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ACCOUNTS PAYABLE AUTOMATION

For Sage 300cloud

In many accounting departments, the accounts payable (AP) team has to manage some of the most repetitive, manual work and is rarely seen as a strategic center within the business. But that all changes with the introduction of **Sage AP Automation**.

What is Sage AP Automation?

Sage AP Automation is designed to simplify and remove manual tasks from your entire accounts payable process, from purchase to payment. Invoices enter Sage 300cloud with guaranteed accuracy and are stored securely in the cloud, saving time and removing the complexity from manual data entry. Primary benefits of Sage AP Automation include:

- Improved visibility into invoices and AP documents
- Eliminate manual data entry for efficiency and higher levels of accuracy
- Configure and automate approval routing
- Improve cash management and mitigate payment related fraud

Why Sage AP Automation?

There are a variety of reasons that automating your accounts payable process could be highly beneficial to your business. Here are some common questions to ask yourself:

- Does your current process require a lot of touch points, moving parts, and paper filing?
- Is your invoice approval process manual and inefficient?
- Do you spend a lot of time manually entering AP data?
- Do you have remote employees and/or multiple locations that need access to AP invoices?

On average, a single invoice can cost businesses up to \$16 to process manually when you consider the price of labor, materials, printing, and postage. But automating the accounts payable (AP) workflow can drastically reduce that cost to just \$3 on average. With Sage AP Automation, the more invoices you process, the more your per-invoice (and overall) costs decrease.

What's more, manual AP processes can take approximately 11.4 days to complete as you enter data, code invoices, chase down approvals through emails and phone calls, and cut printed checks. AP automation can reduce that processing time down to just 3.6 days.

Now Available for Sage 300cloud

Sage AP Automation is now available for customers on a Sage 300cloud subscription. Be sure to get in touch if you'd like to learn more about Sage AP Automation pricing, capabilities, or benefits.



Authorized
Partner



SAGE CRM

SageCRM.com Retirement in August

Last year, Sage announced the planned retirement of SageCRM.com - a hosted version of the Sage CRM product. With product retirement just around the corner, we'll take a look at what it might mean for SageCRM.com customers.

Retirement Details

Product support and access to the SageCRM.com platform will end on **August 31, 2019**. Sage recommends that you backup and download a copy of your database and document library to a separate location. Instructions for downloading your database can be [found here](#).

These options are only available until August 31st 2019. No data or backups will be available after this date.

Sage CRM On-Premises **NOT** Affected

The on-premises version of Sage CRM that integrates with your Sage 300 or Sage 300cloud software is **NOT** affected.

The only product that is being retired is SageCRM.com which Sage was hosting themselves on behalf of customers.

Can I Switch to On-Premises?

Since the code base of hosted and on-premises Sage CRM are different, there isn't a direct or automated migration path to move from one product to the other. However as your Sage partner and support provider, we can provide guidance and options to facilitate a smooth transition.

What is the Long Term Future of Sage CRM?

The on-premises version of Sage CRM continues to be developed, enhanced, and supported around the world with a product roadmap and release schedule covering the next several years. In a newsletter published earlier this year, we introduced some of the top new features of **Sage CRM 2019**



which included enhancements to the calendar, Outlook email integration, enhanced security and much more.

Sage 300 is Better with Sage CRM

Because it integrates directly with Sage 300, Sage CRM on-premises delivers unique benefits and efficiency through added capabilities like:

- Sharing and synchronizing customer contacts
- Promoting a Sage CRM company to a new Sage 300 customer or vendor
- Sage CRM inquiry screens that allow sales reps to see orders, inventory and other data from Sage 300
- Converting Sage CRM quotes to Sage 300 orders

Not only do you eliminate duplicate data, you also have better reporting visibility across all aspects of your business from sales and marketing to accounting and operations.



Contact us with questions about SageCRM.com retirement or to discuss a transition to on-premises.



SAGE ABRA SUITE

Product Retirement in December 2020

A few years ago, Sage announced the impending retirement of the Sage Abra Suite product in order to give customers time to prepare a transition. Sage has now announced an official retirement date of **December 28, 2020**. Read on to learn what it means for Sage Abra Suite customers.

Why is the Product Being Retired?

According to official statements from Sage, they view a product's 'end of life' event as a part a natural cycle that drives new technology and product innovation.

But for the most part, product retirement was somewhat forced with the 2015 announcement by Microsoft that they were ending support for **Visual FoxPro** - the underlying technology architecture that runs Sage Abra Suite. At that point, it was only a matter of time before applications running on FoxPro (like Abra) would either no longer work or have to be totally redeveloped on different technology.

How Long Will Sage Abra Keep Working?

While Sage has continued to support the **software** (but not the technology) by releasing bug fixes and quarterly tax updates, continued product improvements and introduction of new features has slowed and are unlikely going forward.

The final product update for Sage Abra Suite will be the Q3 2020 update, which will be available in September 2020.

In addition, access to the support center for assistance will be available until December 28, 2020, and then no longer accessible after that date.

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 Server Database**.



Beyond the underlying technology, there are functional benefits of migrating to Sage HRMS as well. It's packed with advanced features that streamline every aspect of human resource management from hire to retire - including recruiting and onboarding, benefits management, time and attendance, workforce analytics, and the popular employee self service module.

Sage HRMS Payroll 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. There's also a wide range of payroll features in Sage HRMS that simply don't exist in Abra Suite.

The Sage HRMS Migration Process

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



Get in touch with questions about the retirement of Sage Abra or migrating to Sage HRMS.

Sage Summit 2020 Date and Location Announcement



Sage recently announced the date and location for Sage Summit 2020. This year, the conference will be hosted at the **Gaylord Palms Resort** in Florida **May 12-14, 2020**.

Sage's Biggest Event

According to their website, Sage Summit is the company's largest event. The popular conference provides attendees with an opportunity to learn, connect, and grow with the Sage ecosystem.

Sage Summit US brings customers, partners, and accountants from around the country together for multiple days of deeper learning, product training, thought leadership, and networking to help your business thrive.

As in years past, you can expect inspiring speakers that lead impactful conversations, networking opportunities to share ideas, product education to enhance software knowledge, and a peek at future-thinking technology from Sage.

Save The Date

Additional details including agenda, speakers, and more will be coming later this year.

[Click to Mark Your Calendar and Save the Date](#)

Using Sage Support Courtesy Call Back Option



Sometimes when you contact Sage Support, call volume is higher and you may be asked if you'd like a courtesy call back. Let's take a look at how it works and what to expect.

When will you be called back?

Sage will call you back within the same period of time as if you chose to remain on hold (and always on the same day). For example if you are 10th in line when you choose a call back, Sage will call you after finishing with the 9th customer.

What number should you leave for a call back?

If you need to use your office/desk phone while you are waiting for the call back (be sure to include your extension), Sage recommends providing your cell phone number.

What if you miss the call back?

Unfortunately, Sage is not able to keep calling until they reach you. A support rep will leave a message, if possible, but you'll need to call back in again.

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