



# Sage Accpac ERP Newsletter

## In This Issue:

International Appeal of Sage Accpac

Looking Ahead to Version 6

A Spark for Small Biz

What Does CRM Have to do with ME?



## The International Appeal of Sage Accpac

With installations in hundreds of countries, Sage Accpac ERP is truly a global product. With technology breaking down borders, it has become commonplace to see companies of all sizes conduct business internationally. But if you're asking yourself "How does Accpac address the requirements of so many different accounting rules, currencies, languages, and cultures," then read on to learn about the international appeal and diversity of Sage Accpac ERP.



### It's All About Perspective

First and foremost, it's worth pointing out that Sage Accpac is developed, designed, and supported by a diverse team that hails from all corners of the world. Sage believes strongly that a software product ultimately reflects the team that builds it and the Accpac folks truly reflect a diverse, innovative, and "world-wise" group.

### The International Language of Accounting

Sage Accpac allows you to install multiple languages, each of which is assigned per user. In other words, you can have an AP clerk running Sage Accpac in Spanish, a warehouse manager running French, and accounting staff running English. This might come in handy for companies that have branches or divisions in several countries. Out of the box, Sage Accpac supports English, French, Spanish and Chinese.

### Dollars, Euros, Pounds, Yen ...

From Pesos and Pounds to Euros and Yen, Sage Accpac Multi-Currency provides automated currency conversion while allowing you to maintain an unlimited number of currencies and rate types. Sage Accpac also supports up to 3 decimal places and 18 digits (15 before and 3 after the decimal - more than most competing accounting products offer!). And with a centralized table of all exchange rates, you can use the power of automation to keep track of ever-changing currency valuation.

### Local and Regional Preferences

The development team for Sage Accpac is also mindful of various regional settings that include things like date preferences (mm/dd/yy vs. dd/mm/yy), characters used for number formatting (decimal vs. comma), currency symbols and much more. And when it comes to localization, the configuration options and flexibility of Sage Accpac can accommodate the nuances of almost any jurisdiction. So rather than providing Australian, Canadian, and American versions of Accpac to accommodate the respective sales tax laws, Accpac is available in one version that boasts a sales tax engine that's powerful enough to tackle just about any local sales tax law you'll encounter.



If suddenly you find yourself doing business internationally but haven't yet taken advantage of the global diversity of your accounting software, don't hesitate to [Contact Us](#) for assistance and discover why Sage Accpac ERP is truly a global product.

# Looking Ahead to Version 6

There's a lot of buzz around the anticipated release of Sage Accpac ERP Version 6 in December 2010. Most notably, Version 6 marks the beginning of Sage Accpac's transition from a traditional Windows desktop application to a true web application with a browser-based interface. Let's take a quick look ahead at the exciting changes coming your way.

## New User Interface and Web Portal

One of the main features of Version 6 is a fancy new **Web Portal** that replaces your desktop home page. The new portal is the first step in migrating Sage Accpac to a web-based application and is built around the principle of "User Centered Design." That means Sage Accpac recognizes your role in the company, replacing the tree of icons you see now with a dashboard of information useful for doing **your** job. The ultimate goal is to help you find what you need faster. Rest assured, you'll still have the option of running the classic desktop until you're comfortable making the switch.

## Reporting and Inquiries

Sometimes it's a challenge to get data out of Accpac and into a report or inquiry in the **exact way** that you want to see it. If you find that Crystal Reports is too complex to use on your own (without IT support), then you'll love the new **Adhoc Query** in Accpac 6. This simple yet powerful tool allows you to choose, sort, and sum the exact data you want without technical knowledge or Crystal Report training.

## Improved SageCRM Integration

Since SageCRM is already a fully web-based application, the migration of Accpac 6 to the web means that the integration between your front and back office (via Extended Enterprise Suite) will be tighter than ever. That way, a sales person won't know whether he/she is looking at SageCRM or Accpac, making it easier to create quotes, orders, and turn leads into new customers. Tighter integration also ensures the workflow is continuous and the data is automatically synchronized in both directions.

