PARKINSON
ACCOUNTING SYSTEMS

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www.pas90.com
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Sage Software Web Events Center

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

Sage MAS 90 and 200 Custom Office Tools
"Custom software without the huge price tag!"
If you're working for your software, now's the time to have your software start working for you. Join us for this one hour session to see how the extensive and powerful set of customization tools for Sage MAS 90 and 200 can allow your organization to improve the productivity of your users and maintain greater control over your system.
January 24, 2006 10:00AM-11:00AM

Managing your Growth with Sage Software
Learn how to manage growth with new Sage MAS 90 and MAS 200 features and add-on solutions.
February 15, 2006 9:00AM-10:30 AM

What's New in Sales Order?
Learn how the Sales Order Module can give you the information and control you need in your sales order and invoice process. Plus, see the latest enhancements that have been made to the Sales Order module with the new version 4.1. release.
February 21, 2006 10:00AM-11:00AM

THE PASSAGE

A Newsletter for Clients of Parkinson Accounting Systems

Winter 2006   Volume I, Issue XIII

New Clients Welcome!

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

Ruth Zamist, Cpa
San Rafael

Morrison and Frazier
Lafayette

Baycal Financial Corporation
Burlingame

Blade Network Technologies
Menlo Park

Sam Jin General Supply
Oakland

Highlights This Issue
- Client Spotlight "Excel Distributing"
- New Sage Payroll Services
- Customer Guide for MAS v.4.1 Upgrade
- Job Ops Custom Manufacturing software

MAS 90, MAS 200 Winter Promotions January 1, 2006 through March 31, 2006

Sage MAS 90 and 200 Existing Customer Promotions
- Up to 50% Savings on Additional Users With the Purchase of Five-Users or More
- Save 30% on Sage MAS 90 or Sage MAS 200 ERP Upgrades
- 20% off Custom Office or Any Custom Office Extended Solutions
- Job Cost Customers Save 15% on Sales Order
- 15% off Visual Integrator
- 20% Savings on Any Inventory Management or Purchase Order Extended Solutions Plus, FREE Paperless Office Electronic Forms Delivery When You Buy Paperless Office Purchase Orders
- Up to $500 Rebate on Phone Support Plan Upgrades
- Save 10% When You Buy Sage Abra HRMS

Save 15% on Sage CRM SalesLogix User Licenses

Sage Family Upgrade Promotions
20% off or 0% Financing When You Migrate to Sage MAS 90 and 200 (Qualifying Products) - Plus, Free Support!

Parkinson Accounting Systems Client Spotlight:

Excel Distributing

Excel Distributing

Excel Distributing is a wholesale distributor providing luxury major appliances. Founded in 1983, Excel currently handles the marketing sales and distribution efforts throughout California and Nevada for brands like Ariston, Kuppersbusch, Windcrest, Coldtech, and Kobe.

Excel's success is based on professional and ethical business practices. Excel provides appliance dealers and kitchen and bath showrooms with a quality experience when purchasing high-end appliances.

Part of providing great customer service, is having sales information available in a timely manner. MAS 90 and Parkinson Accounting Systems have assisted Excel in being able to provide this. Tami Roberts was with Excel from its early days. "Prior to implementing MAS 90, Excel Distributing relied on paper files and manual systems", Tami explained. "The most important benefits of MAS 90", says Tami, "are easy accessibility and being able to provide very fast customer service".

Tami also appreciates the quarterly client seminars provided by Parkinson Accounting Systems. "Learning about MAS 90 helps Excel become even more efficient. Having access to knowledgeable people helps us use the system to its full potential".

Jim Fox, C.F.O. of Excel Distributing, says MAS 90 is "the perfect system for us."

Excel Distributing Challenges:	Manual systems, retrieving information was difficult to access with out a computerized system
Excel Distributing Solutions:	Parkinson Accounting Systems & MAS 90
Excel Distributing Results:	Improved customer service

MAS 90·200 VERSION 4.1 UPGRADE

WHAT: Introduction of MAS 90/200 V.4.10 —and—Sage Payroll Services

WHEN: February 10th, 2006 9:00 AM to 11:00 AM

WHERE: Learn iT! Computer Training Center (www.learnit.com)
250 Montgomery Street
San Francisco, CA

COST: 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: Learn about the exciting new features of MAS 90/200 V.4.10. This version changes Accounts Receivable and Sales Order significantly. This is your chance to get a hands on test. Find out what will really help your business, and things to be aware of before scheduling your upgrade.

