sage

sage 300

2019.0 Release Overview

August 2018

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Sage 300 - Pilot your business across functions, offices and geographies

Sage 300 is one of the most widely used business management solutions for small and medium companies, connecting the most critical parts of your business, including finance, operations, sales and service.

Current Version	2018.2 - April 2018
Next Version	2019.0 - August 20, 2018
Standard Integrated Functionality	Financials, Sales, Purchasing, Payroll, Inventory, Job Costing
# Customers	40,000+

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Winning in the Market

Fact #1

The preferred solution for tens of thousands of companies across the globe, Sage 300 connects the most important aspects of your growing business.

Fact #2

Sage 300 benefits from an extensive network of third-party solution providers whose add-on solutions extend Sage 300 ever further to meet the specialized needs of your business.

Fact #3

With Sage 300, you will have an accurate, real-time understanding of your financial position, whether it's cash flow, receivables, or payables across multiple locations, companies, currencies, and international borders.

Fact #4

Sage 300cloud brings you all the benefits of a trusted, proven, established on-premise solution with the added value of anytime, anywhere access and a range of complementary, cloud-based connected services.

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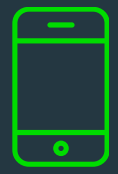
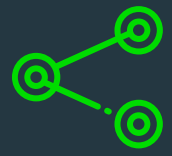
Shifting market landscape

Forces of Change

Cloud



Mobile



Social

Product Strategy Pillars

Customers for life
Put customers first in everything we do

Winning in the market
Create value for new and existing customers

Revolutionize business
Use smart technology to make customers' lives easier

One Sage
One inclusive team of smart experts

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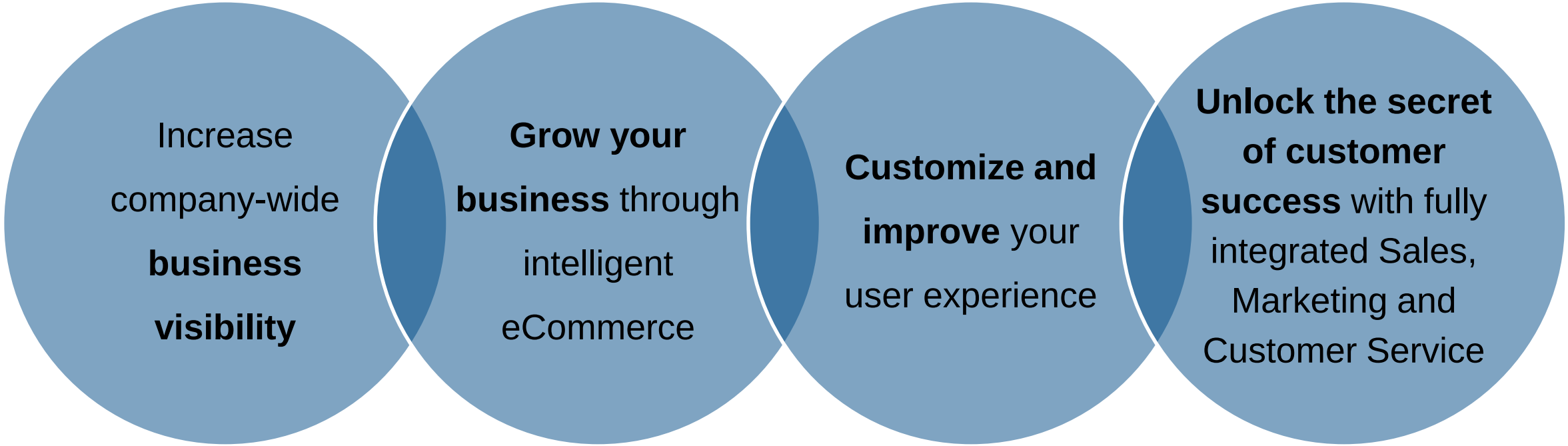
Product vision and strategy

Product modernization

- User experience modernization and elimination of pain points such as installation, upgrades, and data security.
- Connected cloud apps (e.g. banks feeds, collaboration, invoicing) and self service (e.g. account management).
- Unparalleled integration of accounting, payments and payroll.
- Simple integration to a large ecosystem of 3rd party products through standard cloud APIs.
- Product migration is as easy as upgrading.

Sage 300 2019.0

Key Messages



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Sage 300 2016

Be more efficient and compliant.

Connect your entire business - Sage 300 is integrated with the latest versions of Sage Payroll (7.2), Sage Intelligence Reporting (7.6), and Sage CRM (7.3), allowing you to improve effectiveness and make better decisions across your business.

Save time posting new records - Post invoices, receipts, adjustments, refunds, and more directly from the entry screens for GL, AP, AR, and Bank Reconciliation instead of having to run an entire batch.

Improved Tax Tracking reports - When printing the Tax Tracking report by fiscal period, you can now specify a range of fiscal year/periods to include on the report.

Save time when designing reports - Automatically detect missing accounts from reports, exclude zero rows, and set dynamic ranges that detect any changes to the General Ledger.

Sage 300 2017

Improve usability, streamline workflow and increase business transparency.

Optimize your workflow - Batch credit card processing is now available, improving efficiency and minimizing errors. You also have the ability to set up regular reminders in the scheduler.

Benefit from smarter transaction processing - Quick preauthorize and quick charge have been added to Sage Payment Solutions, allowing you to process payments faster with just one click of the mouse.

Increase business visibility (Sage 300cloud) - Create and share notes related to customer, vendor, or inventory item, which will be displayed when creating any transaction associated with them. Notes is an intuitive new way of keeping track of your most important, or your most problematic issues, ensuring business transparency across the organization.

