



ACCOUNTING CONSULTING SOFTWARE STAFFING

Greetings MAS 90 and MAS 200 Users

Volume 1, Issue 2

In This Issue

- About Cannon Wright Blount
- What's New at Sage Software
- Quick Primer on Pricing Options
- The Latest Info on MAS 90 4.1
- Mid-South MAS Users' Group
- Sage Education Opportunities
- Contact Us

See below in this margin for many convenient links!

Welcome to the Second Issue of the Cannon Wright Blount (formerly Cannon Ivy) MAS 90 and MAS 200 Users' Newsletter

As a service to the MAS 90 and 200 users within the Mid-South, we are very pleased to continue to deliver this periodic newsletter, designed to provide you with valuable information to best utilize your MAS 90 and MAS 200 business systems.

About Cannon Wright Blount

As one of the leading providers of MAS 90 and 200 software and consulting services in the Mid-South, we continue our growth within the manufacturing and distribution communities. From creating automated manufacturing processes to developing and implementing management reporting systems, we continue to create efficiencies and visibility within our client organizations. These enhancements allow focus on more strategic and pressing business issues for the business owners.

Over the course of the past decade, we have built our reputation as a leading designer and implementer of mid-market business systems. Through our professional business experience, industry-focus, and software product certifications – we focus on the driving business processes facing your organization and industry as well as best positioning you for successful growth in the future.

Our service offerings reflect value through:

- Business Management and Accounting Software
 - Project Management
 - Implementation Services
 - Business Information Visibility
 - Software Customization
-

- [Sage Software Corporate Site](#)
- [Sage Abra Product Information Page](#)
- [Sage MAS 500](#)
- [Sage FAS Fixed Asset Management](#)

What's New at Sage Software

As the market leader for providing business management software and services for more than 2.5 million small and mid-sized business customers in North America, **Sage Software** applications cover a full range of business requirements including accounting, customer relationship management, contact management, human resources, warehouse management, specialized industry needs, among many others.

Sage Abra is a comprehensive Payroll, Human Resources, Time and Attendance, Training and Retention solution that integrates tightly with MAS 90 and MAS 200. Abra has a comprehensive Employee Self Service and Benefits Module and they are rolling out their **E-Recruiter Module** which will allow employers to recruit online with companies such as Monsters.com. **Sage Software's Sage Abra success story.**

Is the growth of your business making you look towards a larger, more robust ERP (Enterprise Resource Planning) system? Well, look no further than **Sage MAS 500**. Utilizing the power and scalability of SQL Server as well as advanced customization tools combined with tight integration with Microsoft® Office makes MAS 500 **"the competitive advantage that can make the difference between surviving and thriving"**.

Sage FAS Fixed Asset Management: FAS is the most widely used fixed asset software and recommended by many CPA's for their clients. The software not only calculates depreciation for internal books, but also keeps depreciation on a tax basis using the appropriate depreciation established by the IRS. A large amount of information can be retained for each asset and the software even handles transfers and disposals. Another valuable feature is the ability to transfer depreciation entries to the MAS 90/200 general ledger.

INVENTORY MANAGEMENT SERIES (IMS)

With the Mid-South Region being a distribution and manufacturing hub within the United States, many of the organizations doing business here face issues and challenges each day surrounding their inventory. These issues include, but are not limited to:

- ❖ Pricing structures & flexibility
- ❖ Inventory Costing
- ❖ Units of Measure
- ❖ Gross Profit Analysis

In upcoming editions, we will address recommended ways to best leverage the power of Sage MAS 90/200 Inventory Management to improve upon your businesses.

IMS: LEVERAGING PRICING FUNCTIONALITY

While MAS 90/200 provides easy entry in Inventory for those having basic pricing needs, the software is also capable of much more complex pricing structures. Beyond entering a single standard price and retail price, the system is capable of calculating prices based on volume, percentages of cost or price, and even by customer. By setting up a pricing code and assigning it a product line, a whole range of inventory items can have similar price calculation methods without restricting the user to the same price for each item.