We will also take about 20 minutes to introduce Sage Payroll Services. This is a service, like ADP or Paychex, not a module. The service allows users to tailor payroll to your own needs and integrates with your MAS 90 or MAS 200 system.

REGISTRATION:
Please visit our website at www.pas90.com/training.html and click on the faxable form. Print and Fax to: 415.454.2698. Or send $100 check payable to: Parkinson Accounting Systems, 24 Professional Center Pkwy #120 San Rafael, Ca 94903. You can also R.S.V.P. by calling 415.499.9959 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.

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SPECIAL THANK YOUS!

Judith Garnett and Loretta Dee – thank you very much for your referrals. Thank you to Geno Adair at Sage Software.
Thank you for our TOP 15 customers (in alphabetical order): BayCal Financial Corporation, Ben Davis Company, Catholic Charities, Cook Paging, Corgentech, Epoch Hometex, Excel Distributing, Blade Network Technologies, Numi Tea, Restaurant Equipment Design, Rubicon, Supreme Marketing, TWI Global Logistics, Windsor Mill, WorldWise.

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by Kurt Kunselman
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Kurt Kunselman - 415-454-8779 ext. 3

PAS NEWS

Lots of news this time! First of all, we have moved. Still in San Rafael, we are now in a much newer building with about twice the space. Our new address is 24 Professional Center Parkway, Suite 120. When the weather improves, we will have an open house for our customers – so we hope to see you then. We did have some telephone disruption during our move starting December 2nd, so our apologies if you had any trouble reaching us.

Second, we have once again achieved Chairman level with Sage Software. After a one year absence, we were able to hit the sales target to move back up another rung of the ladder. Thank you to all of our customers, especially those of you who were new in 2005!

We are excited about the upcoming client seminar on February 10th (see article in this newsletter.) This will be our first chance to show the new accounts receivable and sales order features we have been waiting for. Please make a point to join us. You will have a hands-on opportunity for testing the software and seeing it for yourself

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.

New Sage Payroll Services

Get more from your outsource provider. Sage Payroll Services offers mid-sized businesses a new payroll outsourcing solution. It is designed to effectively manage your most important payroll functions without the hassle, so you have more time to focus on the core aspects of your work.

Sage Software delivers everything you expect from a full service provider and more:

• *A fully outsourced service*
• *Hassle-free, time-saving payroll*
• *Low cost, web-based technology*
• *Total payroll and tax compliance*
• *24/7 real-time access and reporting*
• *Direct deposit*
• *Penalty-free guarantee*
• *Seamless integration with MAS 90 & 200*

Full-service online payroll
Our comprehensive online payroll solutions offer everything you expect from a full service provider and more. We reduce the risk of tax penalties and save valuable time on payroll chores so that your business managers, HR, and accounting professionals can focus on their core responsibilities.

Real-time access and reporting
Easily accessible through our cost-effective, advanced native Internet architecture, Sage Payroll Services ensures you always have quick access to the most up-to-date payroll information and real-time reporting available. And since it's all on a secure, online network, you can retrieve that information even if you're away from the office or on the road—24 hours a day, 7 days a week.

The benefit of a no-hassle payday
Sage Payroll Services offers direct deposit, making our payroll solution even more valuable to your business. Our direct deposit option offers the convenience of having employee paychecks deposited directly into their accounts. This service ensures employees will enjoy hassle-free paydays. With a few simple clicks, you can designate your employees as direct deposit or regular paycheck. End-to-end payroll services from one reliable source For years, Sage Software has provided market-leading payroll and HRMS solutions to companies just like yours. We help bring time-saving efficiency to your processes, so you can spend less of your valuable time on paperwork and compliance issues, and more on broader strategic planning.

Version 4.10 Customer Guide for MAS90/200 Upgrade
- by Paula Park

In the Fall 2005 issue of "The Passage", we wrote an article about what's new in version 4.10. New features were outlined; especially for the modules, Accounts Receivable, Sales Order, Return Merchandise Authorization and Bank Reconciliation.

In this issue of "The Passage" we continue our article on version 4.10. Because of the extensive addition of new features, upgrading is also more extensive and requires planning. Whether you do the upgrade yourself or have Parkinson consultants do it, you will need to prepare. Below is a table that outlines issues to review. In addition a *Pre-Installation Checklist* is included.

