The PASSAGE

IN THIS ISSUE

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welcome
New Clients!

Bay Area Barricade Service, Inc.
Concord, California

Since 1978 Bay Area Barricade Service, Inc has been providing high quality job site and traffic safety products for the greater Bay Area.

DCI Specialty Foods
Santa Rosa, California

Founded in 1991, DCI Specialty Foods, Inc. produces specialty and snacking food products. The company's offerings include cheese spreads, baked brie, hummus, salsa, and specialty dips.

PAS NEWS

We've updated our Custom Crystal Reports & Enhancements Catalogs

Among our newest custom enhancements is the PAS AP Rapid Invoice Entry Module. The PAS Rapid Invoice Entry system allows users to quickly and accurately enter a large stack of invoices. The system utilizes the standard Accounts Payable Repetitive Invoice Entry files where users will pre-configure the vendor and one or more general ledger accounts numbers associated with each. Read about the PAS AP Rapid Invoice Entry Module in action in this issue's Client Spotlight on Delano's IGA Market.

Also highlighted in this issue is PAS's new Quick Backup for MAS 90/200. Read Nancy Matranga's full write up on page 14.

You can view the updated catalogs of Custom Crystal Reports and other PAS Custom Enhancements on our website www.pas90.com.

# Employment
Opportunities

Seeking Employment?

Do you have experience with Inventory Management, Credit Management, AR/AP, Collections, Warehouse Management, Billing, Purchasing, or Customer Care. Are you seeking a position that would afford the opportunity to grow as a professional and offer ongoing challenges? If so contact us to be placed in future newsletters.

Looking to Hire?

Is your company looking to fill a position in the fields of Accounting, Tech-Support, Customer Care or Management? Let us know and we can place a posting in our next newsletter.

For more information on employment opportunities or to notify PAS of candidates seeking employment or available positions, please call (415) 499-9959 extension 104.
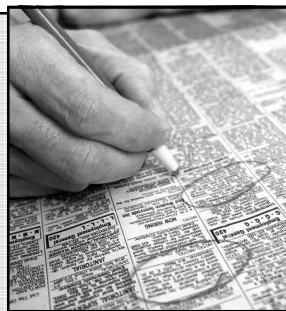
Spring 2009 PAS Client Conference

PAS Conference May 29th, 2009

PAS will again present **two** topics with each taking approximately 90 minutes.

First – **Cash Management with MAS 90/200**
        9:00 AM to 10:30 AM

All companies must manage cash. Do you know all of the tools available in MAS to help? We will be exploring reconciliations, one step bank transfers, cash flow reports, and using credit cards to both receive from customers and pay vendors, and more. Don't miss this valuable session!

Second – **Customizing MAS 90/200 to Work the Way You Do**
        10:30 AM to 12:00 PM

All MAS 90/200 customers with 5 or more user licenses have the Custom Office module included. We will demonstrate how very simple changes can streamline your data entry and make the system easier to use. The Custom Office module can be used both to add new fields, and remove unwanted fields from clogging up the system. You can also make rules about existing fields, such as customer type, etc.

When: May 29, 2009 9:00 AM—12:00 Noon

Where: Learn iT! Computer Training Center

        33 New Montgomery St.
        San Francisco, CA
        www.learnit.com

Cost: You may choose to attend either one or both parts of the presentation. The seminar is, as always, virtually free. There is a $100 fee that covers both parts. If paid by May 15th, you will receive a $100 gift certificate upon attendance.

If you are interested in attending, please contact Josh Hoobler at (415) 499-9959 or register online at www.pas90.com/training.

DeLano's IGA Market is a community-focused retailer. There are 7 convenient locations serving San Francisco and Marin Counties. Each store is merchandised with the needs of the surrounding community in mind. They offer 5% discounts to senior citizens on Tuesday's and Saturday's and 5% discounts to Police Officers and Firefighters every day.

