Sage 100 ERP

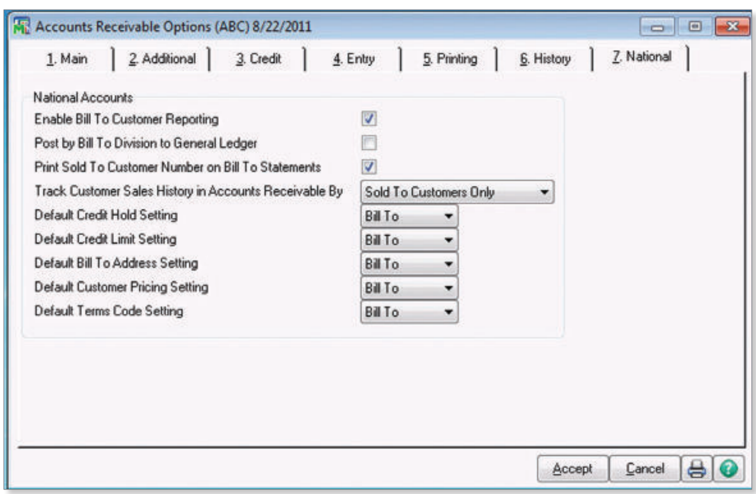
What's New in Sage 100 ERP 4.5?

Compelling Value. More Flexibility. Inspired by You.

Sage 100 ERP (formerly Sage ERP MAS 90 and 200) 4.5 is packed with compelling value, new features and functionality, and even more flexibility. The enhancements in this exciting release are inspired by you—our customers—mainly in Accounts Receivable, Payroll, Purchase Order, and Sales Order. Customers upgrading to 4.5 will receive a FREE fully functional Sage CRM 7.1 user and server license and one Sage 100 ERP Business Intelligence Report Manager License. Business Intelligence now includes new Reporting Tree capabilities and enhanced report distribution. 4.5 is so flexible, you can choose to remain on your current system or move to Sage 100 Premium ERP* (formerly Sage ERP MAS 200 SQL), running on a Microsoft SQL Server® database. Also incorporated in 4.5 are the 37 enhancements provided through downloadable Product Updates since Sage 100 ERP 4.4 shipped last year in Accounts Payable, Accounts Receivable, Bank Reconciliation, Inventory Management, Job Cost, Paperless Office, Payroll, Sales Order, as well as additional systemwide features and functionality.

National Account Management

You asked Sage for a more streamlined way to manage your customers who have a corporate or parent company and subsidiaries or branches. So we've incorporated a new type of customer in 4.5, a National Account. Using this designation, you'll be able to identify and bill the parent company for goods and services you sell and provide to the branch—while still keeping a unique customer account for each entity. Options in Accounts Receivable let you associate existing accounts, and establish the billing relationships you want for each. Then use Sales Order just as you normally do to enter National Accounts orders, check credit and inventory, and ship and bill. Efficiently provide goods and services to your customers and correctly show what's "Billed To" the parent company using its name and address, and then "shipped to" the branch.



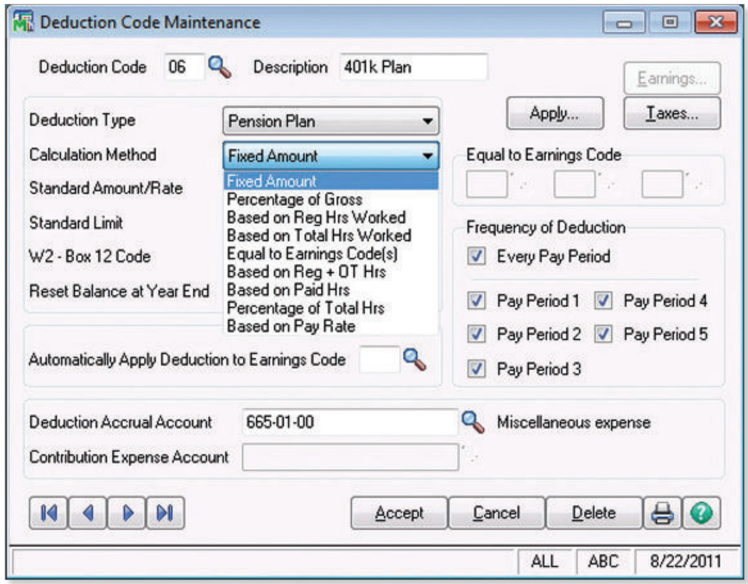
*Additional fees may apply, and not all modules are available on Sage 100 Premium ERP.

