Sage ERP Accpac Newsletter

Sage Authorized Partner

Now Scan This!
Bar Code Technology for Your Sage ERP Accpac System

If you're a distributor, the warehouse is where you either make it or break it as a business. That's why the most successful distributors are using bar code technology. Once a luxury available only to large companies with equally large IT budgets, widespread adoption of bar coding has lead to lowered costs and a wider range of choices available to small and mid-sized businesses. Let's explore why bar code technology is so important.

It's All About Speed and Accuracy

Bar coding provides a fast and accurate way of collecting data as you perform activities in the warehouse like picking, packing, shipping and receiving. And while a bar code scanner can collect and record data faster than a speeding bullet, the error rate is only about 1 in 3 million. This level of accuracy has far-reaching affects as the need to manually collect and enter data is totally eliminated which, in turn, reduces labor costs and errors.

Errors Cost Money

Those data entry errors in the warehouse can affect the pricing of your products as well as your competitive advantage. How does that happen you ask? Excessive errors will drive up costs, and growing costs necessitate higher prices in order to stay profitable.

Consider the example of a customer that receives an over shipment, under shipment, or just the wrong order due to a data entry error. You're now in a position where you incur additional shipping costs for the returned items as well as labor costs to process the return and re-process the correct order. There is also a potential "soft" cost of an unhappy customer that's now willing to take a look at what your competitor can offer. By all accounts, companies that have implemented bar code technology have significantly reduced or completely eliminated these situations.

Bar Coding for Sage ERP Accpac

Use of bar code technology will not only improve warehouse operations, but your back-office accounting staff will benefit as well. Since transactions in the warehouse are recorded electronically via hand-held scanners, that data is then passed off to your Accpac system. No more stacks of paper from the warehouse, no more duplicate data entry, no more errors, and no more tedious reconciliation to make sure the quantities in the warehouse match the quantities in your Accpac system.

One Size Does NOT Fit All

There are a variety of bar coding solutions for your Sage ERP Accpac system with the right mix of features and price points to meet your needs. From the basic bar code reader attached to a computer in the warehouse to a full-featured warehouse management system (WMS) with wireless handheld devices and real-time communication with your accounting system, you get to choose how much automation and technology provides the right fit for your business.

Contact us to discuss bar coding solutions available for your Sage ERP Accpac software.

Sales Tax Compliance Made Easy

If you haven't heard, sales tax audits are on the rise and that trend is likely to continue for some time. In fact with record budget shortfalls, States are discovering that they can tap into additional revenue by auditing existing businesses, looking for loopholes of non-compliance.

Add that to an already complex sales tax law and ever-changing rates and it's not hard to see why small businesses are struggling with the cost and burden of compliance. Luckily, your Sage ERP Accpac system can meet this challenge head on with Sage Sales Tax Powered by Avalara.

The Cost of an Audit

Regardless of whether or not you're aware of potential non-compliance, you can be held accountable for penalties and interest for any mistakes or miscalculations that are uncovered during an audit. Even with the best intentions, mistakes are not uncommon among businesses that are calculating sales tax **manually**. With thousands of tax regions throughout North America, constantly changing rates and jurisdictional boundaries, and sales tax that can be vastly different on two sides of the same street, it's virtually impossible for most companies to keep up.

Automated Sales Tax for Sage ERP Accpac

Sage recently announced the availability of Sage Sales Tax, Powered by Avalara for Sage ERP Accpac – an affordable alternative to the old-fashioned method of managing sales tax manually.

It plugs right into your Sage ERP Accpac system, performing address validation, jurisdictional research, and up-to-date rate calculations while you continue to use the same order entry and customer screens that you're accustomed to. It all happens 'behind the scenes' with no change to your existing workflow.

And since Sage Sales Tax Powered by Avalara is a web-based service, it takes just minutes to download and install. No hardware, no complicated implementation, and no hassle.

It Just Makes Good CENTS

With Sage Sales Tax for Sage ERP Accpac, you get the benefits of a "big business" sales tax engine with a small business price tag. Put the hassle and audit concerns behind you and focus, instead, on what your company does best!