Simplify inventory management (Sage 300cloud) - Sage Inventory Advisor Basics provides the ability to quickly create optimal purchase recommendations, helping you easily identify what to buy and when, based on accurately generated forecasts. Improved visibility and smarter purchasing means stock-outs are minimized and excess stock is reduced.

Customize your web experience (Sage 300cloud) - Further enhancements to the web screens improve the usability and accessibility of Sage 300cloud.

Sage 300 2018

Further improved usability and key process automation.

Improved user experience - A completely re-designed desktop interface improves usability and streamlines workflow.

Accounts Payable Automation (Sage 300cloud) - Automate the entire AP process, from purchase to payment. Invoices are entered with guaranteed accuracy and stored securely in the cloud, saving time and removing the complexity from manual data entry.

Intelligent reporting (Sage 300cloud) - Sage Intelligence Reporting Cloud now features custom folders and additional report parameters, further enhancing business visibility.

Sage 300 2019

Modernization and seamless integration for Sales, Marketing and Customer Service.

Improved and modernized technical architecture - Several older technologies within the Sage 300 architecture have been retired and replaced, improving performance, scalability and security.

Streamline Sales and Marketing activities - An entirely new integration with Sage CRM allows Sage 300 customers to gain better business insight, increase team productivity and unlock the secret of customer success.

Fully integrated eCommerce - Seamlessly extend Sage 300 to the digital world and transform the way you do business online.

Improve company-wide business visibility - New Global Search utility allows customers to quickly search across all records and transactions, and drill down into results.

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Product Roadmap

Sage 300
April 2018
Apr 02, 2018

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S300-10 GDPR - Essentials (MUST do's)
* ALL Compliance

S300-19 Sage Budgeting and Planning
'C' * CA Pain points US

S300-40 MOL
ALL MOL

Sage 300
May 2018
May 14, 2018

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S300-24 Sage 300 Online /w SEOS on Azure
* CA Online US

Sage 300
June 2018
Jun 18, 2018

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CA Compliance MOL US

Sage 300
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Aug 01, 2018

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'C' * ALL
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S300-8 Adhoc inquiry web screens
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S300-22 Global search
'C' * ALL Pain points

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December 2018
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S300-56 Taxes: withholding on purchases
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Business Problem & Solution

What is Sage CRM with Sage 300cloud web screens and *ad hoc* inquiry web screens?

- Use Sage 300cloud web screens for integration between Sage CRM and Sage 300
- New ad hoc inquiry web screens to replace the ad hoc query functionality in the Sage 300 Portal

Problem

- Sage CRM uses Sage 300 Portal and ACCPAC Web Deployment Screens (WDS).
- Both the portal and WDS require older versions of IE.
- Sage 300 Portal screens have reduced functionality from the Sage 300 desktop screens.
- Sage 300 Portal and Sage 300cloud web screens cannot be installed on the same server.

Solution

- Use the Sage 300cloud web screens in the Sage CRM 2018 R3 integration.
- New Sage 300cloud *ad hoc* inquiry web screens.
- End-of-life the old Sage 300 Portal.
- End-of-life the old Web Deployment Screens.

Result

- Simplified installation of Sage CRM.
- Browser agnostic, including Chrome and Safari.
- Customization and full functionality of the Sage 300cloud web screens are available when integrated in Sage CRM.
- Drive subscription, since Sage 300cloud will be required to use Sage CRM from Sage 300 2019.0 onwards.

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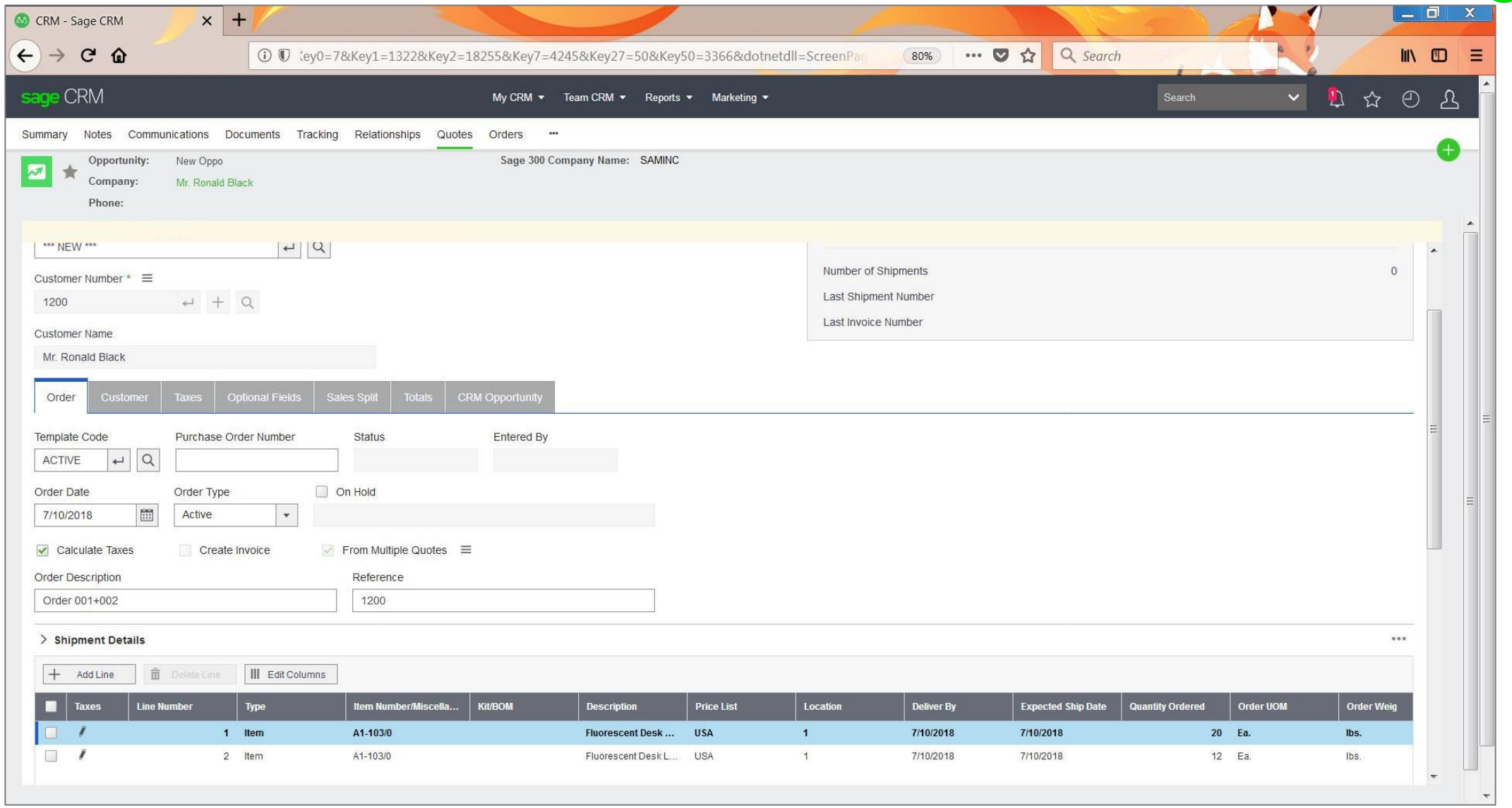
Seamless Integration



