Sage 100 ERP Newsletter

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INTRODUCING SAGE 100 ERP 2015

Scheduled for release on April 7, 2015, **Sage 100 ERP 2015** is one of the most feature-packed new releases in a while. It includes a long list of enhancements, many of which are inspired by customer requests submitted through the Sage 100 Ideas website. Let's take a closer look.

Popular Customer-Requested Features

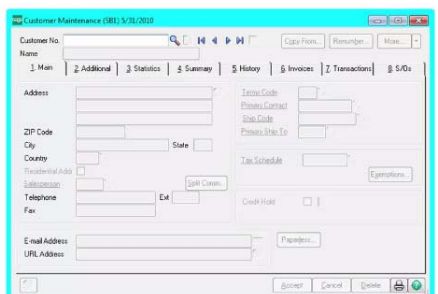
Here's a quick look at some of the most highly-requested new features or enhancements.

Canadian Postal Codes - customers who distribute products all over North America will be happy to learn you now have the option to install Canadian postal codes during Sage 100 installation. Once installed, you can maintain Canadian codes using Zip Code Maintenance.

Better Print and Data Export Control - new security features allow administrators to control which users have rights to export data from Sage 100 into Excel from lookups/grids and whether to allow printing from lookup windows.

Expanded Vendor Name Field - by popular request, the vendor name field has been expanded to 50 characters. Previous versions were limited to 30 characters. In addition, various standard forms and reports have been adjusted to accommodate the expanded field.

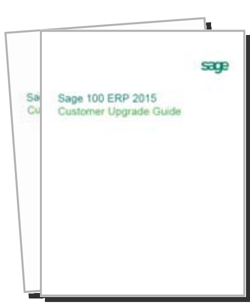
Expanded Company Color Options - you may already know that Sage introduced the ability to color-code company windows in Version 4.4. But for some customers, many of the color options are an eye-sore and made it harder to read certain fields and text. So 100 ERP 2015 introduces additional options to color code the entire background, **just the window frame**, or both.



Now you can color code **just the window frame** of different companies in Sage 100 ERP 2015

Sort by Multiple Columns - a new Sort Columns button has been added to several windows in Accounts Payable and Bank Reconciliation that allow you to select one or more columns and sort each one in ascending or descending order. This comes in handy for things like Invoice Payment Selection, Cash Receipts Entry, and more.

Download the List of Key Features to see some of the other areas of enhancement from General Ledger and Bank Reconciliation to Order Processing and Inventory.



Customer Upgrade Guide

Contact us to request a copy of the Sage 100 ERP 2015 guide with details about the upgrade process, workflow changes, a conversion checklist, and details on all the new features.

SPOTLIGHT: Sage CRM 7.3
How to Shorten Your Sales Cycle

With the recent release of Sage CRM Version 7.3, Sage rolled out a bunch of new tools and reports that can help you accelerate your sales cycle and make the most of every opportunity. Let's take a look at these new **sales accelerators**.

New Management Dashboards

Two new ready-to-use Management Dashboards are available to provide owners, managers, and decision-makers with the insight and metrics to close more sales - faster. Each dashboard includes configurable gadgets that use Sage CRM data from across your entire organization.

Sales KPI for Managers displays key performance indicators (KPIs) to help you identify and measure your organization's successful activities ... as well as those that aren't performing so well. Metrics include monthly sales trends, actual vs. target, opportunities pipeline, open activities, at-risk opportunities, and closed deals leader board by sales rep.

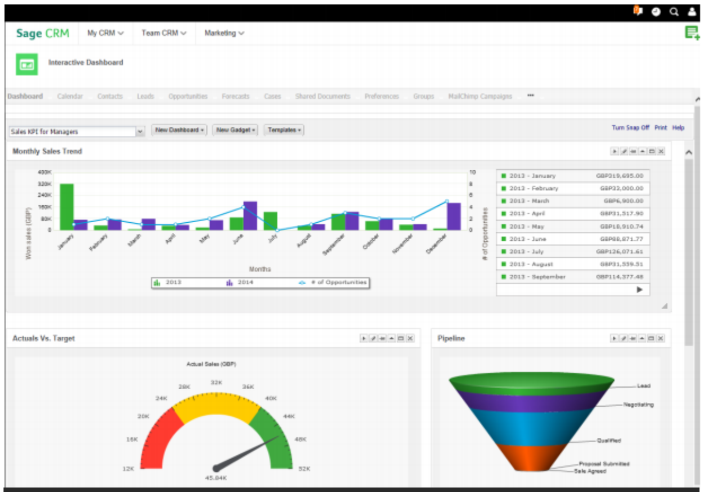
Sales Metrics for Managers helps you measure progress toward organizational goals. Metrics include leads generated by source, deals lost to competitors, won vs. lost deals, average deal close rate, cross-sell deals, and top open deals.

