

Visit www.bestwevents.com for information on how to register for the following webinars:

Managing Your Growth with Sage Software

Learn how to manage growth with new Sage MAS 90 and Sage MAS 200 features and add-on solutions, as well as the benefits of moving up to Sage MAS 500.

April 18, 2006 9:00AM - 10:30AM

Sage MAS 90 and 200 Paperless Office Extended Solutions

Join us in this live web event to learn how seamlessly digital document management can be added to your Sage MAS 90 and 200 system.

May 23, 2006 10:00AM - 11:00AM

Enhancing Financial Reporting Capabilities with FRx

Would you like to organize all the reports and documents you pull together at month-end into one convenient package? Do you wish your reports could be automatically generated and distributed for you? Maybe you want to make it easy for users to get access to FRx reports at any time, and any place. If you answered 'yes' to any of these questions, this is the session for you!

May 25, 2006 10:00AM - 11:00AM



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www.pas90.com

415-499-9959

"Personal & Professional"



THE **PASSAGE**



A Newsletter for Clients of Parkinson Accounting Systems

Spring 2006

Volume I, Issue XIV



New Clients Welcome!

We are pleased to welcome the following new members of the Parkinson Accounting Systems family:

- **California Bavarian Corp.**
Palo Alto
- **CTC Food International**
South San Francisco
- **Keystone Restaurant Supply**
San Jose
- **Hyundai LCD, Inc.**
San Jose

Highlights This Issue

- **Client Spotlight "Numi Tea"**
- **Crystal Reports with Jon**
- **May Client Conference**
- **New Billing Policy and Hourly Pricing Rates**

Sage MAS 90 and 200 Existing Customer Promotions

- Save 15% on Bill of Materials
- 25% off ClientCare Plan renewals. Plus, free six-month Silver phone support Plan
- Save 15% on e-Business Manager-related products
- 20% off any FRx Product
- 25% off any Paperless Office Extended Solution Enhancement
- Save 20% on seat licenses with purchase of Sage Fundraising 50 system
- 15% off Sage FAS Fixed Assets
- 15% off Sage Timberline Office Estimating

Sage MAS 90 New Customer Promotions

- 40% off Microsoft migrations to Sage MAS 90 and Sage MAS 200 ERP
- QuickBooks migration customers save 20% off Sage MAS 90 – QuickBooks Users Edition

Client Spotlight: Numi Tea



Numi is a specialty tea company that provides organic full-leaf quality tea, fresh pure herbs, and real fruits without the addition of oils or flavorings. With a selection of innovative flavors offered in artisan packaging that is hand-crafted and designed with original artwork and poetry, Numi tea appeals to those seeking a superior quality product, a unique and healthy beverage and an uplifting experience. True to Numi's commitment to social and environmental responsibility, Numi's packaging and tea sachets are made from biodegradable and recyclable materials.

Founded in 1999 by a brother and sister, Numi was born out of his experience in European teahouses and her training in fine art. The two siblings combined their belief in the transcendental properties of tea with their individual passions for photography, art and culture. The company has been growing at a consistent, rapid rate over the last 6 years, with product distribution both nationally and internationally, and now employing 30+ people.

MAS90 and the Parkinson Accounting Systems team solved many challenges this fast-growing company faced. The company needed a complete Sales-to-Ship solution that enabled specific customer account maintenances, sales order management, picking sheet printing, credit card processing, quick reporting, and accessibility to the entire management and sales teams. Additionally, with a growing list of inventory items that span over 20 product lines, the company required a solid, integrated inventory management solution.

MAS90 has been an effective solution for both of these challenges, allowing the company to process a high volume of sales orders & shipments efficiently as well as managing a complex inventory mix with relative ease. Furthermore, the use of FRx and Crystal Reports has allowed the company to generate both customized financial reports and detailed sales management reports from the MAS90 database.

"Working with the PAS team has been reliable, informative and (most-importantly) effective!" – Jennifer Martinez, Controller

<p>Challenge: Numi Tea needed a complete sales to ship solution with enhanced customer management functionality.</p>	<p>Solution: Parkinson Accounting Systems and Sage MAS 90.</p>	<p>Results: Ability to process a high volume of sales orders and shipments efficiently, manages complex inventory with ease.</p>
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A Look at our new Office!



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SPECIAL THANK YOUS!

Big special thank you to Michael Salles from Integrated Advantage. Michael is our expert on Job Ops, the custom make to order add-on to MAS 90 inventory and sales order. Michael has been very busy lately with sales and installation and we really appreciate it!

Thank you to Brandi Udink at ACS Group for her professional demonstration skills.

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 Billing Policies

*****Please note that we have made changes to our hourly rates for consulting. These new rates will be effective April 1st 2006. The new hourly rates are as follows;***

Jon Parkinson \$160.00 per hr.
Kurt Kunselman \$150.00 per hr.
Paula Park \$135.00 per hr.

As professional consultants, Parkinson Accounting Systems bills for our time on an hourly basis. Bills are presented semi-monthly on the 15th and the last day of the month. Our bills are due upon presentation.

Telephone Support

For telephone support calls we round our billable time to the nearest 15 minute increment. This includes rounding down to zero for short calls. For example, on a telephone support call of less than 7 minutes, there is no charge to the customer. Calls over 8 minutes are rounded either up or down to the nearest 15 minute increment and billable at our normal hourly rates.

Remote Support

We are able to use our Webex Access Anywhere software to remotely connect to a computer at your location for hands on repair work when necessary. Remote support services are billed at our normal hourly rates, but are subject to a ½ hour minimum charge.

On Site Services

Travel time to locations within one hour of our San Rafael office will not be charged to the client. However, our on site time is subject to a (2) two hour minimum charge. There are no charges for parking or other incidental costs. For locations outside of the one hour zone, travel time will be negotiated on a case by case basis.

