The PASSAGE

IN THIS ISSUE

CONTACT INFO

Jon Parkinson
Tel: 415-499-9959 x101
E-mail: jon@pas90.com

Kurt Kunselman
Tel: 415-499-9959 x102
E-mail: kurt@pas90.com

Nancy Matranga
Tel: 415-499-9959 x105
E-mail: nancy@pas90.com

James S. Converse
Tel: 415-499-9959 x103
E-mail: james@pas90.com

Theresa Bavero
Tel: 415-499-9959 x104
E-mail: theresa@pas90.com

Aaron Edwards
Tel: 415-499-9959 x107
E-mail:aaron@pas90.com

welcome *New Clients!*

The Hide & Leather House, Inc., *Napa*
Specializing in wholesale, The Hide & Leather House produces a variety of top-quality leather goods and garments.

Napa Glove & Safety, Inc., *Napa*
Founded in 1888, Napa Glove is a leading manufacturer and distributor of industrial gloves and personal protective equipment.

Edelman Productions, *Corte Madera*
Specializing in producing television series and specials for national cable distributors, EP is the largest cable production company in the San Francisco Bay Area.

welcome
New Clients of BBSI!

Ampac USA, Inc.
Araujo Estate
   Wines
Associated Winery
   Systems
Atlas Tree Service, Inc.
Baumoel Bookkeeping & Tax Service
Baxman Gravel Co.
C & K Johnson Industries
Caito Fisheries
California Groundwater Association, Inc.
Community Resources for Independence
CTW Designs
D.C. Power Systems, Inc.
Dick N. Couden
Douglas R. Tompkins
Foundation for Deep Ecology
Franco American Bakery, Inc.
Fred Holmes Lumber Co.
Friends House
Gardenside International Ltd.
Healthcare Management and Billing, Inc.
Kristar Enterprises, Inc.
Laurel Glen Vineyards

Luthiers Mercantile Int., Inc.
Marimar Torres Estates
Marin Country Day School
Midwestern Pipeline Services
Neil O' Anderson & Associates
North American Cinemas, Inc.
Oliver's Market
Primary Care Associates
Robert E. Sullivan, CPA
Sequoia Floral International
Silvers at the Wharf
Sonoma Cider Mill
Sonoma Scientific
Synergy Business Resources
Thames America Trading Company
Thanksgiving Coffee Company
The Branson School
The Conservation Land Trust
The Sea Ranch Association
Tri City Fence Company
Weco Industries, Inc.
William W. Lippert, CPA
Zenoff Products, Inc.

PAS NEWS

Parkinson Accounting Systems purchases Business Software Solutions, Inc.

PAS acquired Business Software Solutions, Inc. of Rohnert Park, CA on June 17th, 2008. BSSI, owned by Dave Fisher, CPA, has been supporting MAS 90 and MAS 200 in the North Bay area for many years. PAS extends a warm welcome to former clients of BSSI. We would also like to thank Dave Fisher for his assistance during this transition.
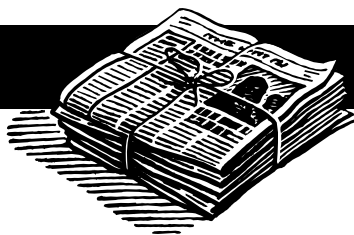
We look forward to providing a high level of customer service to these new clients. If you are a former BSSI client, feel free to contact us with any questions or concerns.

New staff addition: James Converse

PAS welcomes James Converse - a new member of our support team. James has five years of experience working with MAS 90, and extensive experience with EDI integration and Crystal Reports. James can be reached at extension 103.

Full time telephone support

Nancy Matranga (ext 105) will be providing full time telephone support to our clients during business hours (8:30 AM to 5:00 PM, pacific). We are excited to be able to provide this to our clients to provide a consistent response time to MAS related issues.

MAS 90 / 200 Version 4.30 – When can I get it?

Clients on a current support plan will have received the latest release of MAS – Version 4.30. (See article in this issue for details.) We look forward to rolling out this new version over the next few months. As with prior releases, we recommend waiting approximately eight weeks from the original release date (05/29/2008) before upgrading existing installations. This provides us with some time to perform internal testing and review any reported issues. The great news is – so far so good.

We will be contacting our existing clients shortly to begin scheduling upgrades to this latest version. If you are using any enhancements or customizations, we will need to coordinate your upgrade with getting the new version of your enhancement. Those without enhancements should expect to upgrade in August or September.

Client Seminars

On May 23rd PAS held a client conference covering the Secrets of General Ledger. A wide variety if advanced features were covered including account structure and maintenance, journal entries, budgets, and reports. Turnout was great and our feedback was very positive, thank you to all who attended. Our next seminar will be held on October 24th and will cover Crystal Reports.

