

Visit www.bestwebevents.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.

July 18th 2006 9:00 AM - 10:00 AM

August 16th, 2006 9:00 AM - 10:00 AM

September 14, 2006 9:00 AM - 10:00 AM

Sage MAS 90 - Sage TimeSheet for Sage MAS 90 customers

Sage TimeSheet - MAS 90 Edition is the natural extension of your Sage MAS 90 and Sage MAS 200 payroll system, offering comprehensive time and attendance tracking, project budgeting and xxx all in one integrated solution.

July 18, 2006 11:00 AM - 12:00 PM



24 Professional Center Parkway

Suite 120

San Rafael, CA 94903

www.pas90.com

415-499-9959

"Personal & Professional"



THE PASSAGE

A Newsletter for Clients of Parkinson Accounting Systems

Summer 2006

Volume I, Issue XV



New Clients Welcome!

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

North Marin Water District

- *Novato*

Highpoint Technologies, Inc.

- *Milpitas*

Pace Supply Corp.

- *Santa Rosa*

Kinesys Inc.

- *San Rafael*

Highlights This Issue

- **Applying credits to outstanding invoices in A/P**
- **FRx training class in S.F. 08/18/06**
- **ACT! Link for MAS 90 & 200**
- **New phone support help desk**

Sage MAS 90 and 200 Existing Customer Promotions

- Buy any Sage MAS 90 and 200 Extended Solutions and get 15% off
- Save 20% when you purchase Business Alerts Professional
- 15% off the Credit Card Processing module
- Buy one Manufacturing module and get 10% off; buy two or more and get 15% off
- Get a \$400 credit per user when you upgrade from Sage MAS 90 to Sage MAS 200 (regularly \$300)

Sage MAS 90 New Customer Promotions

- Free Two-User License of ACT! by Sage 2006
- Free ACT! Link for Sage MAS 90 ERP 4.10
- Two free Paperless Office Extended Solutions for new Sage MAS 90 and Sage MAS 200 ERP customers – Up to \$3,500 value!

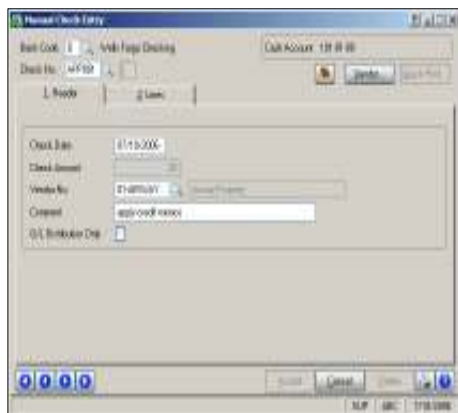
Applying credits to outstanding invoices in A/P

-Tech Tips by Kurt Kunselman

To Apply Credit Balances

- 1) On the accounts payable main menu, click manual check entry.
- 2) At the Bank Code field, enter the bank code.

NOTE You must enter a bank code at this field; however, the bank code does not affect the entry.



- 3) At the Check No. field, type APP followed by a number (1 through 999). For example, APP001.

The Check Amount field will be zero and cannot be changed.

- 4) On the Header tab, at the Vendor No. field, select the vendor number of the credit memo that you are applying.
- 5) On the Lines tab, at the Invoice No. field, select the credit memo to be applied and click OK. The credit invoice information appears.
- 6) At the Invoice Amount field, change the invoice amount to reflect the positive amount of the credit memo, if necessary.
- 7) Click OK. The check distribution amount should be zero. Click Accept.
- 8) Print and update the Manual Check Register and Daily Transaction Register.

Quick Summary:

Type APP at the Check No. field, followed by a number to apply a negative invoice to a positive invoice for a zero check amount. The Check Amount field will be zero and cannot be changed. The Check History Report, the 1099 Form, and the update to Bank Reconciliation will not include the zero-amount check.

MAS 90 and 200 version 4.2

Upcoming version 4.2 release will include the following enhancements:

*Bring the accounts payable module into the new business framework.

*Add the new business insights explorer. Allows intuitive navigation of data and allows you to execute tasks in a data-centric way as opposed to a task centric way. Task such as customer maintenance, sale order entry, etc. can be launched directly from Business Insights Explorer.

QuickBooks Corner with Kurt Kunselman

If you know of someone who is interested in finding out more about QuickBooks or you have questions of your own, please call: Kurt Kunselman - 415-454-8779 ext. 3. In addition we are proficient in creating any custom report that you may need.



SPECIAL THANK YOU'S

PAS would like to thank Dianne Landeros of NMWD and Susan Lin of Highpoint Technologies for selecting us for your MAS 90 needs. We appreciate your business and welcome you to our family of clients.

Thank you to Tim Tikalski of RINA Accountancy. Tim made the cover of Accounting Technology magazine. We now have a signed copy at our office.

Thank you to Ron Lin from Global Supply and Joo Kim from Alere Systems for your referrals.

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PAS NEWS



Two new associates have joined the PAS team. PAS welcomes Dixie Jacobs and Jennifer Goodwin.

Dixie Jacobs has nearly 20 years of experience in accounting which includes implementing Sage MAS 90 at her former company. Dixie will fill a new full time telephone support position. We welcome Dixie aboard and are excited to have her as a part of our company. Please contact Dixie via email: dixie@pas90.com or 415-499-9959 x 110

Jennifer Goodwin, CPA has over 16 years of experience in accounting and specific knowledge of 15 different types of accounting software. Please contact Jennifer via email: jennifer@pas90.com or 415-499-9959 x 103

For more information about Dixie or Jennifer, please visit our website. (www.pas90.com/about.htm)

Kurt and Jon returned from Nashville in May where the latest Sage reseller conference was held. One of the most exciting announcements was the new link between Act! By Sage Contact Manager and MAS 90 and 200. If your company needs contact management software with the ability to link into live customer data from MAS 90, your solution is on the way. The new link has not yet been released for sale. You can find more information about Act! in this newsletter.

