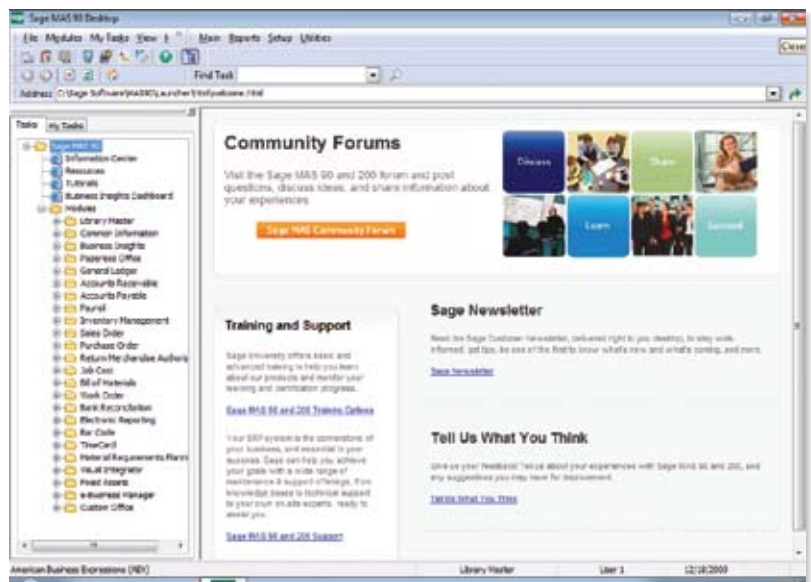
Increase productivity by accessing data with fewer clicks

Personalize reports, views, and other options throughout the system



## Easy Access to Information on the New Desktop

We've updated and enhanced the desktop area in 4.4 to provide you with an easy access point to information. From one screen you can click directly to the Sage MAS 90 and 200 Online Community, access current and back issues of the customer newsletter, contact Customer Support, view the most recent Training schedule, and sign up for classes. For easy reference, the Resources section provides access to the "What's New" information, Help Center, Business Insights Dashboard, Help topics, Getting Started Guide, and Upgrade Guide PDFs. You can also access an online suggestion box to make an enhancement request, as well as view and vote on enhancement requests that other customers have made. Using this link, track the status of your submission as it moves through the Sage evaluation process, to see when and if it's incorporated into a future version of the product.

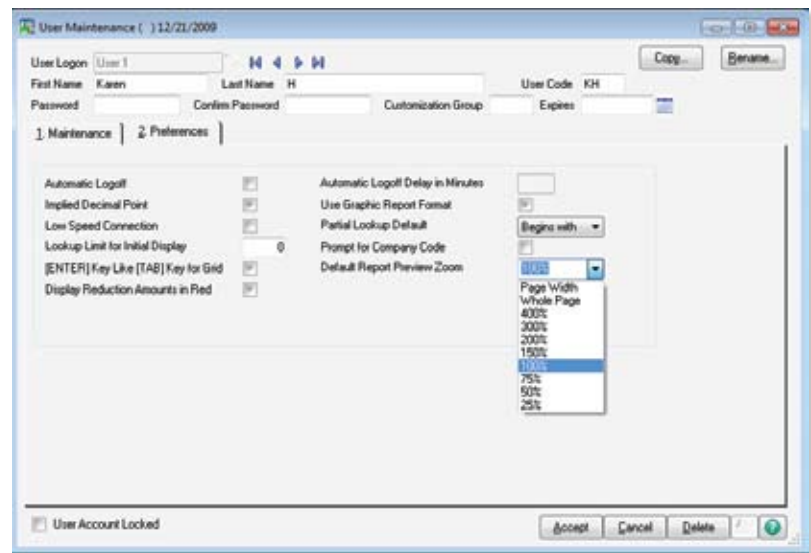


## Personalize Report Preview Setting

Did you ever want to have your own default setting for previewing reports instead of having to change the setting in order to work the way you want? You can now set your personal default magnification level for previewing reports. Others in your company can set their defaults at their desired setting, as well. This customer-requested feature provides ease of use, personalization, and efficiencies when viewing reports.

## Enhanced Custom Office Features

In 4.4, Custom Office enhancements allow you to program events to run with or without user interaction (clicking a button) in addition to the ability to add user-defined fields and additional buttons. Customizations done using Custom Office now survive upgrades throughout most of your system, including those in Inventory Management, Purchase Order, Bill of Materials, and Bar Code, so the customizations do not have to be reapplied to a new release. For example, you can add expiration dates or other attributes for lot and serial items, and that information flows through the system. Or using standard scripting, Sales Order Quote Expiration dates can automatically change according to the type of order or quote that you choose.



