

# Sage 100 User Group Session Descriptions

## October 11, 2018

**8:45 to 9:15**

**Sage Keynote – Dianna Lane – Director, US Channel Sales at Sage**

**9:15 to 9:50**

**Sage 100cloud, Roadmap, Version 2018/2019 Review**

**Johnnie Woodward – Sage**

Learn about the newest features and enhancements included in the Sage 100cloud 2019 release, and how they can help you manage your business. We will also recap the highlights of the 2018 release and provide a roadmap for what's planned for future releases of Sage 100cloud.

**10:00 to 10:50**

**Sage CRM**

Learn how Sage CRM and Sage 100cloud can aid you in unifying the sales and marketing aspects of your business. Sage CRM supports the whole sales process - from your initial marketing campaign, lead and opportunity generation, quotes, to winning the sale, and finally to fulfilling the order and providing outstanding customer services. Sage CRM's integration with Sage 100cloud provides your staff with the ability to create quotes and sales orders and provides immediate visibility to critical customer data.

**Sage Mobility for Manufacturing: Adding Efficiencies and Automation For Shop Floor Data Collection - Scanco**

Wondering how to add efficiencies to your manufacturing processes and shop floor data collection? Have you ever wanted to capture labor, material issues and completions in real time on your manufacturing floor? Need to know where a job is or how many pieces have been completed? Join Andrew Neal, Scanco's Manufacturing Automation Authority, to explore how to build efficiencies with automation and barcode solutions for Sage Manufacturing Modules.

**Integrated Omni-Channel eCommerce by Kissinger Solutions**

Join Kissinger Solutions for an overview of all things integrated, omni-channel ecommerce. We'll explore when integration makes sense (spoiler alert: always!) and how an omni-channel approach can transform your operations and wow your customers. Applicable for B2B and B2C.

## **11:00 to 11:50**

### **Improve Your Reporting with Sage Intelligence**

Discover how Sage Intelligence can help you gain control of your data while improving your reporting with flexible, Excel-based reports. See the many standard reports available to you and how you can customize them to meet your particular business needs. Do you want to send reports automatically? No problem. Take your reporting to the next level with Sage Intelligence.

### **Sage AP Automation**

Accounting automation technologies have emerged to remove the burden of those grinding, nonstrategic, repetitive tasks that form the financial foundation of every company.

Chasing lost invoices, waiting for approvals, going back and forth about unexpected variances—these are the critical moments in manual workflows and the ones solved by automation. It is important to note that scanning invoices into digital formats is merely document management. Attend this session to learn the five key features of a truly effective AP automation solution to take workflows all the way from purchase order to payment.

### **Sage Inventory Advisor**

For manufacturing, distribution, and retail businesses, inventory is a key asset. The best way to make your inventory more profitable is through smarter, faster demand planning. With Sage Inventory Advisor, you can free up working capital by reducing costly excess stock and minimizing painful stock-outs by creating optimized orders and identifying problem areas before it's too late. No matter how you manage your inventory levels currently, you need to see this effective, user friendly, and highly affordable add-on to your Sage ERP. Save time, save money, and reinvest in your business with the help of Sage Inventory Advisor.

## **12:00 to 1:00**

**Lunch and vendor networking**

## **1:00 – 1:50**

### **Sage Alerts & Workflow**

Push versus pull: alerts and workflow pushes notifications to those that need them when critical, time-sensitive information can't wait for a report to be run. This session will outline how you can use this tool to know when certain events have happened (for example, a critical inventory item is too low or out of stock, an order over \$x has been placed, or margin on an order is too low). Deliver the alerts via any method, any device, including email, text message, fax, dashboard or instant message. And send them to everyone—employees, customers, and suppliers—in the format they want, when they need them the most.

### **Sage 100cloud Manufacturing: See All The Possibilities To Streamline Or Expand Your Manufacturing Process - Scanco**

Manufacturing make-to-orders slowing you down? Service and installation tickets unmanageable? Come see the world of Sage 100cloud Manufacturing and how you can strengthen efficiencies by increasing communication flow, reducing redundancies and working smarter with advanced manufacturing management tools

### **Sage Payroll**

A long time in the making, Sage 100 Payroll 2.0 is the next-generation payroll module that has been modernized to improve performance and user experience. Since it represents a significant change, this session will introduce you to the features of this powerful tool to help you manage your payroll needs. This session will also provide an introduction to the updated Time Track module (updated from TimeCard).

