

The **PASSAGE**

A Newsletter for Clients of Parkinson Accounting Systems

Winter 2008

Volume I, Issue XVIV

IN THIS ISSUE

- ◆ Module Spotlight:
Accounts Payable
- ◆ Business Objects
Interface
- ◆ AP Repetitive Invoice
Processor
- ◆ FAQ's: What is
Electronic Data
Interchange?
- ◆ PAS News



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

Theresa Bavero

Tel: 415-499-9959 x104

E-mail: theresa@pas90.com

Randy Sides

Tel: 415-499-9959 x103

E-mail: randy@pas90.com

Aaron Edwards

Tel: 415-499-9959 x107

E-mail: aaron@pas90.com

welcome *New Clients!*

Amgen, Newbury Park

Body Rev, Larkspur

Karuna Health, Novato

SDO Communications, Fremont

Searchlight Management Co., Menlo Park

St. Francis Yacht Club, San Francisco

Tile West, Novato

PAS NEWS



PAS is still growing! Parkinson Accounting Systems welcomes Randy Sides to the team. Randy has been working with MAS 90 and MAS 200 for many years as a consultant. He

specializes in light manufacturing, job cost, and bar code solutions. We are very excited to be able to bring his experience and expertise to our clients. Feel free to contact Randy at (415) 499-9959, extension 103.

We at PAS have always been proud of our ability to customize and tailor the MAS system to fit the unique needs of our clients. We have many years of experience using Crystal Reports and Custom Office to do just that. But we are now taking MAS to new heights using new tools such as Business Object Interface, scripting, and NOMADS. Upgrades to our modifications will be done through an annual maintenance agreement similar to Sage.

Could your company benefit from a special customization? Please let us know. We can give you a fixed price for filling this need, and if we have other companies interested in the same thing we will provide a 10% commission on future sales.

Now ready: AP Repetitive Invoice Processor (see details in this issue of The Passage, pages 6-7).

On the drawing board: The Sales Order Prioritizer. This tool will revolutionize the way picking sheets are printed. The current MAS system is paper based. All picking sheets are printed, and then prioritized manually. This new tool will review all open sales orders, identify which orders can be sent 100% complete, and present the percentage on others, display the priority level, the promise dates, and the customer activity level on one screen. The list can sort by any field and each order and/or group of orders can be selected for picking sheet printing. Send to shipping when the order is ready to ship!

Let us know if your company would be interested in the Sales Order Prioritizer. For more information contact Jon Parkinson at (415) 499-9959, extension 101 or jon@pas90.com.

PAS News cont.

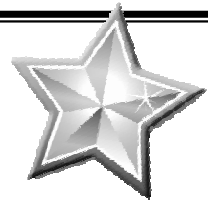
On November 16th PAS held a client conference covering three topics including Secrets of Accounts Payable, Crystal Reports Wizard, and the Business Insights Explorer. Turnout was great and our feedback was very positive, thank you to all who attended.

Upcoming Client Conferences

May 23, 2008 — Secrets of General Ledger

October 24, 2008 — Crystal Reports

Special **Thank You**



Thank you to Dave Fisher of Business Software Solutions in Rohnert Park. Dave heard about our experience with Crystal Reports and brought us in to assist one of his clients. We really appreciate the referral Dave. We also thank Scott Kelly for his assistance with this client. We look forward to working with you Scott.

Thank you to Rob Wagner for remembering PAS after moving to a new company last year.

Another big thank you to Albert Wu of Ayebiz. Thank you for your recent referral, Albert. We look forward to helping your client move forward with their business software.

Thank you to Aaron Edwards for your work on the Cook Paging project. You went above and beyond the call of duty on this one! Thank you to Valerie Chick from Sage for your help and support with our sales pipeline.

Module Spotlight:



New Functionality – Accounts Payable Version 4.20

By Kurt Kunselman



As more and more of our clients are upgrading to version 4.20, many users are excited about the changes that have been made to the Accounts Payable module. I will highlight some of the more noticeable items.

- You can perform reporting across multiple periods, regardless of whether or not period-end processing has occurred.
- Multiple years of detail history can be saved and viewed in Vendor Maintenance and Vendor Inquiry.