## eBusiness Web Services

New Web services features and functionality have been incorporated into the 4.4 release. Available as a new module, eBusiness Web Services provides a powerful programming interface for integration with third-party applications and facilitates interoperability between disparate systems over the network, including the Internet. eBusiness Web Services can integrate operations for Customers, Contacts, and Sales Orders.

## Utilize New Business Insights Explorer Views

New views have been added to Business Insights Explorer (BIE), our easy-to-use inquiry and analysis tool, and existing views were updated to provide additional up-to-the-minute reports and business information. Drag-and-drop, sort, filter, calculate, color highlight, and save personalized views in Inventory, Purchase Order, and Bill of Materials. For example, you can personalize a view to see options for one of your BOMs, with revisions, when they were done, what components were used, and the quantity on hand.

## Powerful Inventory Management Enhancements

Streamline your workflows and inventory management process using new features in Inventory Management. You can now more efficiently make Standard Cost Adjustments and do Physical Counts, as well as increase the Decimal Precision used for your inventory costs. Your data entry processes can also be streamlined using dual grids that are easily personalized in physical count entry and inventory transaction entry.

### Physical Count the Way You Want

Save valuable time during your physical count with the new Quantity On Hand report. To assist in streamlining the workflow of the physical count process and be assured of accuracy, you can print the system Quantity On Hand directly on the physical count worksheet, in the order you desire. The warehouse manager can be aware of the expected count during the process and be able to supervise employees as they go through the warehouse recording the results of their item count. Then to streamline entering the results, the expected quantity can be set as the default, so only the changes require an entry.

### Increased Decimal Precision

In 4.4, track inventory quantities more accurately by using up to four decimal places, starting at raw materials and flowing through your workflow process to finished goods. The increase is implemented without decreasing the number of available characters to the left of the decimal point. Cost of Good Sold, Inventory Counts, and profitability reports provide more granular financial information and more accurate data to your management team.

### Greater Productivity Using Batch Entry for Inventory Transactions

Increase productivity and employee accountability for anyone entering Inventory Transactions. Use Batch Entry with personalized grids to match your workflows, and efficiently navigate to essential information directly from the transaction entry screens. Select specific lot or serial numbers or specify a range to increase efficiencies and reduce necessary keystrokes. Unique batch numbers also provide independent updating and printing.

### Simplify Standard Cost Adjustments

If you use the Standard Cost method to track your raw material costs, the new Standard Cost Adjustment feature streamlines the process by automatically calculating and posting the General Ledger variances. This preserves the accuracy of your Inventory value on hand and will give you an accurate and simplified audit trail.

### Zero Cost Valuation

In 4.4, you can carry inventory items with a \$0.0 value to accurately account for manufacturing samples or vendor over-runs. The Inventory Management Account in General Ledger will not be cluttered with \$0.0 Standard Cost transactions.

Item Code	Bin Location	Lot/Serial	Quantity on Hand	Quantity Counted
14 8972	C-200-40	SJ691207	80.0000	80.0000
15 8972	C-200-10	3578	10,000.0000	10,000.0000
16 8972	C-200-10	3580	6,500.0000	6,500.0000
17 9264-1247-3547-ABCD-129345ABN	AB-1234		125.0000	125.0000
18 9264-1247-3547-ABCD-GHIJHKLMNP	AB-1236		1.35.0000	1.35.0000
19 9264-1247-3547-ABCD-GHIJHKLDWVY	AB-1238		.0000	.0000

Description: Desk, Teak  
Unit of Measure: EACH  
Inventory Cycle  
Product Line: DSK

Item Code	Quantity	Unit Price	Extension
1 9264-1247-3547-ABCD-129345ABN	10.0000	1,015.5600	10,155.60
2 2480-9-50	1.0000	3,082.7025	3,082.70
3 9264-1247-3547-ABCD-GHIJHKLMNP	.0000	1,995.0000	0.00
4	.0000	.0000	0.00

Description: Bookcase, 5 shelf  
G/L Account: 50600-01-000-000-000  
Costing: Average  
Unit of Measure: EACH

On hand quantity in this warehouse is 135 EACH

## Purchase Order Workflow Enhancements

Increase productivity and employee accountability for anyone entering purchase order transactions using new options in 4.4. Your users can personalize dual grids in their entry screens according to their preference and workflow, select specific lot or serial ranges, and, by using unique batch numbers, multiple users can enter transactions at the same time, printing and updating independently, without affecting other batches. To help minimize data entry errors, the Purchase Order Variance Register calculates and prints before updating.