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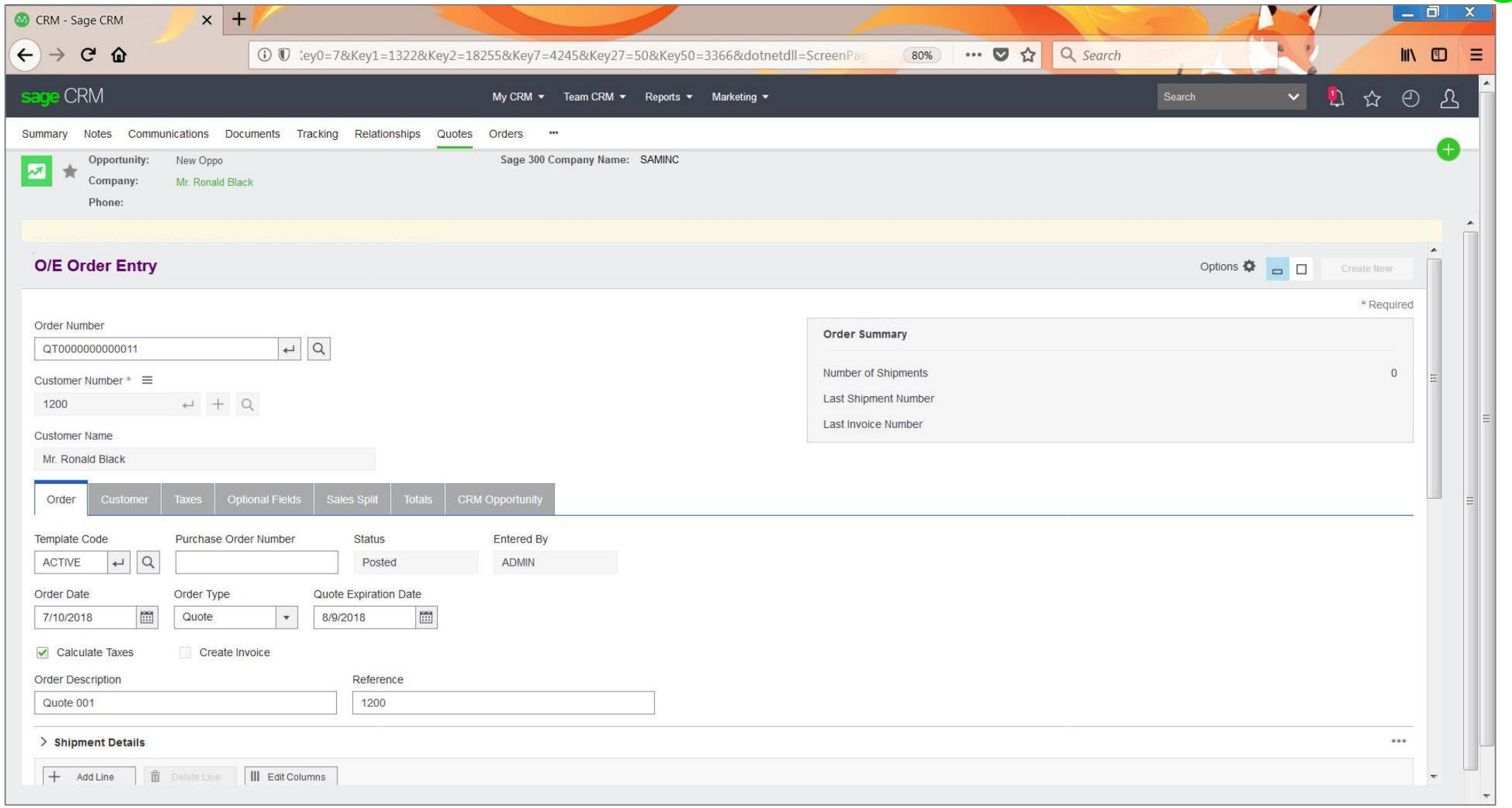