The following features have been added to the Accounts Payable user interface to allow for streamlined data entry processing:

- Flexible line entry with the entry grid which allows for customizable column widths, the ability to sort and hide fields, undo saved changes, resize windows and scrollable data entry lines.
- Similar to Accounts Receivable and Sales Order, AP now has hyperlinks for quick access to related information, such as vendors, primary contact, and terms code.
- You can now use Crystal Reports to customize Accounts Payable reports. This will also allow you to export to Word, Excel, Adobe PDF, and e-mail.
- Additional data for each Accounts Payable transaction batch is

Module Spotlight cont.

maintained to record an accurate audit trail of each batch created, such as:

- The user who created the batch
 - The date and time the batch was created
 - The user who last updated the batch
 - The date and time of the last batch update
 - The record count for the batch
- All Accounts Payable transactions are updated with the user ID of the person who last edited the record along with the date and time of the most recent update
 - Improved Vendor Maintenance:
 - You can now set the remit-to address to be updated automatically or be prompted when the matching vendor address is changed. This has been an overdue change since remit-to address was added to your MAS software.
 - Retain 1099 Payment History indefinitely. You no longer have to purge 1099 information from the previous year before entering next year's data.
 - Enter Alphanumeric Check Numbers. Yes, you can now enter alphanumeric check numbers during manual check entry to enter your wires.

For more information contact Kurt Kunselman at (415) 499-9959, extension 102 or kurt@pas90.com.



Accounts Payable Repetitive Invoice Processor

Selecting repetitive invoices in AP is cumbersome and prone to human error. Many clients choose to manually enter their rent, phone, utility, and other regular monthly bills because using this feature is burdensome. Take a look at the existing screen in version 4.20 (prior versions are similar):

Select Field	Operand	Value	
Cycles	All		
Vendor Number	All		
Reference	All		

Note that you can select by cycle, vendor number, and/or reference but you need to have all of this information at your fingertips – no data is available for review.

AP Repetitive Invoice cont.

Now look at the new PAS AP Repetitive Invoice Processor:

Repetitive Invoice Processor

Select the recurring invoices for which you would like to generate an invoice

AP Division No	Vendor No	Reference No	Invoice Amt	Start Billing Date	Last Billing Date	Comment	Process
01	AIRWAY	0001	3500.00	1/15/2010	5/31/2010	Rent On Central Ware...	<input type="checkbox"/>
01	ALLCLIM	0001	75.00	1/15/2010	5/31/2010	Monthly PC Maintena...	<input checked="" type="checkbox"/>
01	ANDERS	0001	1990.89	1/15/2010	5/31/2010	Truck Maintenance	<input type="checkbox"/>
01	ANDERS	0002	3596.74	1/15/2010	1/7/2008	Truck Rental	<input checked="" type="checkbox"/>
01	COMPAQ	0001	79.00	1/15/2010	5/31/2010	Desktop Lease	<input checked="" type="checkbox"/>
01	COMPAQ	0002	24063.58	1/15/2010	5/31/2010	Equipment Purchase ...	<input type="checkbox"/>
01	CONT	0001	50553.60	1/15/2010	5/31/2010	Monthly Purchases	<input type="checkbox"/>
01	CONT	0002	3905.00	1/15/2010	5/31/2010	Warehouse Supplies	<input type="checkbox"/>
01	IBM	0001	109.00	1/15/2010	5/31/2010	PC Lease	<input checked="" type="checkbox"/>
01	SOCALGA	0001	4430.27	1/15/2010	5/31/2010	Utilities	<input checked="" type="checkbox"/>
02	ARROW	0001	75.00	1/15/2010	5/31/2010	Monthly Drinking Water	<input checked="" type="checkbox"/>
02	AMD	0001	1272.80	1/15/2010	5/31/2010	Special Promotion Su...	<input checked="" type="checkbox"/>

Process

All important fields are displayed for the user's reference and each invoice may be selected individually. The list may be re-sorted in any sequence by clicking on the column heading. You can easily see if the invoice has been previously processed, and after processing the invoice will be removed from the window to prevent duplicate selection.

After invoices are selected, the user will be prompted for an invoice date (the default is the current system date). The invoices are then created in invoice data entry and may be modified as per normal MAS processing before update.