Calculations for price codes can include automatic markups on the standard cost or discounts from the standard price based on the individual item information. At the item level there is the additional choice of overriding the standard price with another (secondary) price. All of these choices can be based on sales volume so that a different percentage or dollar amounts apply to the amount sold. Again, this functionality can apply to the individual item or product line level. Something to keep in mind is that cost markups first look at the standard cost if it is available and then the last cost. There is even the ability to allow pricing reflecting cost markups on average cost.

During billing, it may also be useful to be able to choose among more than one price for any given item. This is where price levels come in. Each level (number) allows a different calculation method and thus a different price for a single item when billing a customer. For each line on a sales order or invoice, a different price can be utilized based on which price code is entered. If a given price for a particular item is directly related to a specific customer or group of customers, then a customer price level can be assigned to the customer beforehand, allowing automatic calculation and assignment for that customer no matter which inventory item is being sold. The most complex pricing structure can be created by combining customer and item pricing combinations.

For those who need to be able to temporarily change the price of an item for a specific period the sales promotion function can be very useful. A sales promotion can be set up so that prices for certain items or product lines are only changed between a set of dates. As soon as the final date is reached, pricing reverts back to the base pricing structure. The pricing options under this function include a set sales price or a discount from the standard price. It is important to remember that promotion pricing takes precedence over all other types of pricing.

- Special Considerations for Upgrading (available only for registered users of Sage MAS 90 and MAS 200)
- Sage Support Online (login required)

New Features Available in MAS with Version 4.1

Recommended by more CPAs than any other business management application in its class, Sage MAS 90 and 200 4.1 feature an unmatched combination of accounting functionality with a full array of modules. The solutions automate core accounting and provide business intelligence tools with powerful financial reporting. The solutions also include support for CRM, HR and payroll needs. Sage MAS 90 and 200 4.1 boast robust project management, manufacturing and wholesale distribution capabilities that help small and mid market business owners automate inventory management, bill of materials management and job costing.

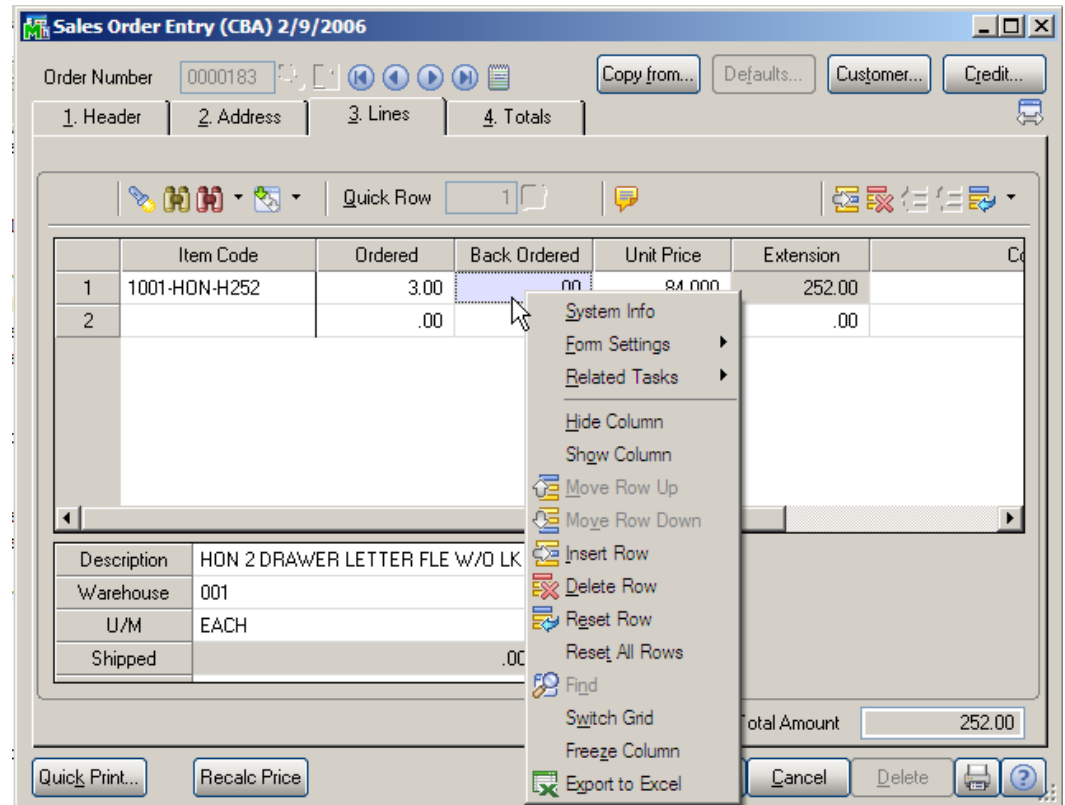
Please note that if you are considering an upgrade from any level prior to 4.0, you must first upgrade to version 4.0 (or 4.05), and then upgrade to version 4.10. Please be advised that the upgrade process from 3.x to 4.x is very complicated and requires the understanding and utilization of several new utilities that can be downloaded from the [Sage Support Site](#). Due to the complexities of this upgrade process, it is recommended you contact your business partner for assistance.