In 2008 DeLano's was outsourcing their accounting. The owners, Harley and Dennis DeLano, decided to bring their accounting in house to gain greater control over their finances and save the company money. They brought on Mike Kempel as their Director of Finance. As he was already familiar with MAS 90 and its capabilities he began talking with Jon Parkinson about implementing MAS at DeLano's. DeLano's product selection boasts some of the highest quality perishable offerings in the market place as well as 20,000 everyday favorites. This means hundreds of suppliers bringing fresh products in and taking old products out every day creating seven invoices and seven credits a week per vendor creating a great number of payables for the accounting team. When outsourcing there was a considerable backlog on payables. The PAS Custom Rapid Invoice Entry was the perfect solution. According to Mike Kempel, DeLano's now processes payables twice as fast as they had previously and in just two months since implementation they have completely eliminated their backlog. A grocer has a lot to reconcile with the bank on a daily basis: cash, checks, credit cards and debit cards all have to be reconciled daily. This was one of Mike Kempel's biggest concerns as he was new to the grocery business but he says Jon Parkinson came in and helped

COMPANY PROFILE

Headquarters: San Rafael, CA

Type of Business: Retail Grocer

Number of Locations: 7

Number of Employees: 200

SYSTEM PROFILE

MAS 90 Modules
- Accounts Payable
- Bank Reconciliation
- Business Objects Interface
- Custom Office
- General Ledger
- Library Master
- Visual Integrator
- FRx Financial Reporting
- PAS Custom Rapid Invoice Entry

them out with this and now it's running smoothly.

Overall, DeLano's Director of Finance estimates they're saving $100,000 this year with their MAS implementation and he expects they'll save as much as $150,000 per year in the future. As for working with PAS he says, "The whole PAS team has been great for us. The switch to MAS has surpassed our expectations."

Sage MAS
Extended Enterprise Suite

By Jon Parkinson, CMA

One of the most important decisions you can make for your growing business is choosing software that allows you total control, integration, connectivity, and visibility of every facet of your company. Sage MAS 90 and 200 Extended Enterprise Suite provides a complete system that delivers end-to-end capabilities and averts common business problems throughout your entire enterprise.

- Information seamlessly flows within your business functionality: Finance, Distribution, Manufacturing, CRM, and Business Intelligence
- Sales and customer support teams access Real-Time Pricing, Inventory Availability, Order Status, and more
- Business Insights Explorer provides CRM users with your customer's Sales History, Credit Status, Order Status, and more
- Goods received can be designated as Fixed Assets and automatically flow into the financial information, immediately taking all allowed depreciation tax savings

Key Features
The MAS 90/200 Extended Enterprise Suite bundles all of the following modules together at one low price:

- Library Master
- Business Insights
- General Ledger
- FRx Financial Report Writer
- Accounts Receivable
- **SageCRM**
- Accounts Payable
- Inventory Management
- Sales Order
- Purchase Order
- Return Merchandise Authorization (RMA)
- Bill of Materials
- Bank Reconciliation
- Visual Integrator
- Custom Office
- **Multi-User MAS Fixed Assets**
- Crystal Reports
- **eFiling and Reporting**
- **Credit Card Processing by SPS**

The Extended Enterprise Suite is sold by the number of named user licenses. There is an upgrade path available for upgrading your MAS 90 or MAS 200 installation to EES.

The biggest benefit to most clients, will be the addition of integrated CRM through the SageCRM module.

SageCRM is an easy-to-use, fast-to-deploy, feature-rich Customer Relationship Management solution that you can configure and personalize. Combining SageCRM with Sage MAS 90 and Sage MAS 200 ERP systems provides you with a way to quickly analyze, manage, and synchronize sales, marketing, and customer care activities across all points of contact. Use Business Insights Explorer to give you true visibility across your business and up-to-date sales results. Seamlessly convert SageCRM prospects to Sage MAS 90 or 200 customers and provide real-time quotes to orders.

SageCRM integrates with Sage MAS 90 and 200 through a seamless interface that delivers real business management advantages to your organization. Designed to improve business relationships with every interaction, SageCRM and Sage MAS 90 or 200 provide a complete customer solution. For example, real-time availability and pricing allows you to generate an accurate proposal with no hidden charges. Then, send the quote by e-mail directly from SageCRM and set reminder follow-ups. This increases your forecasting accuracy and productivity, and strengthens your customer relationships.