Client Satisfaction Survey

Parkinson Accounting Systems would like to thank all of our clients for their continued business. Our goal is to provide the highest level of service to you and your company and your feedback is valuable in assisting PAS to achieve this goal. You can contact Theresa Bavero at extension 104 with your comments or request a survey be sent to you. Thank you again for your business and we look forward to serving the needs of your company in the future.

Torn Ranch®

DISTINCTIVE FOODS AND GIFTS

Torn Ranch is a manufacturer and supplier of gourmet specialty foods, providing premium quality foods and fine gifts for over 30 years. Starting with one retail location in Marin County, Torn Ranch grew to specialize in wholesale in order to keep up with the expanding demand in the wholesale specialty market. They have become a leader and guiding innovator in the gourmet industry while maintaining a commitment to the highest standard for product quality, gift design and customer service.

For the past several years Torn Ranch has used Excel spreadsheets to manage its job costing and inventory. As the company has such a wide variety of gourmet products, updating the spreadsheets alone became a full time position. "Human error, inconsistency, and ineffectiveness in inventory planning were among the largest challenges" notes Colleen Heysek. The need for an industry-oriented and integrative system became necessary and the company implemented MAS 200 in 2006 for its functionality and end-to-end integration capabilities.

To meet the specific challenges of inventory planning and distribution, Torn Ranch makes great use of MAS 200's Inventory Management module. The module allows for greater visibility into Torn Ranch's vast inventory, providing timely and accurate information. "It has literally taken the blinders off with regards to sales reporting and inventory," Heysek adds. Specific features of the module also allow the company to quickly balance a fast turnover of inventory to ensure stock is available for customer orders.

Adding ACT! by Sage and linking the database to the MAS 200 system has allowed for greater communication be-

COMPANY PROFILE

Headquarters: Novato, CA

Type of Business: Fine Food Manufacturer & Specialty Gifts

Number of Locations: One

Number of Employees: 100

SYSTEM PROFILE

MAS 200 Modules
- Accounts Payable
- Accounts Receivable
- Bill of Materials
- General Ledger
- Inventory Management
- Purchase Order Processing
- Sales Order Processing

tween the front and back offices, allowing the sales team to access customer order information and manage customer relations more efficiently. Having an integrated and effective system is assisting Torn Ranch in taking a more proactive stance on meeting customers' needs in a cost-effective manner.

"Having MAS has allowed us to position ourselves to be able to control inventory costs and better serve our customers by knowing what our capabilities are in the way of production. We are making great strides everyday" concludes Heysek.

Employment
Opportunities

Seeking Employment

Candidate looking for a position in Inventory Management, Credit Management that would afford the opportunity to grow as a professional and offer ongoing challenges. Qualifications include AR, AP, collections, warehouse management and billing, inventory management and purchasing, and customer service.

Looking to Hire

Bay Area company looking to fill a full-time Controller position. Candidate will be charged with supervision, training, and review of work of all finance and accounting staff. Requirements include a BA in Accounting and a minimum of three years experience with solid knowledge of accounting principles and practices, proficiency with MS Excel, Word, and integrated accounting systems. MAS 90 experience a must.

For more information on employment opportunities or to notify PAS of candidates seeking employment or available positions, please contact Theresa Bavero at (415) 499-9959 extension 104.
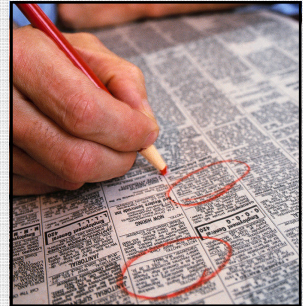
Electronic
Data Interchange (EDI)

By James S. Converse

What is EDI?

EDI, or Electronic Data Interchange, is a complex but necessary function to communicate important business data such as Purchase Orders, Invoices and Advance Ship Notices (ASNs) with your customers, suppliers, 3PLs, sourcing agents and more.

A form of B2B integration, Electronic Data Interchange (EDI) is the widely used method of communicating important business documents or information such as Purchase Orders, Invoices and Advance Ship Notices electronically between businesses or trading partners.

Benefits of EDI

- Using EDI will allow you to reduce the amount of paperwork created for orders, invoices, etc.
- EDI provides you with the means to eliminate duplicate entry of data. This will lead to streamlined processes and reduce the errors that can result from re-entry of data.
- EDI will allow you to increase business volume without increasing your staff by reducing the amount of manual or redundant tasks performed in the processing of a business document.
- All of the above benefits lead to reduced costs. The end result of these reduced costs is lower prices and increased sales.

EDI Software

The software you choose should allow you to:

- Create the EDI documents you need to create in the standard and version you need to support
- Provide yourself with a readable document that you can use on your computer system
- Maintain a database for storing your EDI documents and EDI trading partner information
- Send and receive EDI documents to your EDI trading partners at any time

There are many EDI software providers available to assist you in selecting the software for your computer system. EDI software can be traditional translator

based software, or can be a web form EDI solution. For a solution that would fit your company's needs, contact James Converse at extension 103.