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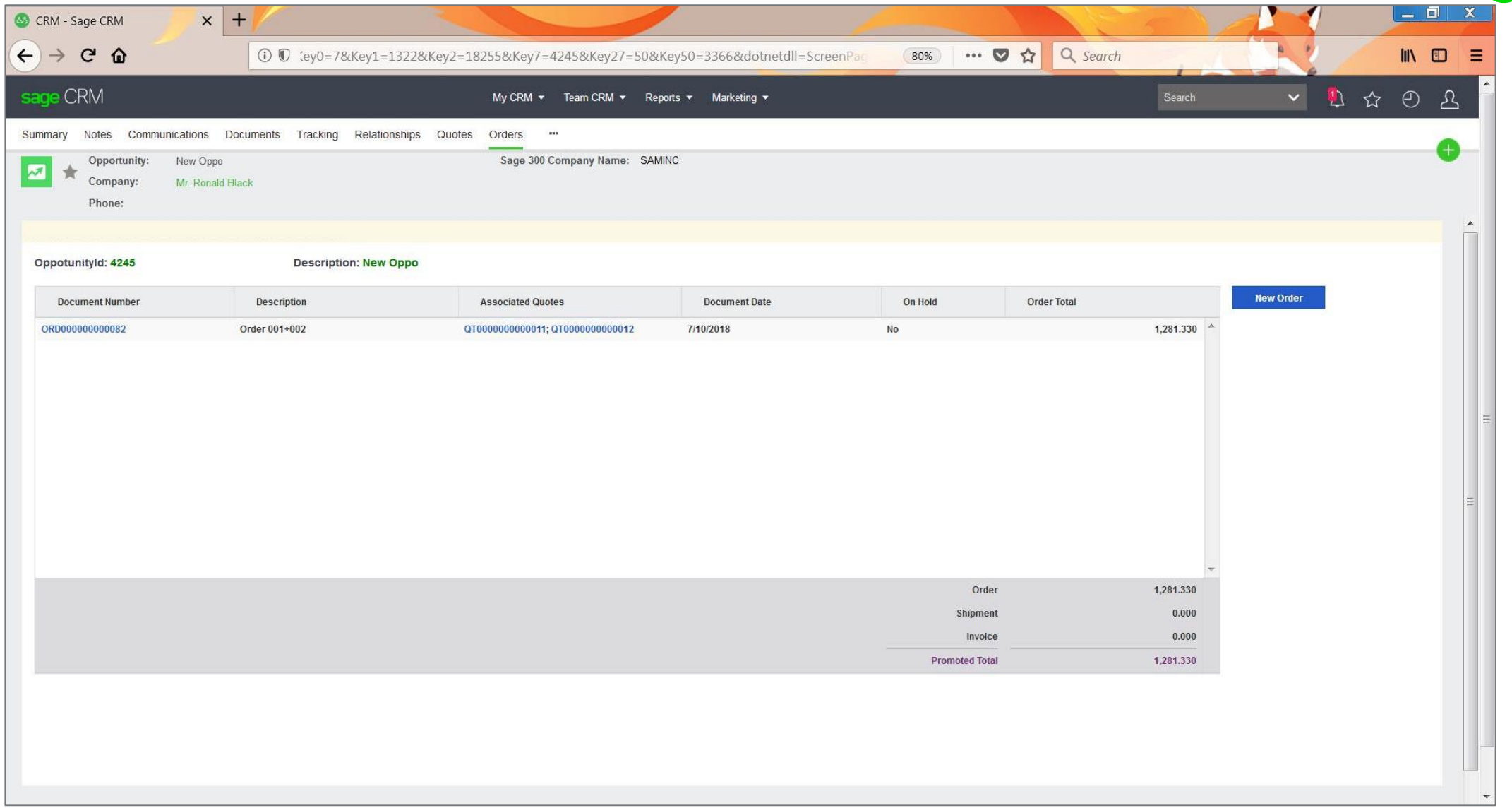