BENEFITS

- Streamline your branch and corporate customer billing using National Account Management
- Efficiently handle increasing complexities of payroll, deductions, and recalculations
- Beat the competition with flexible pricing features
- Reward your sales teams with automatic split commissions
- Flexibly track and bill for work-in-progress using enhanced job cost processing
- Allocate specific products by lot and serial numbers
- Improve your cash flow with streamlined purchase orders created from sales orders
- Utilize powerful customer relationship management to improve your communication and marketing results
- Get real-time Sage CRM data feeds anywhere you want to see them
- Empower your staff with meaningful information distributed automatically from across your business
- Establish reporting tree structures ranging from simple to sophisticated hierarchies

Efficiently Handle Payroll Complexities

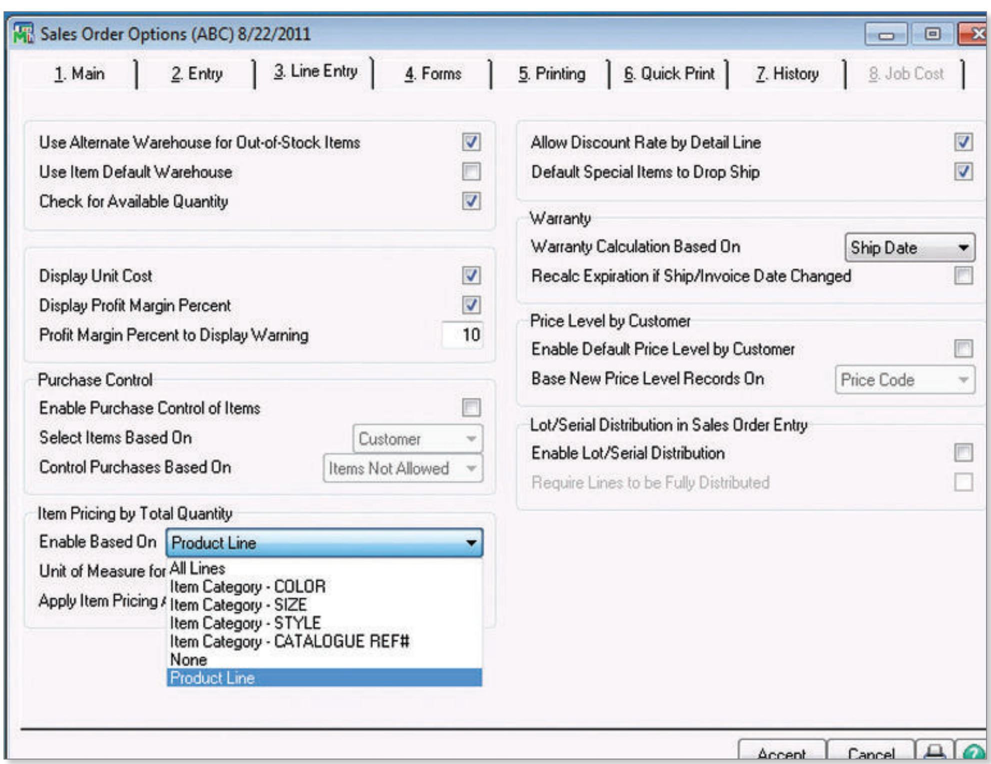
Enhancements in Sage 100 ERP version 4.5 provide more assistance with handling the complexities of your Payroll processing and deduction calculations. We've added five new methods of calculations for use with a variety of specialized deductions. New features streamline your Payroll data entry process so you can more easily run recalculations and do regular imports using standard formats. Even use 4.5 to manage your benefit accruals more efficiently when based on hours worked—for salaried, union, and part-time employees. Set the conditions, and 4.5 compares whatever minimums you establish. Accruals only occur if the conditions you set are achieved. Rest easy using new Payroll features and functionality in Sage 100 ERP 4.5 knowing that you're making the appropriate deductions.