As you probably already know, Sage is in the process of changing the underlying data file structures to a fully indexed table structure. With the release of version 4.0, the following modules were enhanced: General Ledger, Library Master and Custom Office. Now with the release of version 4.1, the Accounts Receivable, Sales Order, Bank Reconciliation, e-Business Manager and Return Merchandise Authorization are brought up brought up to the new standards.

The advantages of the new standards are many, but the most noticeable changes in the enhanced modules will be the following:

- All Standard Reports are customizable using the Crystal Reports Designer
- More versatile module, role and user security capabilities
- New Data Entry Grid will allow columns to be selected and moved, drill down and drill around functionality, the ability to export to Excel®, and much more (see Sales Order Entry screenshot below):

New Features Available in MAS with Version 4.1 (continued)



- [To Register for this First Meeting](#)
- [To Request information on the MAS Users' Group](#)

Mid-South MAS 90/MAS 200 Users' Group Announces Our Kickoff Meeting

This is your opportunity to get in on the ground floor of this exciting and valuable new business tool. We are open to anyone who has an interest in learning how they can improve their company's productivity and workflow processes with MAS 90 and MAS 200. Our primary goal is to share knowledge and answer questions, however this is also a good networking tool to meet other users as well as product and service providers.

Our target date is the last week of April. Our location will depend on the number of people who inform us they will be attending. We will be providing lunch and beverages. The forum will be a Town Hall type format which we will facilitate. We will begin with speakers and presentations and end with questions and answers.

- [Suggest a topic for future User Group Meetings](#)

- [Sage Software Training Site](#)
- [Sage Software Authorized Training Centers](#)
- [Sage Software Product Info](#)

[Cannon Wright Blount](#)
Please contact:
[Craig Moskowitz](#)
For more information

We will finalize the agenda later this month, but already on the docket are the following topics:

- How to modify Business Forms by yourself using Crystal Reports Designer.
- How to create effective and professional Financial Reports in 15 minutes.
- Simple steps to ensure successful compatibility with Windows Server and Workstation Operating Systems.

As we move forward, we anticipate a series of these events covering a broad range of topics related to helping business professionals gain a fuller understanding of the Business Process in general and the role MAS 90 and MAS 200 play in that process. Here is a list of topics we have been asked about already (Please use the link in the left margin to suggest a topic for future discussions):

- How to use shortcuts, keystrokes and other tools to streamline data entry in MAS 90/200
- How to make changes to the GL Account Structure and Chart of Accounts without adversely affecting the balances
- How to utilize Bank Reconciliation to save time and money
- MAS 90/200 Data Files and how to back them up safely and effectively
- How to get up and running quickly with Sage FAS Fixed Asset Manager
- Overview of the Accounts Receivable module and how to leverage all the inherent features to manage your customers

Sage Software Educational Opportunities

Sage Software has 3 main ways to deliver quality training to you, the end user.

1. Customized Training: We can tailor our training material specifically for you company based on your needs. We can train your users individually or in a classroom setting, either at your site or in our new classroom in our new building (see below).
2. Classroom Courses (at any one of 30 Authorized Training Centers nationwide)
3. Live e-Learning Courses (from the convenience of your office or home)
4. Self-Paced Training (either on-line, on CD-Rom or using printed materials)

Cannon Wright Blount (use link in left margin to go to our new website)
[756 Ridge Lake Blvd.](#) (click our address to launch Yahoo Maps for map & directions)
Memphis, TN 38120
(901) 685-7500