SAGE MAS 90   SAGE MAS 200

e-Business with Sage MAS 90 and Sage MAS 200
White Paper

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Introduction

Sage Software, Inc. is a leading provider of business management solutions to growing small and medium-sized businesses. Our product line includes award-winning solutions that are recognized throughout the industry, such as Peachtree by Sage, Sage MAS 90, Sage MAS 200, and Sage MAS 500 ERP. Our vision is to provide customers with software that gives them an ongoing competitive advantage as business requirements change and as new technologies become available. Therefore, one of our most important strategic initiatives is to help our customers become Web enabled.

An e-business, in its simplest terms, is an organization that conducts business over the Internet. We at Sage Software take this notion further and think of an e-business as a business that has maximized its efficiency and increased the level of customer service by leveraging Internet-based applications and technology. We strive to dynamically link buyers and sellers in an effort to drive costs out of the sales cycle.

Many traditional companies are familiar with the concept of leveraging technology to improve efficiency. Sage Software is already a leader in packaging sophisticated, complex technology in such a way that it is affordable, and easy to use and can be easily adopted by small and medium-sized businesses seeking greater efficiency. Sage Software is maintaining this leadership by helping traditional businesses take advantage of Internet technology.

For further discussion on how to select e-business software, please refer to Sage Software's white paper, *e-Business Software – A Buyer's Guide.*

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Sage Software and Your e-Business

Sage MAS 90 and Sage MAS 200 represent Sage Software's small and medium-sized business management software and provide an excellent platform for your e-business. Sage MAS 90 and Sage MAS 200 are designed to be sophisticated, world-class accounting, distribution and manufacturing systems, and although exceptionally powerful, they are easy to implement and have a low total cost of ownership (TCO.). One of the most important benefits that the product line brings to your business is complete business process integration. Complete integration is the key to the efficient and cost-effective day-to-day operation of your business. Sage Software, the worldwide leader in integrated business management applications, has applied the same spirit of innovation that allowed us to create a virtually seamless, integrated distribution, manufacturing, and finance application to e-business. The e-Business Manager module is the cornerstone of Sage Software e-business, providing complete front-to-back integration between a Web-based e-commerce application and your distribution and financial system.

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The e-Business Manager module is the cornerstone of Sage MAS 90 and Sage MAS 200 e-business, providing complete front-to-back integration between a Web-based e-commerce application and your distribution and financial system.

Categories of e-Business

The way we use software today provides the foundation for building an integrated e-Business. Sage MAS 90 and Sage MAS 200 offer you the functionality for all aspects of a successful e-business. Some of the e-business categories it applies to include:

- **Operational** – Software for use by full-time employees of a business. For example, an accountant entering journals into the General Ledger system or entering customer orders into the distribution system.

- **e-Commerce** – Software used by non-employees to interact with your business. The most common example would be a customer accessing your Web site and placing an order or checking on the status of an account.

- **Self-Service** – Features that are often accessed through the Internet or an extranet, and are used by employees that typically don't interact with the operational modules. An example of a self-service application would be a salesperson on the road maintaining customer information using a Web-based interface, or an executive obtaining critical business information from a browser-based reporting system.

- **e-Transactions** – Integrating tightly to other companies to facilitate the automatic exchange of business transactions. For example, exchanging purchase orders, invoices and other transactions through Electronic Digital Interface (EDI).

- **Integrated Web Services** – Application features that extend the usability of your software by integrating existing Web-based services. On-demand retrieval and storage of a customer credit rating is an example of an integrated Web service.

Operations

The operational modules available for Sage MAS 90 and Sage MAS 200 cover a wide range of functional requirements for today's business applications. The high level of real-time integration provided by the operational modules offers optimal efficiency for your e-business. Designed for the full-time, trained user, these modules provide the features that you need to run your business. Operational modules include:

No matter what industry you are in, there is a Sage Software solution perfect for your business.

