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## SAGE 300 MOVES TO THE WEB

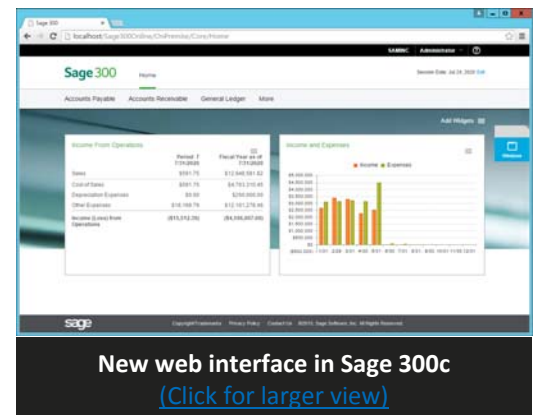
### New Screens Will Run in a Browser on Most Devices

During his keynote speech at Sage Summit in July ([you can watch it here](#)), Himanshu Palsule, Chief Technology Officer at Sage, announced the launch of a completely modernized web-based version of Sage 300 that they are calling **Sage 300c**. In this article, we'll take a closer look at this new technology that's scheduled to launch with the upcoming release of **Sage 300 2016** sometime in October.

### What is Sage 300c?

Sage 300c will feature new HTML-based web interfaces for several modules including General Ledger, Accounts Payable, Accounts Receivable, Bank, Tax, Common Services, and Administrative Services screens. The operations modules like Inventory Control, Order Entry, and Purchase Order will follow shortly after, sometime in early 2016 as part of a product update.

Because they are web-based, these new screens will run in all of the main internet browsers including Chrome, Firefox, Internet Explorer, Edge, and Safari. That also means you can access and use them on a wider variety of computers and devices including Macs, Windows desktops and laptops, iPads, and Android Tablets. While these new screens will work on smaller mobile devices, the design isn't fully mobile-responsive just yet so there is a fair amount of scrolling required. Sage says that fully mobile-responsive screens are still a version or two away.



**New web interface in Sage 300c**  
([Click for larger view](#))

### Using the New Screens

Sage 300c will introduce a new customizable Home Page that's similar to your traditional Sage 300 desktop. This is where you'll find the main menu and other useful functions. Since you're already familiar with Sage 300, you'll pick up the new screens quickly because it's the same application that's simply re-imagined to fit a modern web environment. While all of your familiar elements and functions are still there, you'll discover that the controls aren't packed together as closely as the classic screens. That makes it easier to touch fields and buttons with your fingers rather than relying on the fine-tuned precision of a mouse.

### The Next Step

Upgrading to Sage 300 2016 doesn't mean you'll be forced to use the new web-based screens. You can still use the traditional screens or a combination of both. With the initial release, customization of the web interface is not supported. But a customization toolkit will be made available in a later release. Stay tuned for more details or [contact us](#) with your questions.



# Spotlight On: Sage CRM

## Taking Sage CRM On the Road

Perhaps more than any other department in your company, sales people spend as much time on the road as they do in the office. To stay productive, they need access to data, transactions, and customer information wherever they are. That's why [Sage CRM 7.3](#) continues to add functional improvements to the mobile CRM component.

### More Than Gee Whiz Technology

Before we examine mobile features in Sage CRM, it makes sense to point out that the ability to access CRM on a mobile device is about more than just flashy features or gee whiz technology. There's real business benefit in making sure that CRM is easy to access and use.

By improving convenience and access, you also improve user adoption which is critically important to a successful CRM strategy. It's not uncommon for sales people to continue "doing things the old way" because the new CRM software is hard to use or requires them to be in the office to update the system. Simply put, your employees will **actually use** mobile CRM and not view it as an unnecessary administrative burden that ties them to their desk.

### Mobile Enhancements in Sage CRM 7.3

#### All Devices Welcomed

Sage CRM 7.3 consolidated styles into a single mobile theme that looks and works the same way on an iPhone, Android, or tablet so you get a consistent experience across devices. The enhanced mobile theme also features a new user interface with a cleaner layout, rearranged slide-out menus on every page, and the new "flat" design that has been made popular on newer mobile operating systems.