Please contact Jon Parkinson 415-499-9959 x101 for more information about the Sage EES system.

PAS Conference Review

By James Converse

The most recent PAS client conference was held at the LearnIt Center in San Francisco. This was a two part conference that covered both the Sage MAS 90/200 distribution modules and Microsoft FRx. The entire PAS team was there, however Kurt Kunselman and Jon Parkinson did most of the talking and training, but Aaron Edwards and myself had something to show and tell as well.

Kurt Kunselman started the conference by showing everyone just how flexible the distribution modules in MAS 90/200 are. For example in inventory, MAS can have pricing by a given item, by customer and item, or by price level (a pricing group). In addition, MAS can have quantity breaks for each of these pricing structures. These different pricing methods will allow just about any pricing need a company has.

Another extremely cool feature in MAS is the automatic re-order. Do you have items that always seem to be running out of stock? Setting up an automatic re-order method and quantity can help prevent this. There are several re-order methods, but the simplest one, in my opinion, is the 'Re-order Point' method. When the quantity of an item falls below the re-order point, MAS can generate a PO for a specified quantity. For instance, if the quantity on hand went below 100, I could have MAS generate a PO for 1,000 of this item.

The last example that I want to recap is the inventory physical count. Inventory can be difficult to keep accurate, so standard practice includes physically counting the inventory every so often. MAS gives you the ability to print a physical count worksheet to give to your warehouse manager for counting. Once the inventory has been counted, the worksheet goes back to the office for entry into MAS.

After Kurt was finished showing some of the cool features of inventory in MAS, Jon took us through an introduction to FRx. FRx is a reporting program made by Microsoft that is compatible with MAS 90/200. What we did in the conference is we actually made an income statement in FRx. I was truly surprised at how easy it was to make reports in FRx.

Picture an empty Microsoft Excel worksheet. If that worksheet were an FRx report, the row headings are general ledger account numbers and the column headings are amounts (MTD, YTD, etc). Once we had this information defined in FRx, all we really had to do is push the button to run the report, tell FRx which period we are wanting, and voila!

I am probably making it seem a little easier than it actually was, given my background, but 85% of the clients attending the conference were able to get the report with no trouble on the first try. The reason that I think this seemed so easy is that we had Jon Parkinson showing us step by step. Jon has 20 years experience with FRx and that obviously goes a long way.

All in all, the majority of our clients were very happy with the conference. The next conference will be held at the same location and will be another two topic show: Cash management and the power of customizations. Again, I would like to thank everyone who attended and hope to see all of you at the next one.

Sage MAS 90/200 ERP
Pricing Tips and Tricks

By Kurt Kunselman, MBA

Sage MAS90 and MAS200 Distribution Software allows companies the ability to use Flexible Pricing in their day to day operations.

Following is a list of common methods that MAS90 and MAS200 are designed to handle:

- Several price lists for each item
- Product-specific pricing
- Customer-specific pricing
- Standard Pricing
- Effective dates for price lists
- Discount on price definable by customer group/product group.

Following is the 'Pricing Hierarchy' that MAS90 and 200 uses:

Priority	Pricing Method	Derives From
1	Sales promotion	Pricing defined in Sales Promotion Maintenance. This method has priority only if a sales promotion is in effect for the current date and the promotion price is the best price available.
2	Contract pricing for the customer for this item	Customer Price Schedule defined in Inventory Maintenance or Customer Maintenance.