- **Financial** – General Ledger, Accounts Receivable, Accounts Payable, Bank Reconciliation and Payroll
- **Distribution** – Inventory Management, Sales Order, Purchase Order, Credit Card Processing, Return Merchandise Authorization (RMA), Bar Code, and StarShip Link
- **Manufacturing** – Bill of Materials, Work Order, and Materials Requirements Planning (MRP)
- **Business Intelligence** – Crystal Reports®, Business Alerts, Business Insights, Custom Office, Microsoft FRx Desktop, Visual Integrator, and F9
- **Specialty / Vertical** – Fixed Asset Management, Human Resources Management, Job Cost, Client Write-Up, Time and Billing, Credit Card Processing, and Point of Sale

e-Commerce

Expanding your business application software to facilitate real-time business-to-business transactions will be a key factor for successful business growth in the coming decade. Our e-Business Manager module and family of applets currently support this critical aspect of e-business infrastructure. With the .inquiry and .order applets, you can extend your business processes to allow your customers to place orders and inquire about their account status whenever they wish.

The .store applet, coupled with the Credit Card Processing module, allows you to sell your products and services through the Internet to anonymous customers, and process credit card transactions in real-time.

A key differentiation between e-Business Manager and many e-commerce applications in place today is that e-Business Manager provides real-time, tight integration into the distribution and finance system. Many systems today—even those that cost tens of thousands of dollars—require you to either re-enter, or perform an offline import of data into the accounting system. The level of integration offered by e-Business Manager allows you to avoid costly custom solutions and the inefficient "double entry" of transactions. The e-Business Manager module offers a high level of functionality with a total cost of ownership that is significantly lower than any application in its class.

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Self Service

Self-service is an area that promises dramatic efficiency improvements over the next few years. Sage Software plans to leverage e-Business Manager technology to build significant additional functionality into its products, allowing more of our customers to benefit from their investments in technology.

Within the Sage MAS 90 and Sage MAS 200 product line, self-service functions are typically extensions to operational or e-commerce modules. Business Insights provides the management user with high-level summaries such as sales, financial, and inventory status information. It is browser based and does not require that Sage MAS 90 or Sage MAS 200 to be installed on the workstation. Sage Software also provides Crystal Web Reports with Sage MAS 90 and Sage MAS 200. Crystal Enterprise allows you to publish compiled Crystal Reports through the Internet/intranet using the Microsoft Internet Information Server.

Sage Software plans to leverage Internet technology to build significant additional functionality into its products, allowing more customers to benefit from their investments in technology.

e-Transactions

The main method for electronic business transactions today is through Electronic Digital Interface (EDI). Sage MAS 90 and Sage MAS 200 provide support for EDI through a group of key business partners that specialize in EDI requirements. Today, many customers use EDI to interact with key trading partners, thus lowering transaction costs and improving efficiency.

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Integrated Web Services

Sage MAS 90 and Sage MAS 200 incorporate a series of links throughout the solutions where appropriate. These links direct users to various Web locations, including www.sagesoftware.com. Customer credit checking and package tracking are among the services that are included.

These functions are available to the user from within the appropriate operational module by invoking software running on the www.sagesoftware.com portal site.

Future Directions

Internet technology has facilitated a significant growth in electronic transactions of all kinds. Sage MAS 90 and Sage MAS 200 will provide new functions and features based on Internet technology, in a variety of categories. Some of the areas that Sage Software is currently investigating for integration include:

- **Extensible Markup Language (XML)** – XML is likely to become the de-facto standard for the exchange of electronic information within the next few years. The hierarchal, self-describing nature of XML makes it a good choice for the exchange of almost any kind of information. Sage Software is currently investigating ways to make use of XML for a number of functions, ranging from the basic import and export of XML documents to the automated exchange of electronic documents, such as invoices and purchase orders.

- **Remote Access** – The use of hand-held devices, such as Personal Digital Assistants (PDAs), to keep track of information is becoming essential in today's fast-paced market environment. Coupled with desktop applications, such as Microsoft Outlook, these devices perform indispensable services for their users. Recent innovations, such as the Palm LifeDrive Mobile Manager—among other similar devices—provide integrated wireless Internet connectivity, and promise to take efficiency to the next level. Sage Software is examining the potential value of these devices by building upon our e-Business Manager technology. Some possible uses for this technology include integrated remote applications, such as order entry for salespeople and employee time tracking, among others.

Summary

Sage MAS 90 and Sage MAS 200 provide a wide variety of components that are vital for any e-business. This includes functions for operational use, self-service scenarios and external visitors. Moving forward, we plan to dramatically expand these functions, to ensure that these products provide the best platform for your growing, changing e-business.

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