ACT! by Sage

Focus on your most valuable asset—your customers. Use ACT! by Sage with your Sage MAS 90 or Sage MAS 200 ERP system to provide superior service to your current customers and to convert prospects to new customers. Seamlessly integrate your ACT! contact management solution with your Sage MAS 90 or 200 ERP system to raise your customer service levels, improve your customer retention rate, and increase sales.

By leveraging the strengths of two industry-leading business software solutions from Sage Software, your company can improve information sharing and gain efficiencies. For instance, a salesperson using ACT! can issue sales orders, perform customer inquiries, or view detailed orders and invoices from Sage MAS 90 or 200 without leaving their ACT! desktop. In effect, the two products allow you to connect the two halves of your business—your front office, which includes your sales force, and your back-office accounting system.

Bi-directional data transfer is available throughout and can be used to maximize efficiency within numerous aspects of your company. It's a complete front- to back-office solution that can boost your company to the next level of profitability.

HIGHLIGHTS

Provide a seamless user experience to front-office employees as they access critical back-office data to better manage their customer relationships

Improve customer service by providing immediate access to critical customer data

Build long-term customer loyalty by empowering front-office personnel with the information they need

Increase productivity with real-time data sharing between front- and back-office systems

Reduce overall operational costs by improving data integrity and eliminating costly back-office order processing errors

ACT! BY SAGE HELPS COMPANIES:

Centralize critical contact and customer information and stay organized

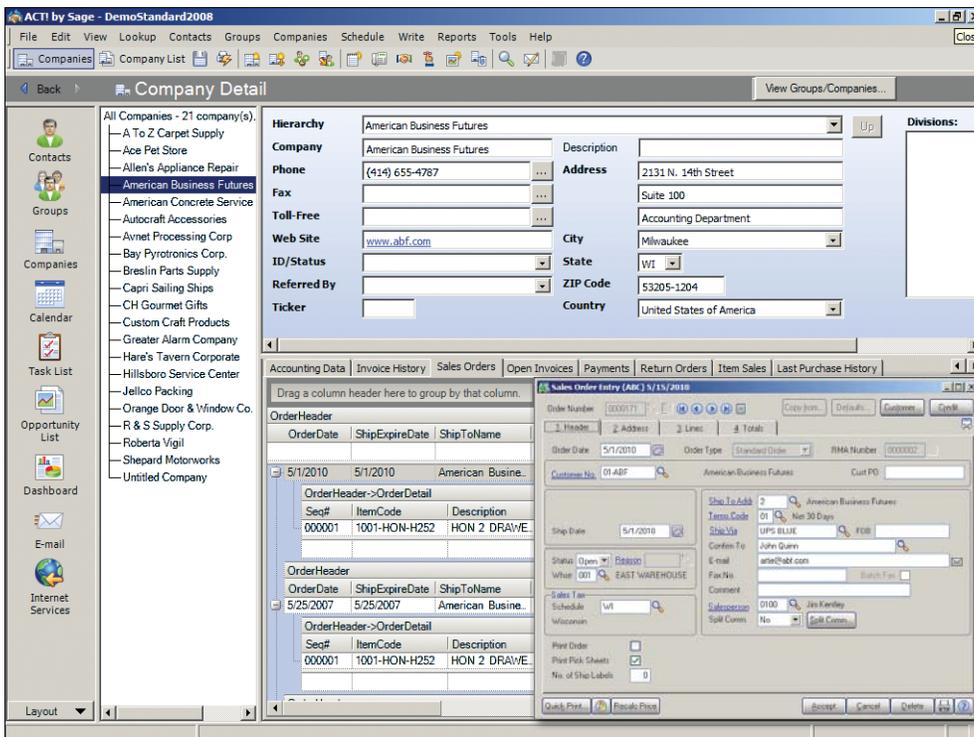Manage and grow business relationships through top-notch communications

Prioritize day-to-day activities to stay on top of appointments and tasks

Forecast and track sales opportunities for an improved bottom line

Access and report on information quickly for a complete view of customer interactions

Stay productive by taking critical information on the go

Sage MAS 90 and 200 integration with ACT! empowers ACT! users with seamless access to Sage MAS 90 and 200 information.

FEATURES

Quick Data Access
Gain immediate access from within ACT! to critical contact and customer information, plus customer details on invoice, sales, and order history.

Accurate Inventory Access
Quickly enter opportunities from within ACT! using Sage MAS 90 and 200 inventory item details.

Special Order
Get support for special-order items that are not in the Sage MAS 90 and 200 inventory system.

Seamless Workflow
Quickly promote opportunities into accurate orders that are based on the Sage MAS 90 and 200 pricing engine.

Interapplication Access
ACT! users with a Sage MAS 90 or 200 license can launch standard Sage MAS operations directly from within ACT!, including Customer Maintenance, Sales Order Entry, Sales Quote Entry, and Inventory Inquiry.

Configurable Solution
Customize the data mapping between ACT! and Sage MAS 90 and 200.

BENEFITS

Improve Business Relationships
Put important customer information at your fingertips with ACT! and Sage MAS 90 and 200. You'll be able to keep track of every customer conversation, activity, invoice, order, and more. By knowing the fine details of your business relationships, you can improve customer service and build long-term customer loyalty.

See the Big Picture
Get an overall view of your company—sales processes, operational efficiencies, and financial performance—within a single solution. Powerful financial reporting and analysis tools provide you with immediate access to your key performance indicators.

Easy to Use
Renowned for ease of use as individual products, the Sage MAS 90 and 200 and ACT! integration was designed in the same fashion, providing a seamless user experience for front-office employees as they access critical back-office accounting data regarding customers directly from their ACT! desktop.

Flexible Data Synchronization
Configure Sage MAS 90 and 200 ACT! integration to meet your specific business needs. It's easy to set up rules on how the data will be synchronized between ACT! and the Sage MAS 90 or 200 database.

Increases Productivity
Ensure that key customer information is bi-directionally synchronized—saving your people valuable time that can be better spent helping customers.

Low Total Cost of Ownership
Both ACT! and Sage MAS 90 or 200 offer a broad, feature-rich solution at the lowest total cost of ownership. Link these two industry-leading products together to achieve a seamless and complete front- to back-office solution that can help boost your company to a higher level of profitability.