Priority	Pricing Method	Derives From
3	Item pricing for this item based on customer's price level	Item pricing and price level defined in Inventory Maintenance that matches the price level defined in Customer Maintenance.
4	Item pricing for this item based on the standard price level	Item pricing and price level defined in Inventory Maintenance.
5	Pricing for the item's price code based on the customer's price level	Price code and price level defined in Price Code Maintenance that match the price code defined in Inventory Maintenance and the price level defined in Customer Maintenance.
6	Pricing for the item's price code based on the standard price level	Price code with no price level defined in Price Code Maintenance that matches the price code in Inventory Maintenance and the price level (blank – no price level) defined in Customer Maintenance. This method is used only if either the customer or price code does not have a price level.
7	Standard price of the item	Price code and standard price defined in Inventory Maintenance.
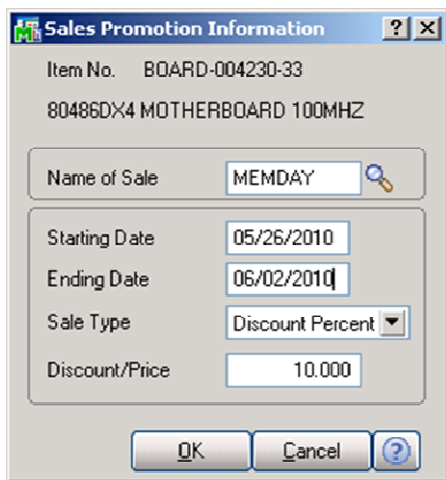
When the pricing option assigned to the item and/or customer is found, the per-unit price is calculated. If no price option applies, the price is based on the standard price setup in Inventory Maintenance on the Header Tab.

We are going to review these Flexible Pricing Methods and provide simple easy-to-follow instructions:

Sales Promotion:

Sales Promotions are setup by clicking on the "Sale Info" button on the Header Tab in Inventory Maintenance.

Sales Promotion Information

Item No. BOARD-004230-33

80486DX4 MOTHERBOARD 100MHZ

Name of Sale	MEMDAY
Starting Date	05/26/2010
Ending Date	06/02/2010
Sale Type	Discount Percent
Discount/Price	10.000

OK   Cancel

Customer Price Schedule:
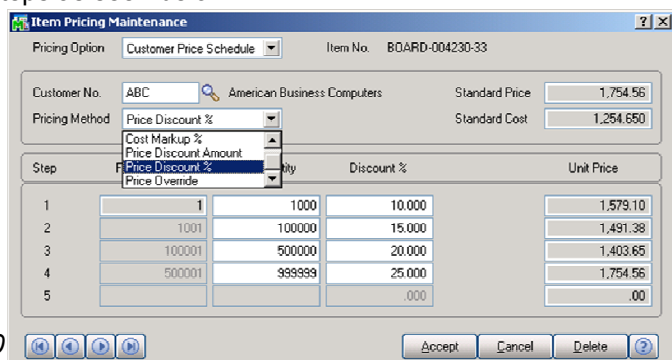
Customer Price Schedules are setup by clicking on the "Pricing" button and then selecting "Customer Price Schedule" from the Pricing Option field drop-down.

Choose your Customer and then Pricing Method.

Your selection of Pricing Methods:
- Cost Markup Amount
- Cost Markup %
- Price Discount Amount
- Price Discount %
- Price Override (setting the actual price)

In addition MAS allows users to use quantity pricing by selecting various steps as seen below.

Item Pricing Maintenance

Pricing Option Customer Price Schedule   Item No. BOARD-004230-33

Customer No.	ABC	American Business Computers	Standard Price	1,754.56
Pricing Method	Price Discount %		Standard Cost	1,254.650

Cost Markup %
Price Discount Amount
Price Discount %
Price Override

Step	F	...	...ity	Discount %	Unit Price
1		1	1000	10.000	1,579.10
2	1001		100000	15.000	1,491.38
3	100001		500000	20.000	1,403.65
4	500001		999999	25.000	1,754.56
5				.000	.00

Accept   Cancel   Delete

Customer Price Levels:
Customer Price Levels are setup in Inventory Maintenance by clicking on the "Pricing" button and then selecting "Item Pricing" from the Pricing Option. Hit Tab or Enter and then assign a "Price Level" using an alphanumeric character. Choose your Pricing Method and assign the "Price Level" pricing. Wait! There is 1 more step in Customer Maintenance.

In Customer Maintenance, you will need to match up the Customer to the Pricing Level by clicking on the "Additional" Tab and entering the Price Level code in the Price Level Field.

Item Price Levels
Similar to the Previous setup with Customer Price Levels. The only difference is that you would not assign a Price Level Code.