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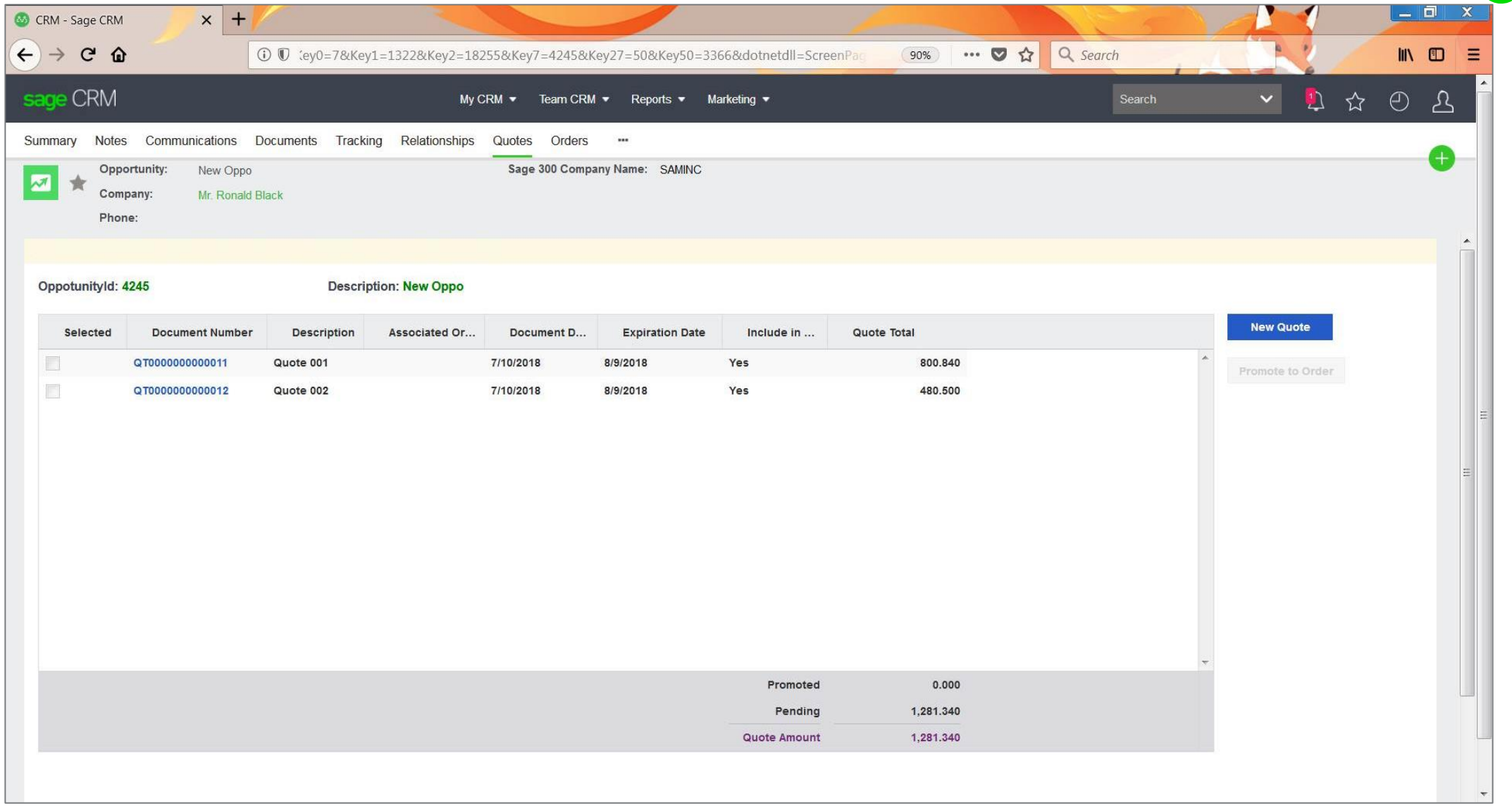

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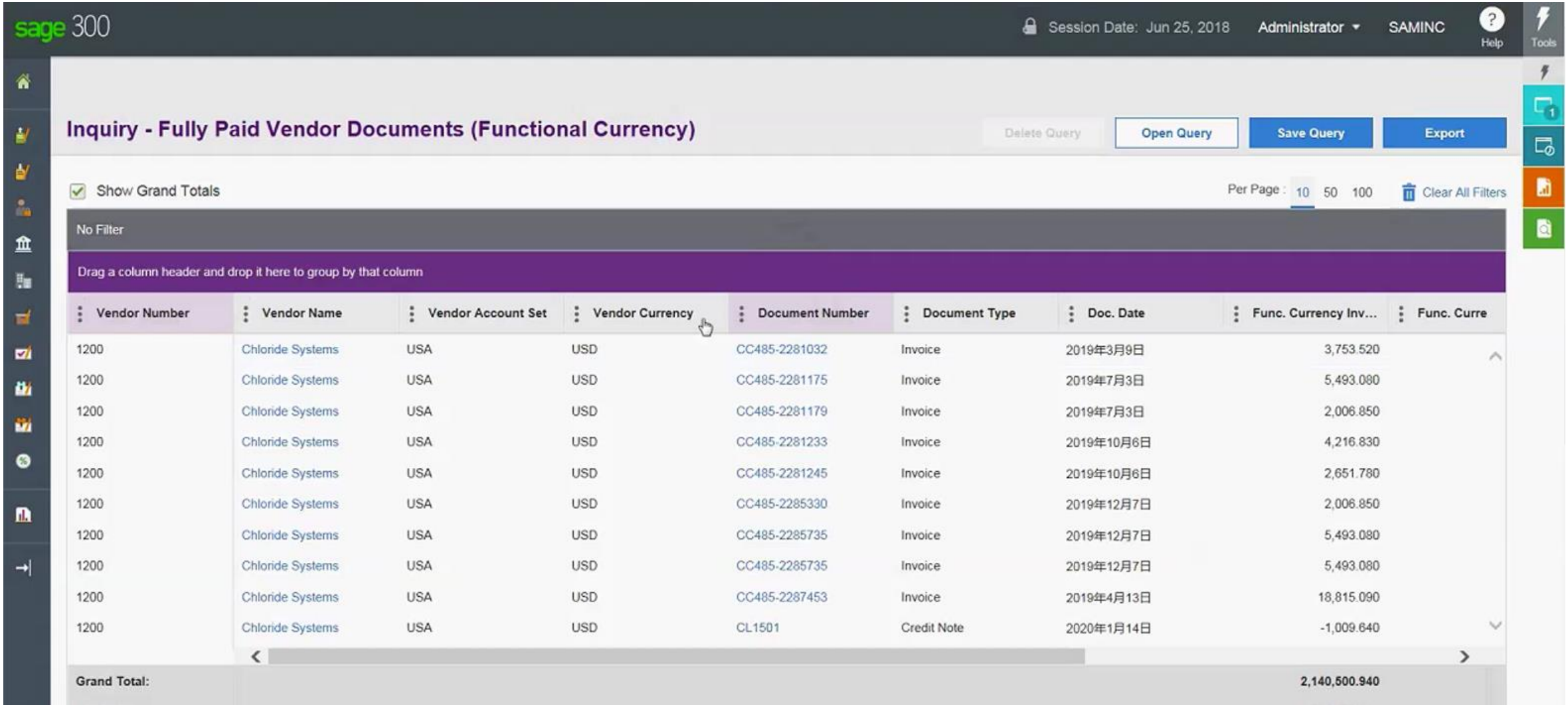
Ad hoc Inquiry