These new dashboards provide important visual queues that help you quickly spot areas that require your attention. Then you can take action or run more detailed analysis to close deals faster or save opportunities that are slipping.

Quicker Quotes, Orders, and Workflow

The new **Quick Sale Workflow** is a predefined workflow with fewer stages than the standard Opportunity Workflow. It's perfect for products that don't require a complex sales cycle and can be sold in just a few simple steps. Your sales people can focus more on getting the deal done quickly and less on setup and administration.

In addition, you can now generate **Quick Quotes and Orders** using a new default template that's merged with details



New ready-to-use Management Dashboards provide metrics and insight to close more deals - faster.

from an existing record. That way, you just pull in a quote or order from another similar opportunity and simply change a few details rather than starting from scratch.

Proactive Alerts and Escalation Rules

There are also new ready-to-use **Alerts and Escalation Rules** designed to notify your team of critical event triggers related to leads, quotas, or opportunities. These proactive alerts are sent to managers and/or sales users so your team can take quick and decisive action rather than waiting until after the fact when it may be too late to close or save a deal.

Together, this collection of new features will help you close sales faster and drive more revenue.

Ready to Upgrade?

If you're running a stand-alone version of Sage CRM, you can upgrade at any time. If you're running Sage CRM **integrated with Sage 100 ERP**, you may need to wait until Sage CRM 7.3 is available to integrated customers in early Q2 2015.

Contact Us for details or if you need help upgrading.

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Affordable Care Act (ACA) Compliance

Does Sage 100 Support Affordable Care Act (ACA) Requirements?

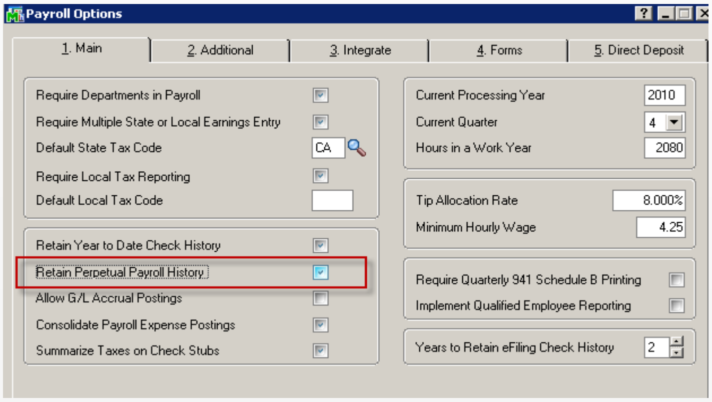
That's probably a question most Sage 100 ERP customers are asking themselves. And you'll be happy to learn that the answer is yes. Here's a look at new payroll options and features to help you manage ACA tracking and reporting.

ACA Overview

In a nutshell, employers with 50 or more full time employees will be required to provide additional reporting on employee and dependent coverage to the IRS beginning in 2015. You can get full details on the IRS.gov website.

Enable Perpetual Check History

The most important thing to do in Sage 100 ERP is to enable the **Retain Perpetual Payroll History** checkbox located on the **Main Tab** in the **Payroll Options** screen.



This should be done **before processing your first payroll in 2015** and for ***each*** company code that has ACA reporting requirements.

New Reports and Screens

A new Crystal Report is available in Sage 100 ERP to help you determine if you qualify as an **Applicable Large Employer (ALE)** that is required to report on compliance with ACA.

It's important to note that if the option to 'Retain Perpetual History' is not selected in Payroll Options, no data will show in this report. In addition, new Payroll interface screens and menu tasks allow you to enter and manage the employee or employee dependent health insurance offering data required on various IRS reporting forms.

Sage 100 ERP Versions for ACA Support

As of this article, the current plan from Sage is to release product updates for Sage 100 ERP 4.5 and higher as follows:

Version 2014, Product Update 5 - March 30, 2015

Version 2015, Product Update 1 - April 7, 2015

Version 2013, Product Update 9 - Date TBD

Version 4.50, Product Update 8 - Date TBD

Additional Resources

For additional guidance on ACA Reporting in Sage 100 ERP, please don't hesitate to **Contact Us** and/or check out these additional resources:

Sage 100 and ACA Knowledgebase Article

Affordable Care Act Center on Sage City

SAGE SUMMIT 2015

This year **Sage Summit 2015** is headed to **New Orleans** for the annual gathering of Sage customers and partners. Join the fun **July 27th - 30th 2015** in the "Big Easy" for this unique conference where you'll find inspiration from world-class business leaders, workshops, networking events, and tips to make the most of your Sage product.

Registration for Sage Summit 2015 is Now Open!

Head over to the Sage Summit website to register today and save with early bird rates through April 30, 2015.

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