Price Codes

In order to utilize the Price Code system, Price Codes must first be setup in Inventory Management/Setup/Price Code Maintenance.

- Choosing a Price Level will connect the Price Code to Customers that have this Price Level listed in Customer Maintenance "Additional" Tab as seen before in the **Customer Price Levels section** on the previous page.

- Not choosing a Price Level does not link the Pricing to a customer but allows this Price Code to be linked to specific Inventory Items in Inventory Maintenance as seen below

- Notice the Price Code for this Inventory Item is now set to "LOW". All Orders will now use this Pricing.

As you can see. There are many flexible methods to using different Pricing in your MAS90 and MAS200 software.

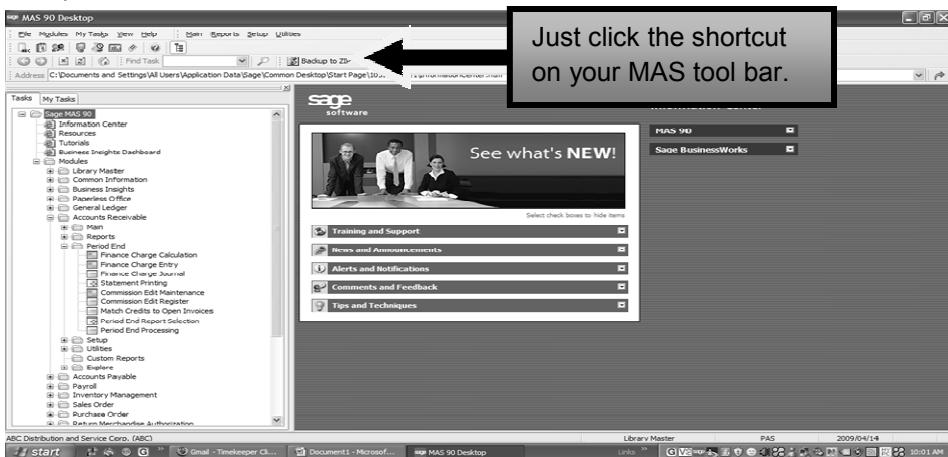For further questions please contact our office at 415-499-9959.

PAS Quick Backup Utility for MAS 90/200
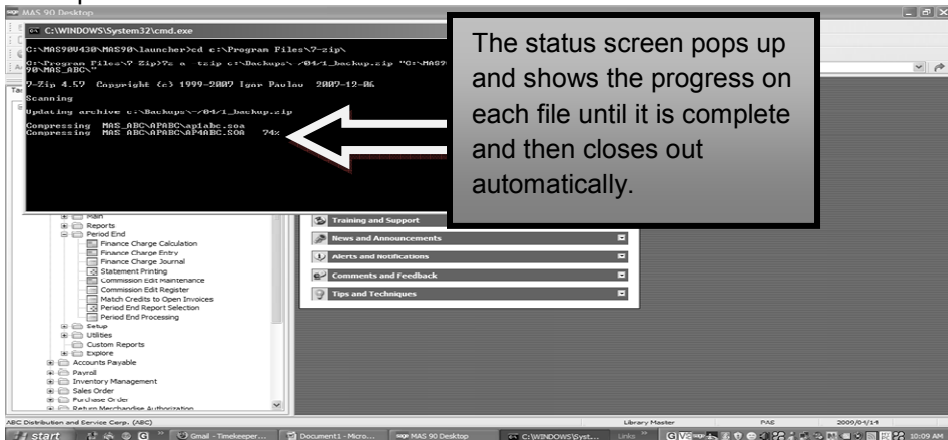
By Nancy Matranga