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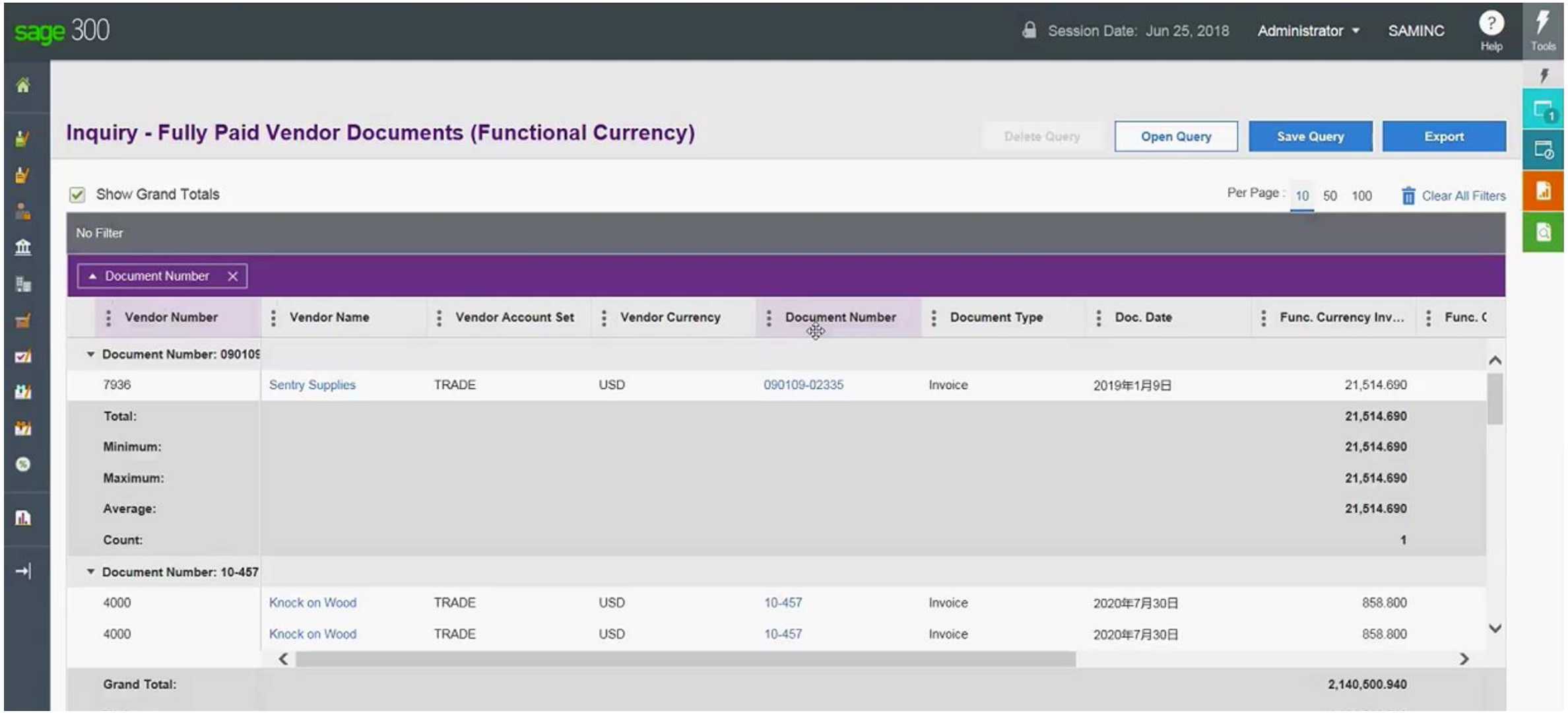

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Business Problem & Solution

What is Global Search?

- The ability for a user to type in key words to search across all records and transactions using a string match-type search
- Return results that the user can click on to get further details or directly link to the record or transaction

Problem

- Customers find it difficult to find records / transactions when they may only have limited details such as an item description, source number, address or phone number, etc.

Solution

- Provide a global search utility that will search across records and transactions and return results that can be drilled down into.

Result

- Sage 300 customers will be able to quickly and easily find the information they are looking for.