EDI Transport

Documents are typically transmitted in three ways:

- Value Added Network (VAN) – This is more like a monthly service. Most VAN services charge per thousand characters or just a flat rate per trading partner.
- Applicability Statement 2 (AS2) – A form of peer-to-peer communication, AS2 uses secure HTTP. AS2 software is typically much cheaper than paying for VAN services over time. AS2 software providers typically charge a one time connection fee.
- File Transfer Protocol (FTP) – This is by far the cheapest form of communication, however many trading partners do not use this method. This communications method is great for passing documents between offices and warehouses. FTP services can be as cheap as $10 a month.

EDI Mapping

EDI mapping is the process by which EDI data is converted to other data formats. EDI mapping is usually performed between different ASCII flat file formats, EDI and XML, and also SQL. The process is essentially the same between these formats.

Parkinson Accounting Systems now has EDI Support In-House

With the addition of James Converse to the PAS team, Parkinson Accounting Systems now has EDI tech support in-house. James has worked with both main EDI providers for MAS90 & 200 (Kissinger and True Commerce) and is here to help with any issues you may have. James has also worked with many major retailers implementing EDI documents and procedures. If you're having trouble with implementation or you just need some technical support, we're here to help!

NEW FEATURES
of Sage MAS 90/200 version 4.3

By Kurt Kunselman, MBA

The SAGE MAS 90® and SAGE MAS 200® ERP Systems version 4.3 release will focus on some of the most re-quested customer enhancements to enable our customers growing businesses to work the way you do.

Included in this release are the following:

- Additional business intelligence capabilities
- The incorporation of paperless office
- Direct deposit functionality
- Usability improvements
- Fixed Assets enhancements
- Updated integrated Sage solutions – Sage TimeSheets, Abra, ACT!, Credit Card processing powered by Sage Payment Solutions, Starship Parcel and Starship Freight.

Adding new features and functionality with little or no impact on total cost of ownership (TCO) is the focus of 4.3.

Planned for the subsequent 4.4 release is the application of global business framework standards to the Purchase Order, Inventory Management and Bill of Material modules. This group will be the last modules to be updated to the new business framework.
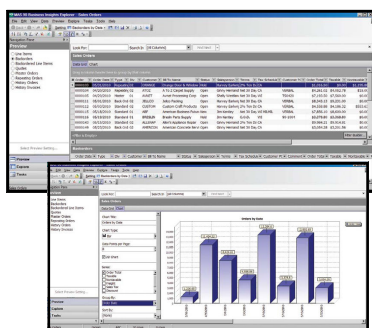
Business Intelligence

Two business intelligence modules, Business Insights Explorer (BIE) and Business Insights Dashboard (BID), will offer new capabilities so you can turn data into actionable knowledge. New data-centric views will be added to BIE so customers will be able to gain even more visi-bility into their business. A new charting tab will allow charts to be created directly from the personalized views. Also new in this re-lease will be the ability to print dashboard sections. BID will add more flexibility in the main dashboard and will continue to provide the ability to drill into the detailed information.

All the BIE Views that will be available in 4.3 are listed, with new BIE Views in *italics.*

- *Account View*
- *Account Transactions View*
- *Account Budgets View*
- Customer View
- Salesperson View
- Customer History Invoices View
- Customer Open Invoices View
- Customer Repetitive Invoices View
- Customer Payments View
- *Vendor View*
- *Vendor History Invoices view*
- *Vendor Open Invoices view*

- *Vendor Repetitive Invoices view*
- *Vendor Payments View*
- *Item View*
- *Item transactions View*
- Sales Order View
- History Orders View
- Shipping History invoices View
- *Purchase Order View*
- *Vendor History Receipts View*
- Open RMAs View
- RMA History Receipts View

Paperless Office

Paperless Office in 4.3 will save your business time and money by reducing paper costs, eliminating the need to print lengthy reports and use precious office space for storage. In addition, it will provide quick and easy access to files, and extend the reach of the documents to multiple people in separate locations. Users will be able to view reports, and print only the pages that you want,

eliminating paper waste. The powerful electronic forms delivery functionality will allow Users to email or fax documents on a timely basis to vendors and customers, improving business-to-business communications.
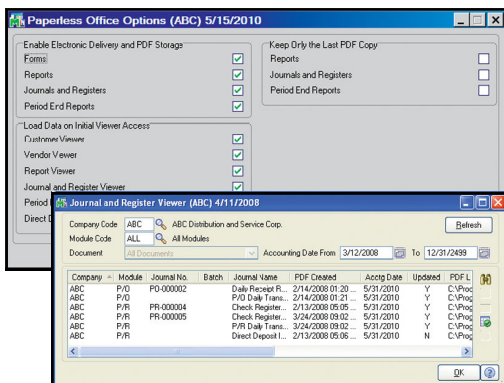
The following paperless forms and reports will be included in 4.3:

- Payroll Direct Deposit Stubs
- Purchase Orders
- Vendor Returns
- Sales Orders
- Sales Order Invoices
- Customer Return Merchandise Authorizations

- Accounts Receivable Invoices
- Job Cost Invoices
- Journals and Registers
- Period End Processing Reports
- All standard reports generated by the system, including those created using Business Insights Reporter

The basic functionality that exists in the following eleven Paperless Office Extended Solution titles will be included in 4.3:

- LM1018 – Paperless Office: Journals & Registers
- LM1019 – Paperless Office: Electronic Forms Delivery
- LM1020 – Paperless Office: Period End Processing
- LM1022 – Associated Source Documents for Paperless Office
- AR1223 – Paperless Office: A/R Statements
- SO1437 – Paperless Office: Sales Order Invoices
- SO1463 – Paperless Office Sales Orders
- PO1165 – Paperless Office: Purchase Order Forms
- AR1225 – Paperless Office: A/R Invoices
- JC1147 – Paperless Office: Job Cost
- PR1120 – Paperless Office: Payroll Direct Deposit Stubs

Enhanced Payroll and Accounts Payable Tax Reporting

Sage MAS 90 and 200 Federal and State eFiling and Reporting will be introduced in 4.3 to provide complete Federal and State eFiling options for federal and state forms, streamlining the tax reporting process. The new capabilities will include over 250 federal and state Unemployment, Withholding, and New Hire reports to assist employers with filing their payroll tax information.

Offered on a transaction fee basis, the eFiling Service will provide the ability to streamline the tax reporting process for W2s, 1099s and State form reports. All federal and state forms will be available to print and mail with no fees. For these additional eFiling options, our customers will only incur eFiling fees, with no additional module, maintenance and support costs. For states that conform to federal reporting standards, existing W2, 1099 & 941 form processing functionality in the Electronic Reporting Module will continue to be available.
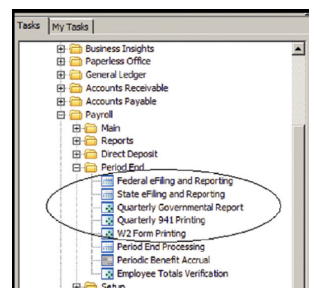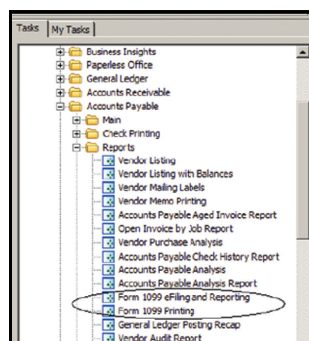
Enhancements to Fixed Assets

The Fixed Assets Module was developed to meet the basic needs of most small to midsized businesses to provide fast, dependable, customizable fixed assets management for a fixed asset inventory up to 1,500 items. In 4.3, fixed asset information will now be even more closely associated with the core functionality in Sage MAS 90 and 200. Customers will now have an option to auto-create Assets during Accounts Payable invoice data entry. During Purchase Order Entry and Receipt of Invoice, the register will automatically update the asset to the Fixed Assets Module, based on the asset template selected from Purchase Order Entry.

Usability Improvements and Application Enhancements

- Accounts receivable global customer change field utility
- Sales order split commission override
- Sales order discount warning
- Shipping data entry subsequent item scans
- Shipping status
- Accounts payable 1099-int box 8 and 9
- Report dates simple selection options
- Keep window open if no data selected
- Optional keep window open after report selection
- Enhanced saved standard report settings
- Eliminate printing of zeros on selected GL reports
- Improved financial reports
- Easier to read inquiry screens

Integrated Sage Software Solutions

- Act! Link 1.8
- ABRA HRMS
- Credit Card Processing powered by Sage Payment Solutions
- Sage CRM
- Sage Timesheet – Sage MAS 90 edition

Third Party Modules with New Enhancements

- Credit Card Processing powered by PCCharge
- Starship freight (LTL and TL shipments)
- Starship parcel (UPS, FedEx, DHL, Speedee)
- Sales Tax – Sage MAS 90 and 200 sales tax. Powered by Avatax

For more information on the new features of MAS 90/200 version 4.3, contact Kurt Kunselman at kurt@pas90.com.

PARKINSON
ACCOUNTING SYSTEMS

24 Professional Center Parkway
Suite 120
San Rafael, CA 94903
www.pas90.com
415-499-9959
"Personal & Professional"

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.

sage
software
Authorized Partner
Select 2008

Parkinson Accounting Systems is an authorized reseller for Sage Software products.