You can track customer and prospect communications, schedule appointments or follow up tasks, update customer records, manage meetings, and so much more - all while you're on the go. You can also import Android or iPhone contacts as a new lead or "Person" in Sage CRM without fumbling around with data files or exports.



Use a Single Mobile Version of Sage CRM on All Modern Devices

### Sage CRM Mobile Features

A few of the noteworthy features in Sage CRM Mobile:

- Work offline and still access customers, contacts, and opportunities when out of coverage area.
- Integration with maps to navigate sales appointments.
- Customize screen colors to identify different types of records at a glance.
- Add custom fields to Person or Opportunity records.
- New calendar rearranged in a journal view making it easier to scan your schedule.
- Import phone contacts as new Sage CRM Person.

**iPhone Note:** the new [Sage CRM for iPhone](#) app replaces the old app which was called "Sage CRM Sales Lite."

### Helpful Resources

Download the [Sage CRM 7.3 Mobile Guide](#) for full details about how to set up and work with the Sage CRM Mobile components. Or [Contact Us](#) if you need help.



# SPOTLIGHT: Sage HRMS

## Migrating From Sage Abra Suite

You may have heard by now that the retirement of **Sage Abra Suite** (and *Sage Abra Suite Canada*) is looming sometime in the near future. While the product hasn't been officially retired yet, now is the time to start planning your migration before potential problems crop up. Let's take a look at why Sage Abra Suite is going away and what you should consider doing about it.

### FoxPro Retirement

In January 2015, Microsoft ended support for **Visual FoxPro** - the underlying technology architecture that runs Sage Abra Suite. With FoxPro now retired, Microsoft no longer tests it for compatibility with new releases of Windows (including the new Windows 10).

### Will Sage Abra Suite Keep Working?

If you are running Sage Abra Suite version 9.1x or 9.2x, the retirement of FoxPro does not stop your current system from functioning. However, you're entering an area of higher risk and potential conflict with each new Windows update or technology upgrade. And while Sage will continue to support the **software** (not the technology) by releasing bug fixes and quarterly tax updates, continued product improvements and new features are unlikely going forward.

**NOTE:** Quarter 3, 2015 will be the final product update for Sage Abra Suite Version 9.1. [Click here for details.](#)

### What's the Next Step?

For most Sage Abra Suite customers, the next logical step is a migration to the sister product **Sage HRMS**. Sage HRMS is HR and payroll software that runs on modern technology including the **Microsoft SQL Database**.

Beyond the underlying technology, there are functional benefits of migrating to Sage HRMS as well. Because both products are owned by Sage, the interface is very similar. That means Sage Abra Suite customers can hit the ground

running on Sage HRMS by leveraging HR features, functions, and screens they're already very familiar with.

But the Sage HRMS **Payroll Module** is where Abra Suite customers see the most significant changes. In particular because of the SQL database, there's no need to have users exit the system while running payroll or database backup. There's also a wide range of payroll features and streamlined workflow processes in Sage HRMS that simply don't exist in Abra Suite.

### The Migration Process

Because each company has unique payroll processes and HR requirements, it's important to create a detailed migration plan. It's more than just a typical product update or version upgrade. But rest assured that as your technology partner, we're here to help guide the process, migrate your historical data, and provide training as needed to ensure the smoothest possible transition.

[Contact us](#) if you have questions about Sage HRMS, want to discuss a migration, or would like to see a demo.

## TWO NEW MIGRATION PROMOS

### Sage Abra Suite to Sage HRMS

Sage has recently announced two new promotions for customers who migrate before **September 30, 2015**:

- Free [Employee Self Service](#) (ESS) Module
- *Or*
- 30% Off popular add-on modules like [Payroll](#), [Time & Attendance](#), [Cyber Recruiter](#), and more.



[Contact Us for Details](#)