### Auto-Generate Orders Selection

Improve and optimize your workflow with new selection criteria, making it easier to quickly identify the Sales Orders you want to be available for automatic purchase order generation—including Sales Order Date, Customer Number, and Salesperson. New options ensure that critical drop-ship sales order information is accurately communicated to the vendor. For example, if your customer requests that all his items are shipped at one time to save shipping costs, your Order Entry Clerk can add a Sales Order Main Comment such as “Ship Order Complete.” That comment then flows directly through to the Purchase Order Main Comment without rekeying. Also new in 4.4 is the ability to summarize by primary vendor—either select to roll up all orders for each primary vendor into a single Purchase Order (PO), or create individual POs for each item.

### Informative Back Order Fill Reports

Handle backorders the way you want to. Identify your information quickly by sorting your Back Order Fill Report by Sales Order, Customer Number, or Bill to Name. You can even choose to print only items received with a backordered quantity on a Sales Order, or all Sales Order lines, to include all the Sales Order demand for the items you receive.

### Greater Productivity with Batch Entry for Purchase Order Receipts, Returns, and Issues

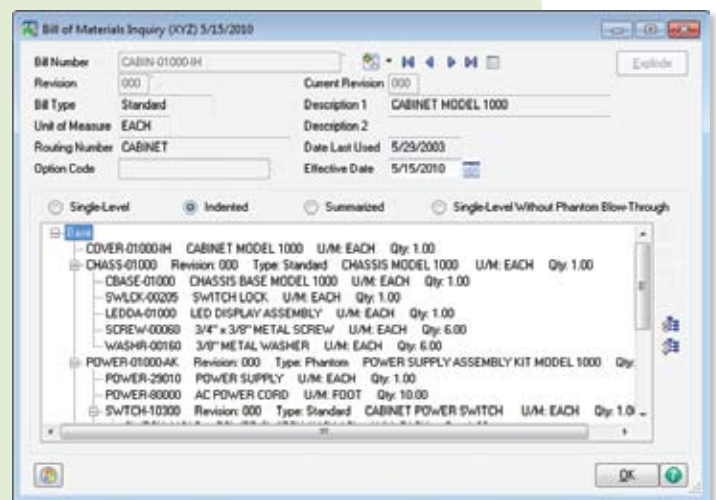
Using batch entry, increase productivity and employee accountability for anyone entering purchase order transactions. With unique batch numbers, more than one of your users can enter transactions at the same time, printing and updating independently, without affecting other batches.

### Receipt Labels Print before Receipt of Goods Update

Now in 4.4, your warehouse personnel can print your Receipt Labels from Purchase Order Receipt of Goods, prior to updating the Receipt of Goods Register. This allows your warehouse staff to cancel the Update and “reprint” the labels if they experience printing problems.

## Enhanced Bill of Materials Features

Get a more comprehensive and personalized view of information using fewer keystrokes. The Bill of Materials Inquiry and Where Used Inquiry programs have been enhanced in 4.4 to allow you to see Single Level, Indented, or Summarized views in a list format, with the ability to resize and sort. See the entire bill or its individual components and their relationship at a glance. View Where Used information, and see all components used in the current revision or for all revisions by drilling directly into Item Maintenance or Bill of Materials Maintenance. From within an inquiry screen, you can see everything related to the bill—its subassemblies or its components—without having to use more than one window, saving time and streamlining the workflow. Increase accuracy and enhance your workflow with the ability to print comments and miscellaneous charges on your Picking Sheets.



## Enhanced Bar Code Features

Bar Code in 4.4 processes 15 types of Sage MAS 90 and 200 transactions for Sales Order, Inventory Management, Bill of Materials, and more, streamlining warehouse processes by enabling your shipping and receiving staff to collect data rapidly and accurately. Radio-frequency handhelds are supported, and now when you add important information to your items, sales orders, purchase orders, or bills using user-defined fields (UDFs), it also flows through into your bar codes. For instance, if you add an expiration date to serial or lot numbers, it prints and correctly scans during receipt of goods and sales order shipments. Also, to simplify the resolution of import errors, a new Barcode Rejection Maintenance task provides clearly stated reasons for the rejection, such as Invalid Item Codes or Insufficient Quantity Available.