The next release of MAS 90 and 200 will be version 4.20. This release updates the Accounts Payable module to the new business framework. A/P joins Library Master, General Ledger, Accounts Receivable, and Sales Order as the modules taking advantage of grid entry and advanced customization capabilities.

On May 19th we held our client conference on Crystal Reports. Thank you to all who attended. Our feedback seems to indicate that we may have covered too much material in the time we had. Thank you for your feedback, and we will take your suggestions to heart at our next seminar: FRx for Beginners – August 18th.

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.

PAS Client Conference August 18th 2006 MAS 90-200

WHAT: FRx for BEGINNERS

WHEN: August 18th, 2006 9:00 to 11:00 AM

WHERE: Learn iT! Computer Training Center
250 Montgomery Street 15th Fl.
San Francisco, CA 94104
www.learnit.com



COST: Virtually Free. 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

Have you ever wondered how to group accounts together on a financial statement? While standard MAS 90 financials are fine in most cases, they only have a limited number of variations. FRx opens the door to grouping accounts, side-by-side comparisons, and ability to drill down on reports. Using the FRx Drilldown Viewer, users can click their way back to the GL transaction details. Get to know FRX and discover how it can help make your job easier!

FRX Financial Reporter: a powerful financial reporting tool included with the General Ledger Module of MAS 90 and MAS 200 (starting with version 3.61). FRX Desktop is recognized as a "best of breed" financial writing tool with more than 75,000 installations worldwide. With FRx Desktop, the ability to specify row and column formats independently maximizes the flexibility of report formats. Combine formats with custom reporting trees that match your company's chart of accounts structure to report on specific cost centers.

REGISTRATION:

1. Via the web: Visit our website at www.pas90.com/training.htm and click on the faxable form. Print and Fax to: (415) 499-9960. You can also pay for the class by credit card at this site.
2. By phone: You can R.S.V.P. by calling (415) 499-9959 ext 104
3. Via e-mail: email david@pas90.com with the subject (Client Seminar) in the subject line.

Payment is due when you register. Send \$100 check payable to: Parkinson Accounting Systems, 24 Professional Center Parkway, Suite 120, San Rafael, CA 94903 or call David at extension 104 to process your payment via credit card.



"With Sage MAS 90 and ACT!, sales personnel can interact practically step-by-step with customers while on the phone. We can do much more."

Mary Helverson, Operations Director
Optics Medic, Inc.

SAGE MAS 90 SAGE MAS 200

ACT! BY SAGE CONTACT MANAGER

ACT! BY SAGE BENEFITS

- Improve business relationships
- See the big picture
- Never miss a meeting
- Access critical information whenever/wherever
- Manage the sales process throughout the entire cycle
- Easy to use

USING ACT! WITH SAGE MAS 90 AND 200

- Synchronize data
- Launch Sage MAS 90 and 200 tasks from within ACT!
- Customize data mapping between ACT! and Sage MAS 90 or 200
- Keep a history in ACT! and Sage MAS 90 or 200 transactions
- Security



As a sales-oriented company, your most valuable asset is your customers. New sales are hard to come by, so taking care of existing customers and servicing their needs is vital to your success. Using ACT! by Sage contact management software alongside your Sage MAS 90 or Sage MAS 200 ERP system can be a significant benefit to your customer service and sales performance.

By leveraging the strengths of two industry leaders, your company can gain access to a series of unique options. For instance, workgroup users operating within ACT! can issue sales orders, perform customer inquiries, or view detailed orders and invoices. In effect, the two products allow you to connect the two halves of your business—your front office, which includes your sales force, and the heart of your business, your accounting system.

It's a powerful combination that will help you keep track of all your business activities and ensure that you're always up to date on your customer's needs. For more information on the benefits of using ACT! by Sage contact management software alongside your Sage MAS 90 or Sage MAS 200 ERP system, visit www.sage.com.

FEATURES

Improve Business Relationships

ACT! puts important customer information at your fingertips. You'll be able to keep track of every consequential completed activity instantly: email, printing roles, access customer Web sites with just one click, and much more. By knowing the first details of your

customer's business, you can provide a more personalized service. You can also track customer preferences and interests, and use this information to tailor your sales and marketing efforts. This means you can provide a more personalized service to your customers, which can lead to increased sales and loyalty.

ACT! also allows you to track customer interactions across multiple channels, including phone, email, and social media. This gives you a comprehensive view of your customer's relationship with your company, which can help you identify areas for improvement and increase customer satisfaction.

Another key feature of ACT! is its ability to integrate with your existing Sage MAS 90 or Sage MAS 200 ERP system. This allows you to access critical business data, such as sales orders, invoices, and customer information, directly from within the ACT! interface. This streamlines your workflow and reduces the time spent switching between different systems.

ACT! also offers a range of customization options, allowing you to tailor the software to meet the specific needs of your business. You can create custom fields, reports, and workflows, ensuring that the software is a perfect fit for your unique sales process.

Finally, ACT! is designed to be easy to use and learn. The software features a user-friendly interface and comprehensive training resources, ensuring that your sales team can get up and running quickly. This means you can start realizing the benefits of ACT! almost immediately.

By investing in ACT! by Sage Contact Manager, you're investing in a powerful tool that can help you improve your business relationships, streamline your workflow, and increase your sales. Contact us today to learn more about the benefits of ACT! and how it can help you succeed in your business.

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