Have you ever wanted to make a quick backup of your active company in MAS without creating a backup company through company maintenance? If so, your solution has arrived! The PAS quick backup utility allows you to backup your company into a local zip file with the click of a single button. In addition, the utility can also be modified to backup your entire MAS directory on a daily, weekly, or monthly basis. The interface is simple and the process is quick. Take a look at how it works:
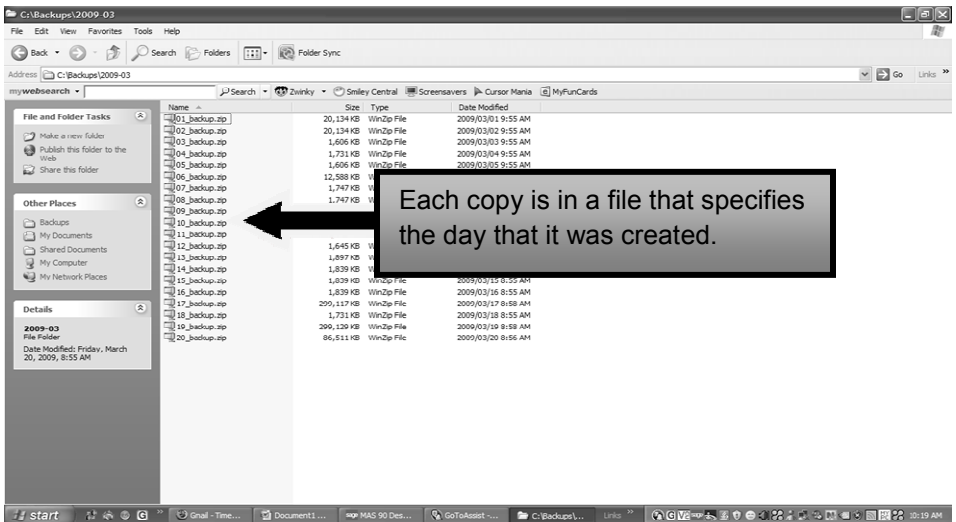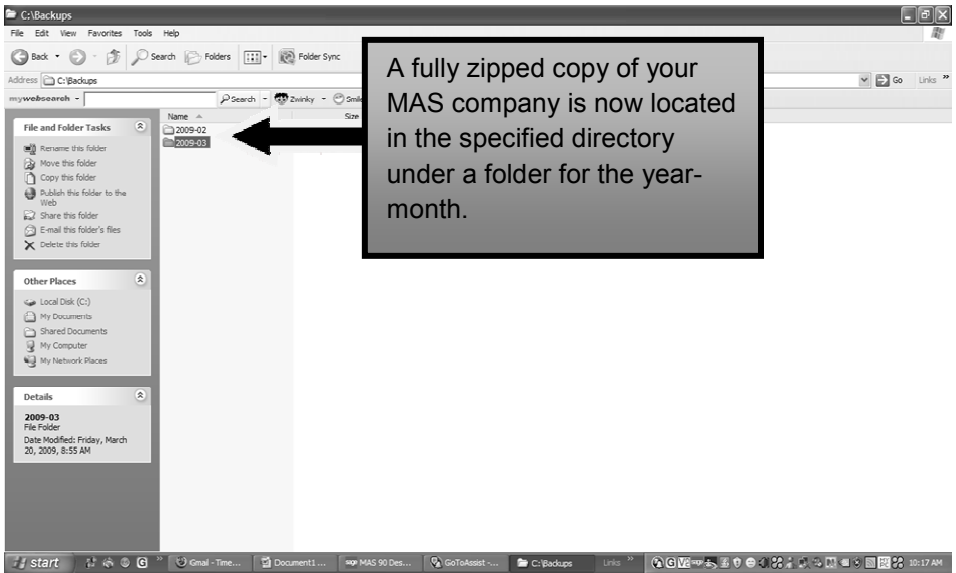
Step 1

Just click the shortcut on your MAS tool bar.

Step 2

The status screen pops up and shows the progress on each file until it is complete and then closes out automatically.

Step 3

A fully zipped copy of your MAS company is now located in the specified directory under a folder for the year-month.

Each copy is in a file that specifies the day that it was created.

The price of this solution is $500 and includes the cost of installation and maintenance for future upgrades. Please call us if you are interested!

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FEEDBACK FORUM

We welcome your feedback. Please feel free to send us your feedback at any time. Using e-mail is a good way. Send to: office@pas90.com with "Feedback" in the subject line. With your feedback we can provide you with better and more accurate customer service.