## **2:00 to 2:50**

### **Sage Mobility for Warehouse Automation: Maximize Your Distribution With Barcode Data Collection -Scanco**

More than the name has changed! Sage Barcode Module is now Sage Mobility for Barcode and sports additional, integrated functionality, marrying process to software solutions. Scanco will talk through the enhanced user experience with Sage Mobility for Barcode and how accurate, streamlined data collection brings distribution companies to the next level.

### **Get Paid Faster, Get PCI Compliant and Reduce Credit Card Processing Fees**

Join American Payment Solutions to discover how ClickToPay can enhance your business. ClickToPay is a simple and secure way for Sage 100 users to get invoices paid, almost as fast as their invoices are printed. It is designed to add to a company's bottom line by adding convenience and ease to the invoice paying process.

During this session we will review how to pay invoices with the click of a button, how to lower interchange rates, how to get PCI-DSS compliant at no additional cost and more.

### **CIMcloud: Not Your Grandma's B2B E-Commerce**

The folks at CIMcloud saw a recurring problem in the B2B market that wasn't being solved – so they combined their long-standing B2B eCommerce offering with CRM solutions on a single platform integrated to Sage 100. Join this session to learn about CIMcloud's:

- B2B customer self-service portal
- Internal sales dashboard
- CRM and quoting sales tools
- Public and private web stores (Retail and B2B)
- Integration to Sage 100

### **3:00 to 3:50**

#### **Sage 100cloud Tips and Tricks**

To help you get the most from your Sage 100cloud system, this session will help you uncover and understand how to use some built-in features and tools that you might not even know were there.

#### **ScanForce: Warehouse Automation – the key to unlocking the power of inventory control**

ScanForce will walk you through the basics of automating warehouse activities and transactions as well as key advanced functions to take your operations to the next level. We will cover shipping/picking, receiving, manufacturing, inventory, and label printing. As an added bonus, we will also provide a quick highlight of our powerful and easy-to-use mobile sales feature!

#### **Commerce Network Challenges – from EDI to Fulfillment - TrueCommerce**

Join us for this session to learn how businesses have evolved, and how an expanded commerce network is putting tremendous pressure on growing businesses. TrueCommerce delivers what is needed for those businesses to meet the challenges of customers, suppliers, 3PL's, shipping and inventory. This session will demonstrate how our managed service can help your business meet demands across the complete commerce network.

## **4:00 to 4:50**

### **Starship Shipping Integration**

Work less. Ship More. Join V-Technologies to learn more about how their flagship software, StarShip, can help automate your Sage 100, Sage 100c, Sage 300 or Sage 500 shipment process. See why 10,000+ customers use StarShip's integration to help them streamline their shipping needs. A few of the features that we will discuss:

- Eliminate manual re-keying of data into carrier systems
- Provide the warehouse with instant access to orders and invoices
- Rate shop and ship small parcel and LTL carriers from one application
- Streamline international shipments
- Create custom emails and labels
- eCommerce integration

### **Taking Everything Digital with DocLink: Sage-endorsed Document Management from Altec**

DocLink offers a secure, single repository to store, search, retrieve and send any document securely; it effectively eliminates the need to file paper documents. DocLink connects the people, processes and data in your organization to help you go paperless, so you can manage processes and transactions digitally to provide you with increased efficiency, visibility and control.

- Eliminate paper-based bottlenecks like AP invoice and contract approvals
- Simplify processes by customizing forms (expense reports, credit card statements, HR onboarding, new vendor requests, etc.)
- Increase control and visibility of transactions while eliminating key strokes
- Automate the delivery of ANY documents and associated data from ANY department to customers, vendors, partners
- Allow users to retrieve, edit and approve documents instantly and easily, from any device (mobile, web)

Going paperless is an important investment for your company; make sure you fully understand the ways you can use a document management solution like DocLink to help you go digital to automate and streamline your business processes within AP, AR, Sales Order, Contracts, HR or any department throughout your enterprise.

### **CIMcloud, Magento and Shopify, Oh My!**

Are you looking to start or revamp your eCommerce strategy? With solutions like Magento, Shopify, and WooCommerce, there is a lot to consider. For some, these options may be a good fit, but for others, they aren't. In this session, we will share how Sage-integrated platform CIMcloud fits into the marketplace, and we'll offer advice on a smart eCommerce strategy.