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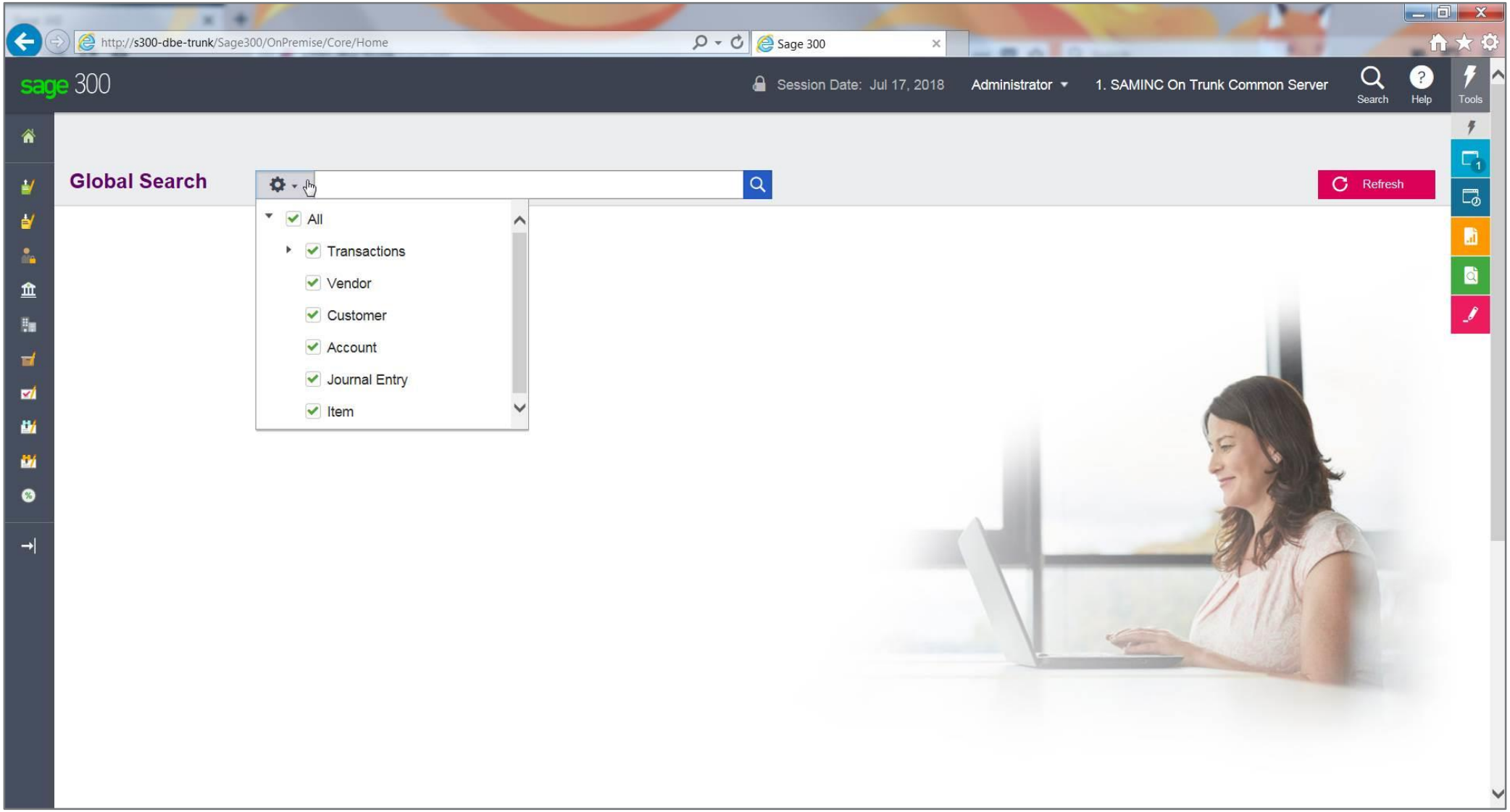
Global Search



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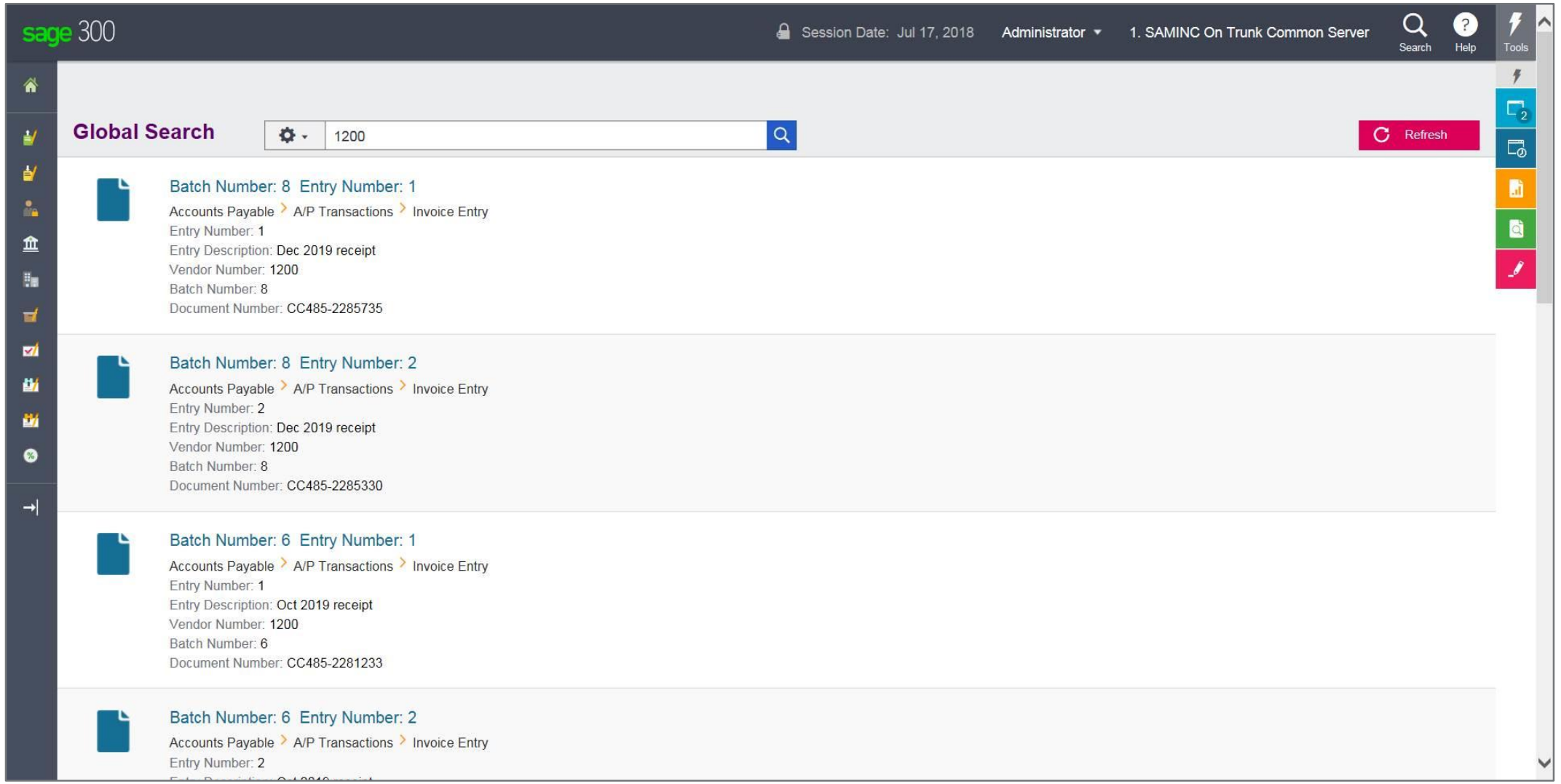