## Now Throughout Most of Your System!

We've incorporated powerful Business Framework™ features throughout most of your system to provide workflow and business process enhancements in Bar Code, Bill of Materials, Inventory Management, and Purchase Order. These customer-requested options already in General Ledger, Accounts Payable, Accounts Receivable, Sales Order, Return Merchandise Authorization, and Bank Reconciliation, include:

**Hyperlinks.** Access related tasks with a single click to reduce access time and cut down on errors.

**Memos.** Your memos follow the workflow throughout the system to inform other users of important information about orders, customers, or vendors. Documents can also be attached to your memos to make sure they're visible.

**User and Date Timestamps.** Retain valuable traceability information throughout the system. Most date- and time-stamped actions are recorded and identified by the user who performed them.

**Reports and Forms.** Popular benefits of the business framework include flexible reporting and form generation, enables personalization, more efficient workflows, and simplified reporting. Narrow your selection to a specific date range and specific data. Customize your reports using Crystal Reports® and Custom Office, and save your report settings for future use. View on screen, print, use paperless office to send by e-mail, and export the report data into Word or Excel.

**Setup Wizards.** Use intuitive Windows-standard wizards to set up and activate new modules or functionality, including reports.

**Fiscal Year and Period.** The business framework allows each of your companies to operate without having to close each accounting period or year. Instead, you can obtain a snapshot of your company's financial position at any time by running reports for current, past, or future periods.

**Flexible Security.** Powerful security settings can be set according to each role in your company, allowing you to determine what activities are allowed to be performed down to the task level.

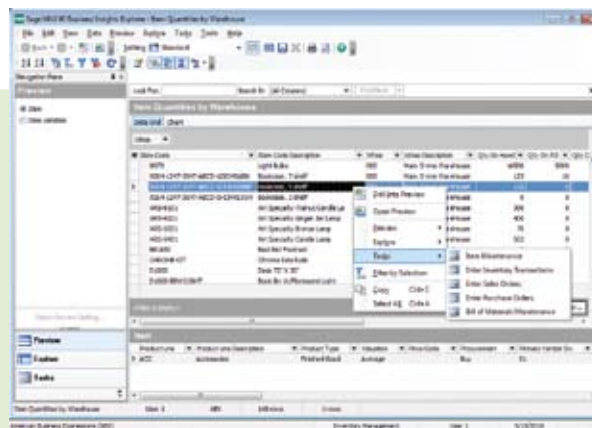
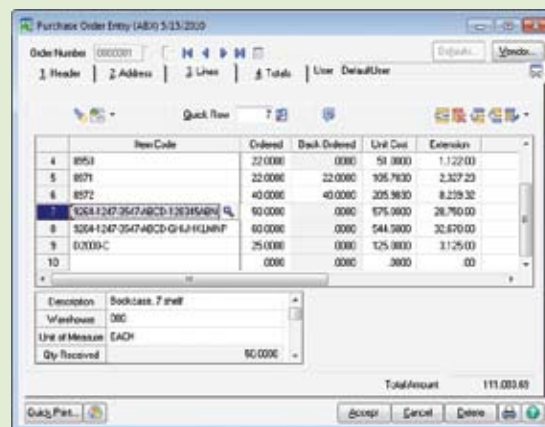
**Business Object Interface.** The Business Object Interface (BOI) enables integration with other business applications. You can use the BOI with the Customizer to automate tasks. The BOI also empowers third-party developers to write add-on specialized programs for your Sage MAS 90 or 200 system.

**Right-Click Menu.** Locate and launch related tasks more quickly and efficiently. The Right-Click menu provides easy access to most common actions that you make from the screens you're currently using.

**Business Intelligence Data Access.** Easily gain access to your data and turn it into actionable knowledge. Business Insights Explorer offers ad-hoc inquiry, drill-down, and drill-around capabilities using an intuitive interface with drag and drop, sort, filter, calculations, and the ability to save personalized private or group views, which can be quickly converted to a chart on-the-fly. Easily share what you've learned by e-mailing and exporting your views or charts in a variety of formats.

**Dual Grid Entry.** Productivity is enhanced using dual grid entry by personalizing the data entry screens to match your workflow and business needs.

**Personalization.** Tailor screens to individual users to accommodate your specialized needs and speed data entry. Resize screens, save settings, establish default printers, remove unneeded tabs and fields, or establish user-specific dashboards to monitor the pulse of your business.



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