## Most Popular Customer-Requested Feature

Sage Accpac 6 will introduce the ability to **Lock Fiscal Periods by Module**. That means modules can now be locked down until the fiscal period closing has been completed, preventing unwanted postings into the wrong fiscal period. This was the most [popular customer-requested feature](#) based on customers like YOU that voted online at the [Sage Accpac Ideas website](#).

## See Accpac 6 In Action!



See all the dramatic improvements in Sage Accpac 6 for yourself by watching a [short video demo on YouTube](#). Plus, you'll find loads of detailed information in blogs and discussion forums in the [Sage Accpac Online Community](#).

## A SPARK FOR SMALL BUSINESS

We wanted to introduce you to a fantastic online resource for small business - [Sage Spark](#).

At Sage Spark, you'll find free business tools, resources, and a vibrant community where entrepreneurs network and connect with one another. When you register at Sage Spark (which is FREE), you'll get access to free online invoicing tools, industry articles and business tips, a free job board, and so many other useful tips and resources to help you start or grow your small business.

Visit [www.SageSpark.com](http://www.SageSpark.com) today!

"THE #1 SAGE ACCPAC ERP PROVIDER IN BOTH THE U.S. AND CANADA"

## CONTACT US ...

**CORPORATE OFFICES IN:** Exton, PA and Miami, FL | (866) 408-0800 | [info@adssglobal.net](mailto:info@adssglobal.net) | [www.ADSSGlobal.net](http://www.ADSSGlobal.net)

**REMOTE OFFICES:** New York, NY | Baltimore, MD | Charlotte, NC | San Diego, CA | Toronto, Canada

**ADSS**   
**Global**  
[www.ADSSGlobal.net](http://www.ADSSGlobal.net)

## WHAT DOES CRM HAVE TO DO WITH ME?

By now, you probably know that SageCRM is a major component of the Extended Enterprise Suite. But what you may NOT realize is that CRM offers something for EVERYONE in your organization, regardless of whether you're in sales, finance, or accounting. Let's take a look at the impact of SageCRM on a few common roles within every company.

### Director of Finance

Budget management, cost control, and forecasting are key responsibilities of the Director of Finance. To get an accurate view of your **entire** business, you can combine sales information from SageCRM with operational data from Sage Accpac in an interactive dashboard. From this 360-degree view, you can drill into the sales forecast and pipeline, manage revenue/budget variances, and generate a more accurate business forecast without having to launch multiple programs and manually combine data in spreadsheets.

### AR Collections Manager

SageCRM provides an "AR Collections Manager" that makes it easy to prioritize and manage customer collections and rapidly convert outstanding invoices into cash in the bank. The AR Collections Manager consolidates customer account information into a single view that combines graphs and data to help you prioritize collections calls, identify potential problems for escalation, and schedule automatic email reminders using the integrated Calendar and Task Manager.

### Accounting Staff

Your accounting staff probably gets multiple requests every week from sales and customer service regarding status of orders, shipments, credit lines, payments received, and endless other accounting and operational inquiries. With Extended Enterprise Suite, all that information is centralized

in the same database. That means sales personnel can use SageCRM to perform their own operational inquiries while Accounting benefits from fewer daily interruptions. In fact, sales staff can use the SageCRM desktop to enter quotes and orders directly into Sage Accpac, further reducing the administrative burden on your accounting department.

### The Bottom Line

With features for lead tracking, pipeline management, and scheduling, it's easy to think of SageCRM as a tool designed solely for salespeople. But the fact is with everyone in your business working in the same system and using the same data, you'll eliminate duplicate data entry, break down departmental barriers, and have better visibility of your ENTIRE operation - regardless of your role.

[Contact us](#) to learn more about connecting your front- and back-office with Sage Accpac Extended Enterprise Suite.

### SageCRM for iPhone (Beta)

That's right, Sage has thrown their hat in the "App" ring with **SageCRM for iPhone!** Although still a Beta version, the app is currently available for download in the [Apps and Extras](#) section of the SageCRM [Online Community](#). (*current SageCRM mobile license required for download*).

Equipped with all the existing functionality of SageCRM Mobile, SageCRM for iPhone also takes advantage of native Apple features like the date spinner and automatic landscape shift when the phone is flipped. Download it today!