This enhancement may be purchased through 04/30/2008 for \$295 plus \$100 annual maintenance - a total price of \$395 including installation. After 5/1/08 the price will be \$495. The enhancement requires using the Business Objects Interface module which can be obtained at no charge until version 4.30 is released. Please contact PAS right away to take advantage of this exciting new feature.

Business Object Interface (BOI)

By Jon Parkinson



With version 4.10, Sage introduced a powerful new feature into their MAS 90 and 200 programming – the ability to use the new Business Object Interface. The BOI allows programmers to run the MAS program through software, while still maintaining all the rules inherent in any accounting system.

In the past, to pull data into your MAS 90 or 200 database would require the use of the Visual Integrator module. While very powerful, the VI module is limited to only pulling data from a single source and will generally require users to manually process and update the data after import.

The BOI module allows software to run the program like a user. Data can be written into modules just like manual entry. Fields will default in as in normal processing. For example, enter the invoice date in AP invoice entry, and the due date is automatically calculated using the vendor's default terms code. BOI takes advantage of the same programming logic.

BOI can also print journals and registers, and update automatically if desired.

In version 4.20, BOI is only available in the new business framework modules: GL, BR, AR, SO, RMA, and AP. Next year (2009) the inventory and purchase order modules are expected to be released in the required new business framework.

Parkinson Accounting Systems has already provided several solutions to customers using the BOI module. The BOI module is FREE – at least until version 4.30 is released later this year. All you need to do is request it.



sage
software

**is coming
to the
Bay Area**

Current Users — Please reserve the afternoon of February 21, 2008 for a sneak peak of MAS 90/200 v4.3. This event will be hosted by Sage Software consultants and specialists and will be offered in lieu of the PAS February Client Conference.

Prospects — Please reserve the morning of February 21, 2008 for a no cost/no obligation seminar on information technology for San Francisco Bay Area distribution companies.

The event will be held at the Woodfin Suites Hotel in Emeryville. For more information or to register, contact Theresa at (415) 499-9959, extension 104 or theresa@pas90.com.



Frequently Asked

Questions & Answers

What is Electronic Data Interchange?

- Q.** What is EDI?
- A.** Electronic Data Interchange (EDI) is the process of using computers to exchange business documents between companies. Previously, fax machines or traditional mail was used to exchange documents. EDI is used by a huge number of businesses. Over 100,000 businesses have replaced the more traditional methods with EDI. The major benefits are cost and accuracy. Computer to computer exchange is much less expensive and much more accurate than traditional methods of document exchange. Processing a paper-based order can cost up 70 US dollars (USD), whereas using EDI costs 1 USD or less.
- Q.** What options are available for integrating EDI with my MAS 90 or MAS 200 system?
- A.** There are several companies providing EDI integration with MAS. Parkinson Accounting Systems has worked with two: Kissinger and True Commerce. Kissinger EDI is the number one fully integrated EDI Solution created specifically for MAS 90 and MAS 200. True Commerce is a more general use program with a lower cost.
- Q.** Where do I find out more about EDI?
- A.** The Kissinger EDI company's website is a great resource - <http://www.kissingerassoc.com/>;
Also True Commerce - <http://www.truecommerce.com/accounting-package-integrations/sage-mas-90-200-500>
- Q.** When do I know if I need EDI?

Frequently Asked Questions cont.

- A.** In today's business world many customers – especially the big customers will not allow you to do business with them unless you use EDI. Wal-Mart is the most prominent example. Other big retailers such as Target and JCPenney's are also requiring EDI from their suppliers.
- Q.** Why do I need an EDI solution to be integrated with my MAS 90 or MAS 200?
- A.** Having your EDI solution integrated with your Accounting system allows you to track your urgent orders and expected ship dates much better. This leads to better inventory management and less money spent on late charges. You will also speed up the fulfillment cycle, save manual entry time, and obtain higher levels of accuracy.
- Q.** How much should I expect to spend?
- A.** EDI integration is not cheap. There will be per transaction charges as well as annual fees to use the EDI software. The initial investment can range from \$7,500 to \$50,000 depending on number of transactions, number of customers – also know as 'trading partners' and how in-depth do you need labeling requirements, ASN notices and many other requirements. Many of these requirements are not determined by you, but rather by your trading partners.

For more information contact Kurt Kunselman at (415) 499-9959, extension 102 or kurt@pas90.com.



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.

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

sage
software