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SAGE MAS 90 & MAS 200 NEWSLETTER

Sage
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What's All The Talk About Business Intelligence?

Business Intelligence, or "BI" as it's commonly called, is a popular buzzword in the software industry. But as technology has matured, today's BI is more than just a buzzword … it's an affordable necessity for small and medium-sized businesses. In fact, you have a fantastic set of BI tools that are built right in to your Sage MAS 90 or MAS 200 software that can help slice and dice your way to better profitability. First, let's talk about what BI is exactly.

The Right Information at the Right Time

BI is an umbrella term that describes a variety of tools involved in the process of gathering & organizing data into graphical views and meaningful reports that enable quick and informed decisions. Put simply, BI delivers the **right information** in the **right format** to the **right person** at the **right time**. Without the tools that BI offers, it can be difficult to harness the volumes of data in your Sage MAS system in a timely fashion. The resulting "information overload" can delay important business decisions. The ultimate objective of BI is to improve the relevance, timeliness and quality of useful information.

No "Techie" Required

One of the most important aspects of BI tools is that they enable **non-technical** users (like managers and executives) to create charts, graphs, and meaningful reports that interpret large volumes of data without the need for a technical degree. Too often key decision makers are forced to wait weeks or even months while the data they need is extracted and compiled by the IT department in a report that arrives well "after the fact."

It's Not Just for "The Suits"

One of the nice things about BI is that it works great as both a strategic **and** operational tool. Strategically, managers and owners can analyze trends, gross profit margins, and other key performance indicators. Operationally, departmental personnel can streamline procedures. Consider the example of a collections department that goes through a series of tasks, reports, call logs, customer notes, and possibly information in external spreadsheets to determine which customers are overdue. Using BI, all of those tasks and data can be consolidated into a single "Collections Dashboard" that provides a **graphical snapshot** of overdue customers along with "click of a button" access to underlying detailed account data when needed.

BI and Sage MAS 90/MAS 200

Years ago, companies spent big bucks to purchase separate business intelligence software that "snapped on" to their accounting system. Today, Sage MAS ERP provides sophisticated Business Intelligence tools that are **built right in**. Modules like Business Insights Explorer and Business Insights Dashboard provide you with high-performance analytics and reporting. Also, Sage MAS 90 and MAS 200 offers features like Business Alerts that will monitor your system for time-sensitive events (example: low inventory) and send an automated email alert to the right person for quick and decisive action.

Combining the power of BI tools with human business intuition will empower you with the ability to analyze trends, make tactical decisions and get a leg up on the competition. Contact us if you'd like to find out how to use BI in your business and what combination of tools works best for you.

Ok, it isn't exactly a news flash that the global economy has slowed to a crawl. You know the story … companies laying off workers and watching sales decline. The question is, what can you do to improve your bottom line when revenue is drying up? Well, you cut costs, streamline operations, and do more with less. So let's talk about technology that will answer the question "which tasks can be automated to free up some time and cut my operational costs?"

Every Minute Matters

Today, every minute of every person's workday matters – and now is the time to take a critical look at the tasks that each person performs and ask yourself "Could that task be automated?" If, for example, you have staff that are manually generating and sending invoices, creating POs for vendors, or tracking down late deliveries, an investment in Sage KnowledgeSync can save you tons of time by automating these tasks.

Put it on Auto-Pilot with Sage KnowledgeSync

Sage KnowledgeSync is a "monitor & response" system that watches for changing conditions within your business and automatically executes the appropriate response. On the "monitor" side of the equation, it leverages familiar alert technology. You know, anytime inventory is running low, a new order comes in, or a shipment is late, someone in your company gets a real-time alert to their email, cell phone, fax machine, or PDA.

But when it comes to the "**response**," Sage KnowledgeSync really excels. After all, it may not be good enough to simply receive an alert because you still have to stop what you're doing to take care of the situation … unless you have Sage KnowledgeSync. It works hand in hand with your Sage MAS 90 system so once an alert condition is triggered, it can be configured to automatically generate *and* fax a purchase order, run a report and email the results to you, send a reminder of an overdue invoice to your customer, and just about any other action you'd normally perform manually.

If You're Curious, Give it a Try

KnowledgeSync comes preconfigured to monitor hundreds of common business conditions, and gives you the ability specify an unlimited number of additional "trigger points." So it's easy to get your feet wet and have it up and running quickly.

You can get started with Sage KnowledgeSync with a FREE trial. And if you decide that you like it, just flip the switch and go live. Contact us if you'd like more, or visit:

www.sageknowledgesync.com/m90.html

New Internet Faxing Solution for Sage MAS 90 and MAS 200

Sage has introduced "Enhanced Faxing for Paperless Office." It's the newest addition to the collection of Extended Solutions that offer over 1,500 features and functions not found in your core Sage MAS 90 or MAS 200 modules. Enhanced Faxing provides internet faxing capabilities that complement all the paperless features of Version 4.3. Supported internet fax providers include Faxaway, eFax, MaxEmail, and Protus. Contact us for details or pricing.

Service Update 9 for Version 4.3

Sage has released Service Update 9 (SU9) for Sage MAS 90 and MAS 200 Version 4.3. SU9 is cumulative containing all program corrections found in prior updates. Click Here for detailed release notes or to download SU9.

*Helping you ….. **Get 'er done by 5*** brig

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