Powerful Sales Order Enhancements

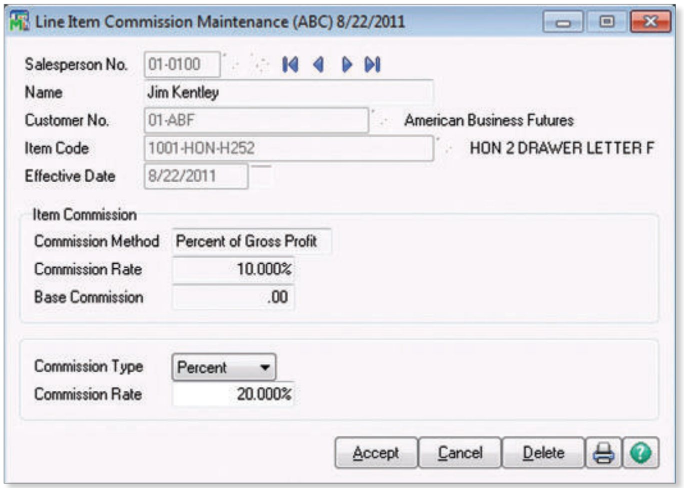
Beat the Competition—Encourage Customer Loyalty With Unique Pricing

Motivate customers to buy your goods and services with flexible pricing enhancements in Sage 100 ERP 4.5. Reward the loyalty of your preferred customers with favorable pricing through price code or ship-to codes. Beat the competition with the ability to establish your pricing by total quantity, by item category, and for the totals purchased by product line. Encourage large purchases across multiple product lines or by combining specific items, colors, or sizes. 4.5 provides you with maximum pricing flexibility—an unlimited number of customers and item combinations are possible so you can be more responsive to marketplace changes and make more sales.



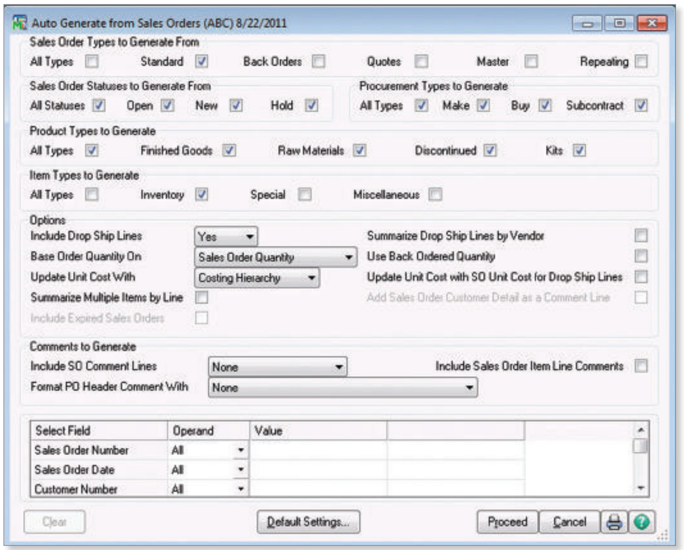
Reward Your Sales Team and Encourage Collaboration