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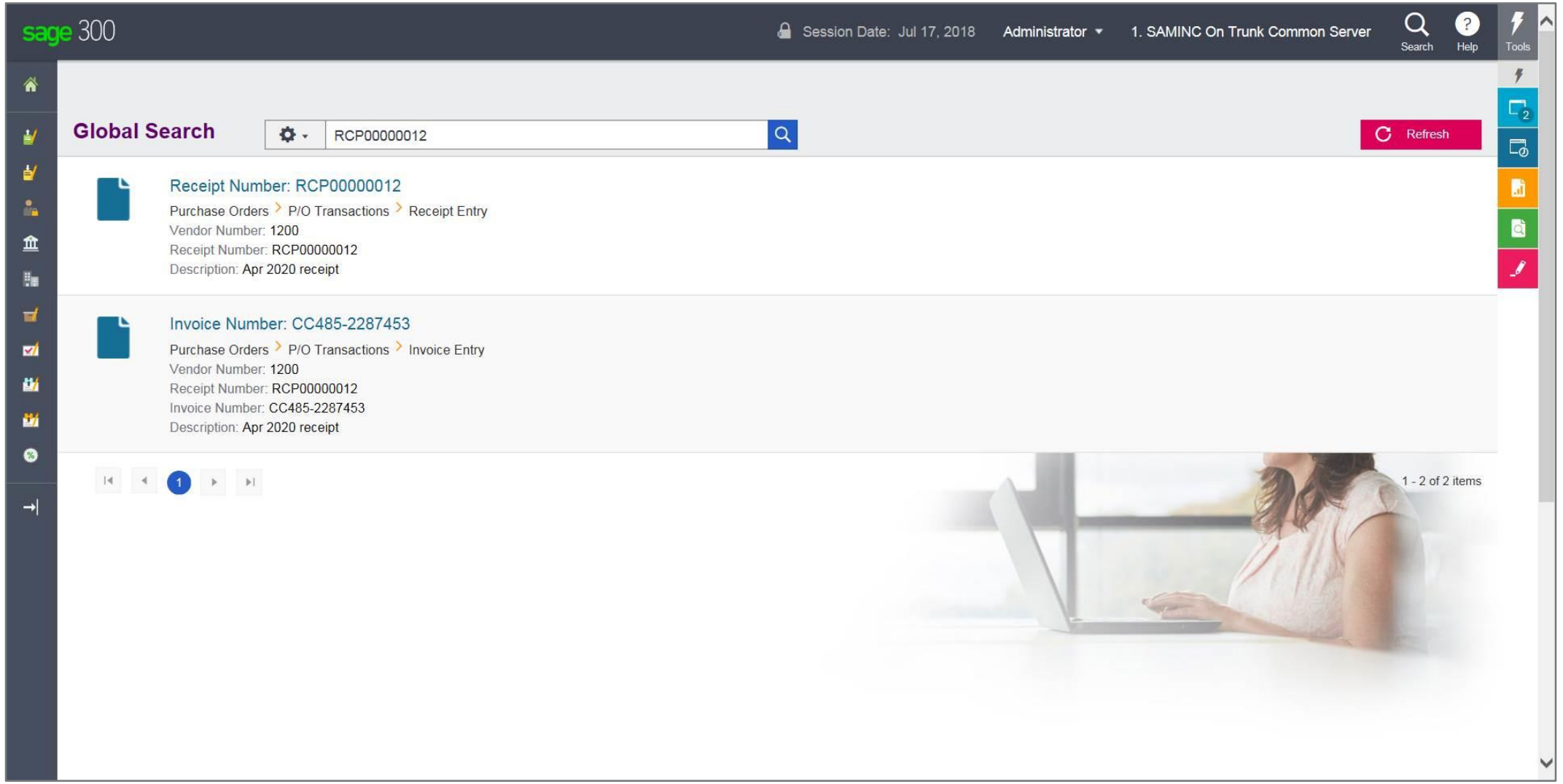

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Sage 300 Learning Services Promotions

Sage 300 Customers:

- 20% discount
- Courses:
  - Financials Specialist
  - Distributions Specialist
  - Payroll Specialist
  - Sage Intelligence Reporting:
    - Beginner
    - Intermediate
    - Advanced
    - Financials
- Coupon Code: **DiveIn2018D**
- Offer expires: August 31st, 2018

Sage 300 Partners:

Earn selling training:

- 20% margin
- Only available for selected courses
- Use special SKU when placing order:
  - ACC00053 (Financials Specialist)
  - ACC00054 (Distributions Specialist)
- No expiration

Get your team certified:

- 25% discount
- Courses:
  - Technical Consultant Certification Package v2018
  - Financial & Distribution Specialist Certification Learning Package V2018
- Coupon Code: **25CRESEPTCERT**
- Offer expires: September 30th, 2018

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