Operating System Retirement	Windows 98 and Windows NT are no longer supported with Sage MAS 90. Please ensure that all workstations have been properly upgraded and tested before upgrading to the 4.1 release.
Hardware Requirements	The memory requirements for Sage MAS 90 4.10 have been increased to 512MB.
Dot Matrix Printing	High-speed dot matrix form printing has been incorporated into a select set of bundled Crystal "Form" templates included with the 4.1 release. The Windows printer driver for the given dot matrix printer must support native printer fonts to achieve high speed printing. For more information, see the procedure in ServiceWare on how to set up forms and reports to print on a dot matrix printer.
Batch Faxing	A download TIP will be required to process batch faxing in version 4.10.
Business Insights Reporter	BIR reports created for AR, SO, BR and RMA will need to be re-implemented, due to data changes in those modules. For all other BIR reports, run the BIR rebuild utility included with Library Master. BIR includes a report definition listing that will help identify the view names, fields, sorting and filtering settings that were specified for existing reports. Use this information to recreate the report in 4.10.
Report Master Module	Any report created in Report Master for AR, SO, RMA and BR will no longer work. It is recommended that all custom reports moving forward are developed using Business Insights Reporter
Character Forms	All bundled reports included with AR, SO, RMA and BR now leverage Crystal Reports for report viewing and customization. All character-based reports and forms have been removed from these modules. Please prepare to migrate any character-based form customizations into the new Crystal form template.
Customized Crystal Forms	Customized Crystal forms within AR, SO, BR and RMA will require reimplementation. A Crystal form comparison utility is available. The utility will compare your customized Crystal form to a standard form included in that version. This utility prints the form name, directory, .rpt name, form code, and any fields (including user-defined fields) that were added or removed.
Modifications Using the Customizer Module	Please refer to the Sage MAS 90 4.1 Upgrade Considerations Guide for information on migrating customizations from previous releases to 4.1.

JobOps Custom Manufacturing Software for MAS 90 & 200

JobOps is a suite of Job Shop Tracking Software modules for the Sage Software MAS 90 and MAS 200 ERP software. Used by small business manufacturing, project based and service/repair companies, it is designed to manage the operations, workflow and costing of jobs or projects.
Industries served by JobOps include custom manufacturing, small business manufacturing, on-site installation and construction, depot and field service repairs, contractors, project management and anyone who needs to track the costs of labor, materials, and outside services while scheduling resources to meet required completion dates.

JobOps "modules" that you install:
Job Shop Quoting, Estimating and Configuring Orders, Purchasing to the Job, Scheduling, Preventative Maintenance Scheduling, Requirements Planning, MRP, MRP II, Job Tracking and Costing, Field Service and Dispatch.
The various modules for JobOps are:

*Scheduling (Graphical) - Alerts you to late jobs, potential late jobs, and when your resources are overloaded beyond capacity. It will even tell you if materials are not available for the work that has been scheduled.

*Time Tracker - Lets your people record their time and/or materials used directly against the tasks or steps that you established for a job. As soon as labor or materials have been entered into Time Tracker, the costs and job status are updated in JobOps.

*Component Exception Manager - May be the most powerful tool. It builds a list of your current demand for anything you need to buy OR make and then generates the purchase orders or production orders (your routing and BOM) that are needed so that materials and sub-assemblies may be where they need to be, when they need to be there, to keep your schedule on time.

*Product Configurator - Helps to speed up your quoting, sales order entry, and creation of production orders, assisting with faster delivery to your customers. Through a graphical selection wizard, the Product Configurator asks questions needed to configure your customer's product. Behind the scenes, the Product Configurator is automatically calculating your projected labor budget, material requirements and the price to charge your customer.

*Field Service and Dispatch - is designed to assist in making your services after the sale as good as the products you delivered in the first place. Maintenance contracts automatically generate preventive maintenance orders and service calls will create a service ticket with the customer information, equipment to service, last work done on the equipment and the scheduled service date. Integration with Outlook can provide and email notification of the service ticket to the technician and add and appointment their calendar or text message their cell phone.

To Find out more about JobOps, please contact our office 415-499-9959 x 102 or the JobOps website - **www.jobops.com** which includes white papers and new enhancements to the product.