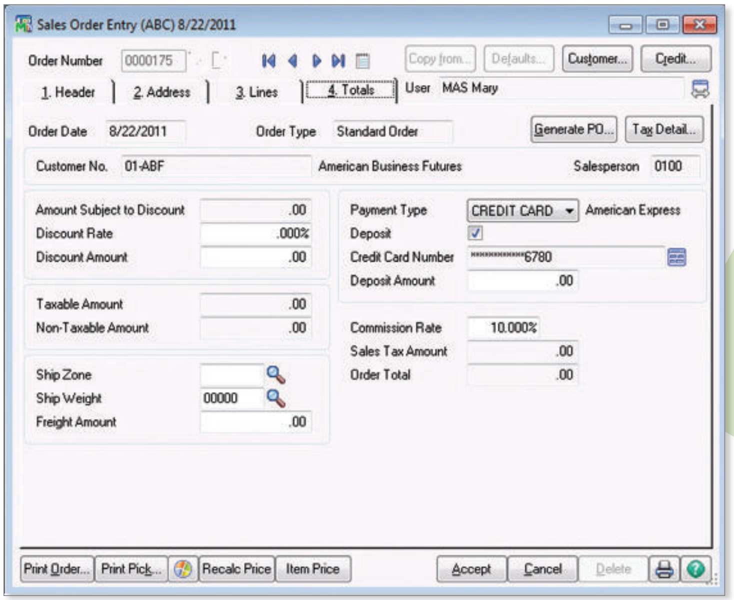
Utilize new commission flexibility in 4.5 to easily establish and maintain default splits between multiple salespeople and identify the splits by customer. When your customers place an order, your splits occur automatically—minimizing the time you're spending today recalculating or overwriting commissions. If you pay multitier commissions, 4.5 easily uses rate tables and ensures your salespeople are paid correctly, even if you use many different commission rates by combinations of salespeople, customers, items, and effective dates.



Improve Your Cash Flow—Streamline Purchase Orders

To minimize the time and effort placing an order for a product you sell but don't normally stock, enhancements in 4.5 create Purchase Orders automatically from Sales Orders. When your customer buys that item, an order flows through to the appropriate vendor without your staff's having to reenter anything, saving time and eliminating those secondary data entry mistakes. Using the flexible selection criteria, preset the conditions you want to use so your business processes flow efficiently, ordering only when you make a sale. Minimize your inventory and keep your customers happy.

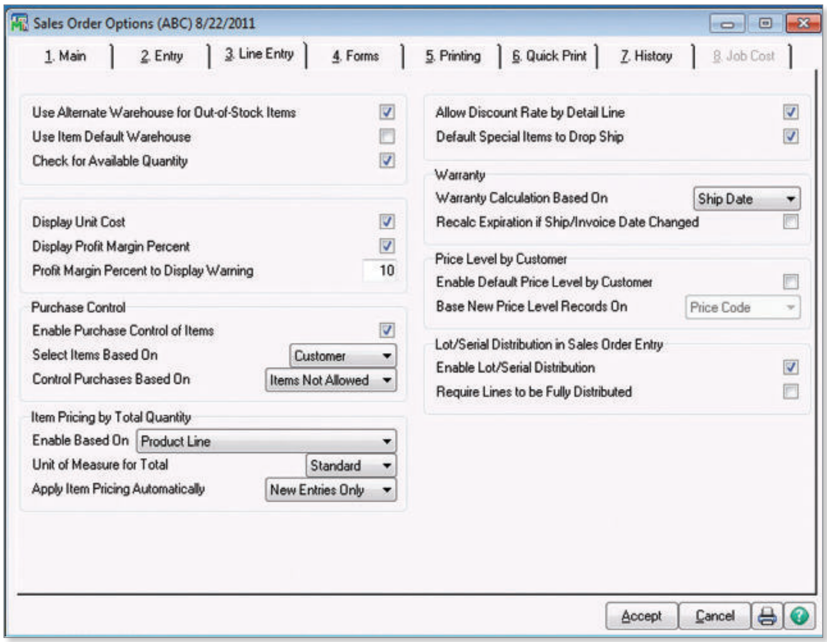




Also create purchase orders easily when you enter a sales order, using the Generate PO button. Your purchase order is created using the vendor's information for each line item, whether it's a regular, miscellaneous, or special inventory item.