Download the Sage Sales Tax brochure for more information or contact us and discover how easy sales tax compliance can be.

SEEING IS BELIEVING!

If you haven't had a chance to upgrade to Sage ERP Accpac Version 6.0, then mosey on over to YouTube and check out the series of videos that Sage has posted there.

You'll have an opportunity to see some of the major enhancements in Accpac 6.0 including the new portal interface, snapshots, shortcuts, Sage ERP Accpac Inquiry, fiscal period locking, and improved integration with SageCRM.

www.YouTube.com/user/SageAccpacDoc

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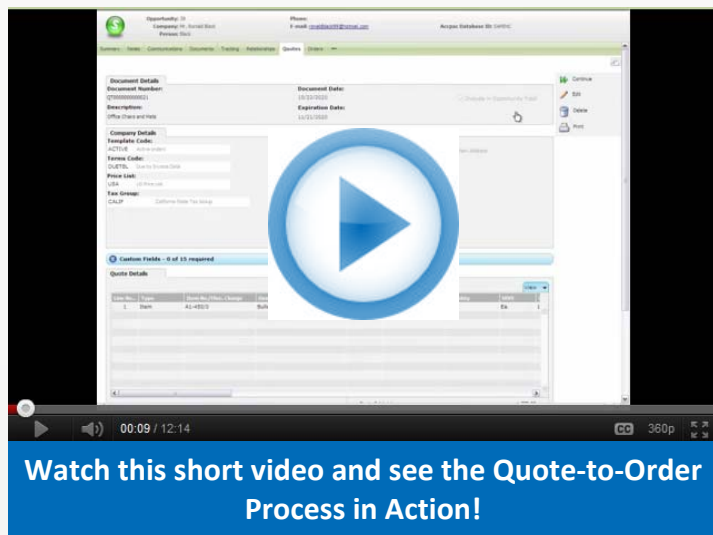
THE PERFECT MATCH

SageCRM & Accpac Together as One

Like apple pie and ice cream, SageCRM and Sage ERP Accpac are a perfect match. And with each new release, the two products move closer to becoming one. Not only is SageCRM **now included free** with Sage ERP Accpac (more on this below), but new workflow improvements and tighter integration are evidence of this perfect marriage between two fantastic products. Let's take a closer look.

Front and Back Office Holding Hands

Based on feedback from customers like you, Sage ERP Accpac Version 6 now allows you to enter sales orders directly from within SageCRM - without opening the full Accpac order entry screens. This simplifies Quote-to-Order workflow by reducing the steps previously required to convert a prospect into a customer. Plus, your salespeople remain in the familiar SageCRM interface throughout the Quote-to-Order process without having to fumble around in Accpac screens.

Perhaps best of all, the improved workflow might just save you some money. That's because a Sage ERP Accpac user license is no longer required to process the order.

Watch this short video and see the Quote-to-Order Process in Action!

What's Yours is Mine ...

SageCRM is already a true web-based product. However, Sage ERP Accpac is not far behind, transforming itself from a traditional Windows/Desktop application to a web application with each new release.

And while SageCRM has always displayed a fair amount of customer and transactional data that originates in the Accpac database, the integration will become even tighter as both products move to the same web-based platform.

In fact, Accpac 6.0 rolled out some newly-styled web-based screens that look and feel just like SageCRM. That way, your salespeople won't know whether they're running SageCRM or Accpac … it all just happens behind the scenes. Sage has also taken measures to ensure that the workflow is continuous, data transfers smoothly from one step to the next, and information is automatically synchronized in both products.

That means everyone in your company is working from the same data and following the same workflow. Multiple databases, external spreadsheets, and disconnected islands of data are a thing of the past. Accpac data is available in SageCRM and SageCRM data is available in Accpac.

I Now Pronounce You … Free

Did you know that SageCRM is already installed on your system and ready to use for free? As of Sage ERP Accpac Version 5.6, a free user license for SageCRM is included. After all, you wouldn't buy a car without giving it a test drive first, right?

With the free SageCRM user license, you can get your hands dirty, kick the tires, and take SageCRM for a test drive before determining whether it's the right technology for you.

Contact Us to learn more about SageCRM or Accpac 6.0.