Discounts / Other

Parkinson Accounting Systems offers a 10% discount for pre-paid hourly charges. We have also offered monthly flat fee billing for larger accounts. Please inquire if you have interest in either of these plans.

Software Maintenance

All major accounting software publishers charge an annual maintenance fee for keeping the software up to date. These plans include the software only.

Crystal Reports - Jon Parkinson

One of the most powerful features of MAS 90 and MAS 200 is the integration with Crystal Reports. The integration is getting even stronger with the 4.x versions. Many of you know that graphical forms such as checks and invoices have been written in Crystal. (There has been an option to disable this feature.) This allows us to easily modify the forms to fit almost any business need. You may also know that each module has a custom reports menu with reports that we can create using Crystal.

In version 4.10, even the standard reports have been re-written in a Crystal format for Accounts Receivable, Sales Order, and Bank Reconciliation. General Ledger reports were done with 4.0. These changes give us the opportunity to easily modify these reports to tailor for unique requirements.

As the integration between MAS and Crystal tightens, users will receive great benefit from understanding how Crystal works. Even if you choose to use Parkinson Accounting Systems to develop your custom reports, a basic understanding will allow you to make minor changes or create simple reports when the need arises. We are pleased to offer a free training class on Crystal Reports on May 19th. Please see page 5 for full details.

Even if you are already a Crystal expert, you will benefit from getting a preview look at Crystal version 10. Unless you are already using MAS 90 / 200 version 4.10, you are now using Crystal 8.5. Version 10 contains many new and/or changed features including enhanced export and searching functionality, formula workshop, and format painter. Take advantage of getting a head start on playing with the new Crystal prior to going live.

With Crystal you can take control over the look of your documents by selecting font type, size and color. Enhance the layout by applying lines, borders and shading. Further enrich your reports with embedded pictures, diagrams and logos. Use tables, cross-tabulations or one of twelve graph styles to communicate your information. You can even create reports with drill-down capabilities simply by selecting that option for the detail section of a report.

The ODBC (open database connectivity) driver, included with the application, gives Crystal Reports direct access to MAS 90 and MAS 200 data. The ODBC driver also provides read-only access to MAS 90 and MAS 200 data for other applications, including Microsoft Word, Excel and Access software — for automatic transfer of your accounting information into other applications and report writers. Crystal is included with your MAS 90 or MAS 200 software.

PAS NEWS

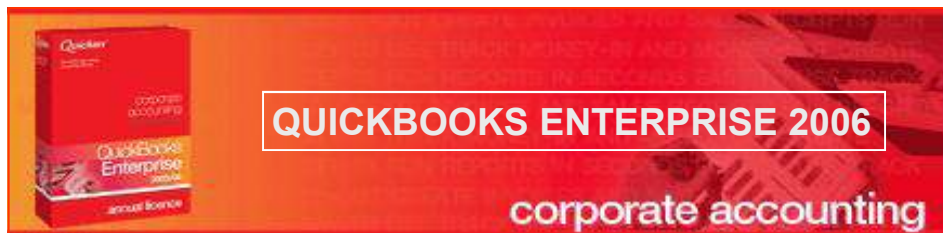
Congratulations to David Moon on his recent success. David has been working with Parkinson Accounting Systems since June 2005. In March, David achieved his sales targets and we expect great things from him in the future.



Insights 2006 will be in Nashville, TN from May 8 to 11. This is the annual Sage conference for resellers. Kurt and Jon will once again be attending the conference to learn about the latest and greatest for MAS 90 and MAS 200. In the next Passage we will update you on our discoveries.

Our thoughts go out to Becky Petersen at Sage Software. Becky is a good friend who recently had surgery. Get better soon Becky! We will miss you at Insights this year.

Suzanne Standish has been named as our new regional partner manager from Sage. We had the opportunity to meet with her on March 8th. Welcome Suzanne we look forward to working with you.



QuickBooks Corner with Kurt Kunselman

Crystal Reports with Quickbooks

Did you know we can do Custom Reporting using Crystal Reports for Quickbooks? Please call to find out more about Custom Reports using Crystal Reports with Quickbooks QODBC or Quickbooks 2006 SQL.

If you are interested in finding out more about Quickbooks 2006 please call: Kurt Kunselman - 415-454-8779 ext. 3
In addition we are proficient in creating any custom report that you may need.

Client Conference



MAS 90-200 PAS Client Conference

WHAT: **Crystal Reports Training**
WHEN: May 19th, 2006 9:00 AM to 11:00 AM
WHERE: Learn iT! Computer Training Center
250 Montgomery Street
San Francisco, CA
www.learnit.com



COST: FREE - (kind of). Here's the deal:
Registration for this class is \$100. Attendees will receive a \$100 gift certificate at the class good for software or consulting services provided in the next 90 days.

Summary

Back by popular demand! Introduction to Crystal Reports will give you the skills to create your own reports and add them to the MAS 90 custom reports menus. Attendees will learn how to find and select MAS 90 data, formatting, grouping, and totaling. The class will be based on Crystal version 8.5 - the standard for all versions of MAS 90 up to 4.05. We will also take a preview look at Crystal version 10, the new version for use with MAS 90 4.10.

REGISTRATION:

There are several ways to register. Please visit our website at www.pas90.com/training.htm and click on the faxable form. Print and Fax to: (415) 499-9960. Send \$100 check payable to: Parkinson Accounting Systems, 24 Professional Center Parkway, Suite 120, San Rafael, CA 94903. You can also R.S.V.P. by calling (415) 499-9959 ext 104 or registering via e-mail: david@pas90.com with the subject (Client Seminar) in the subject line of the e-mail. We can also process your payment via credit card if needed.