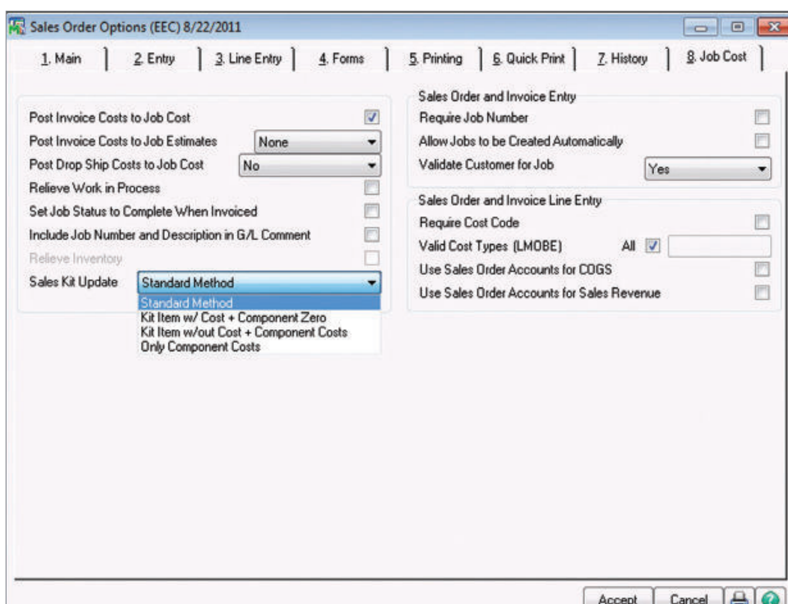
Allocate by Lot and Serial Number

New functionality in Sales Order allows you to select lot and serial numbers when you're creating a Sales Order. This allows you to reserve limited-quantity lots or serial numbers for your best customers or match the product you've previously shipped to a specific customer. For example, if you sell material of different types, colors, and grains for home construction, you can reserve a specific large piece that your customer chooses for his remodeling project to be used at various stages. The lot and/or serial numbers print on the sales orders and picking sheets to have more reliable processing and communication.



Enhanced Sales Order Integration With Job Cost

The enhanced interaction between Sales Order and Job Cost in 4.5 provides you with more flexibility in how you process and track work in progress. Use the additional options to efficiently post invoice costs to job estimates, post drop-ship costs, and automatically mark the job as complete when you generate the invoice. Information automatically flows through your system to relieve inventory. Depending on how you want to display a kit and its components, choose various methods to update sales kits, including by the Job Transaction Detail Report. New fields in Customer Maintenance allow you to establish default cost codes and defaults cost types. You can also more efficiently ship and bill work in progress multiple times against the same invoice.



Improve Communications and Drive Marketing Using Your Free Sage CRM License

Sage CRM builds upon the Sage 100 ERP 4.5 system's core functionality by providing you with the ability to communicate more effectively, collaborate better internally, and compete in today's marketplace. The new features in Sage CRM 7.1 have been designed with you in mind and include total campaign management, Microsoft Exchange server integration, an Interactive Dashboard, new report charts, and a fully integrated eMarketing solution.**

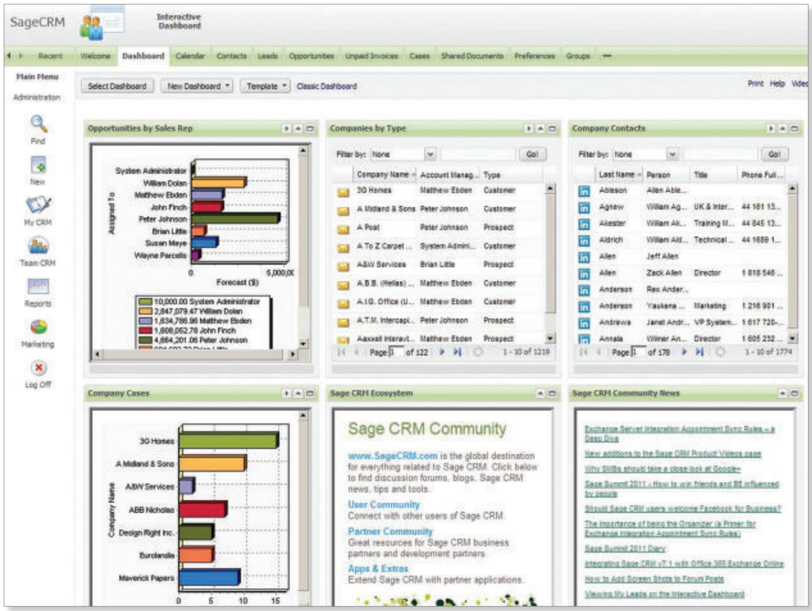
Sage eMarketing enables you to execute high-quality, targeted, end-to-end e-marketing and drip marketing campaigns quickly and easily. A simple, three-step wizard helps you create new attention-grabbing e-marketing campaigns with ease. Automatically track open, click, and bounce rates so you can calculate accurate ROI and deliver "hot leads" to your sales team.

For consistent execution, Sage CRM 7.1 total campaign management functionality comes with campaign workflows, so you can map campaigns to your business processes. They enable your marketing team to execute multichannel marketing campaigns and then reuse the ones with the best results.

Sage CRM integration with Microsoft Exchange delivers ease-of-administration as well as a seamless experience. Your sales, marketing, and management teams benefit from having access to their calendars, tasks, and contact information in real time, across their smartphones, laptops, or desktop PCs for maximum ease of use and productivity.

7.1 gives you the ability to link multiple data feeds on a single screen with the Interactive Dashboard. Using data "widgets," the freestyle interactive dashboard gives you complete flexibility. Widgets can be resized and repositioned anywhere on the screen so your data feeds are presented the way you want to see them.

The new look and feel of the report charts provides you with at-a-glance business insight. Report charts and graphics are now more visually impactful, making it easy for management to see comparisons, patterns, and trends in their data.

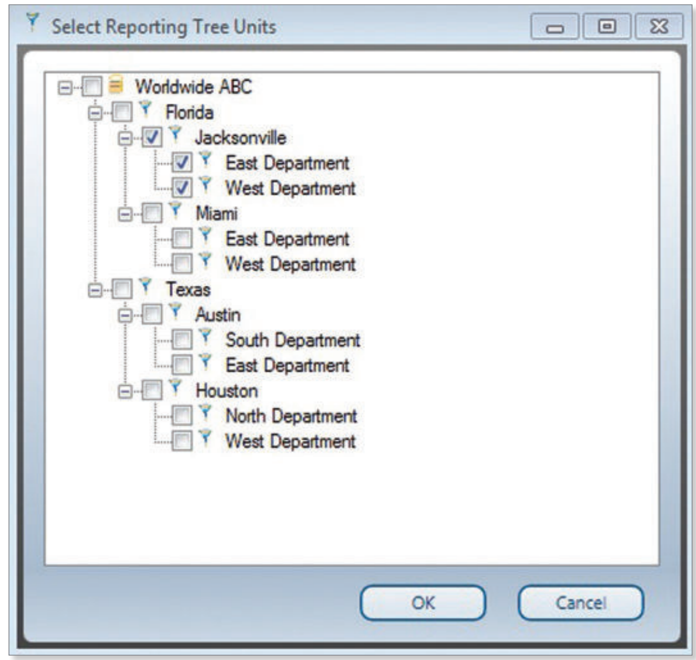


**A 60-day free trial of eMarketing is included, after that time additional fees.

Business Intelligence Reporting Trees and Enhanced Report Distribution Capabilities

To stay competitive, you need more than simple General Ledger reporting. Sage 100 ERP Business Intelligence meets that need with powerful financial reporting and analytics, empowering your staff with meaningful and insightful information from across your business. New features and functionalities for Sage 100 ERP Business Intelligence in version 4.5 allow you to create and attach Reporting Trees to Report Designer layouts and distribute meaningful information in the familiar face of Excel.

Business Intelligence automatically consolidates data from multiple companies, divisions, and data sources for in-depth analysis. At the click of a button, the new Reporting Trees allows you to model a reporting structure and view your organization in many different ways. Easily add or change reporting units without changing your financial data—accommodating reporting structures from simple to very sophisticated.



Improve your workflow and speed up your business processes using Sage 100 ERP Business Intelligence 4.5 to establish fully unattended, convenient report distribution. In a variety of standard formats, send reports to a file, publish to an FTP site, and send by email. Choose the reports you want to distribute, who will receive them, and customize each email format using your existing MS Outlook profile and address book.

Distribution Settings

- Automatically works with Outlook profile
- Exchange or SMTP can be set up

Manage Distribution Instructions

- Set up instructions for each unique distribution method
- Only set up once per instruction

Select Instructions

- Select which instructions to use for your report
- Create and link your report in the report

Send Now

- Select **Send Now** to execute your distribution instructions for the current report
- Can also be executed using

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