Sage 300 Newsletter
Issue 1 - 2016

In This Issue

A CLOSER LOOK AT SAGE 300 "c"

Answers to Frequently-Asked Questions (FAQs)

Concurrent with the release of Sage 300 2016 a couple of months ago, Sage also launched a new product called **Sage 300c**. In this article, we'll provide answers to some frequently-asked questions about this newest addition to the Sage 300 product family.

What is Sage 300c Exactly?

It's easiest to think of Sage 300c as a new **deluxe** version of the same core Sage 300 software that has been available for decades. Existing customers of the "traditional" Sage 300 product would discover that features, workflow, and functionality in Sage 300c are nearly identical.

So What's the Main Difference?

The main difference from the standard Sage 300 product is that Sage 300c features a totally new and modernized user interface along with unique screen and desktop personalization options. The new interface is also designed around mobile technology so you get a more modern Sage 300 experience across multiple devices from your desktop or laptop to your mobile phone or tablet.

How is Sage 300c Priced and Packaged?

Another difference from the traditional Sage 300 product which is sold under perpetual licensing is that Sage 300c is available on a **subscription basis only**. Sage 300c customers can choose monthly, 1-year, or 3-year billing. The product is available in 3 prepackaged bundles including **Essentials**, **Advanced**, and **Complete**.

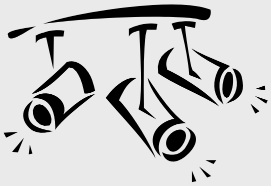
In a nutshell, the Essentials bundle includes core financial functionality like GL, AP, and AR. The Advanced bundle adds sales, purchasing, and inventory. The Complete bundle offers everything in Essentials and Advanced plus project job cost, multicurrency, intercompany, and GL Consolidation.

Should I Switch?

Since Sage 300c is a new premium option, current on-plan customers pay 15% over their existing Sage Business Care renewal cost to switch and upgrade to Sage 300c. While things can change down the road as new releases come out, Sage 300c - as it stands today - is functionally the same as the "traditional" Sage 300 product you may already be using (and in some areas, a little LESS functional than the traditional product).

So the question of whether you should switch will depend on how much value the mobility, modern interface, and bundled subscription pricing will have on your unique operations and business. In short, Sage 300c offers a way to leverage new and modern web technology without a significant disruption to your current processes, workflow, and product familiarity.

Contact us with any questions about functionality or pricing of the new Sage 300c.



Sage CRM

A Closer Look at MailChimp Integration

For many Sage customers, the announced integration with MailChimp that accompanied the release of Sage CRM 7.3 flew under the radar. So in this article, we'll take a closer look at what MailChimp is, how it works with Sage CRM, and why you should even care.

What is MailChimp?

First things first. MailChimp is web-based email marketing software that helps you design emails (i.e. newsletters), create campaigns, send them out, and measure results.

Why would you need a special tool for email you ask? After all, you can certainly send email newsletters out through your own email servers or popular services like Gmail, Hotmail, or Outlook. But those are really designed to send one-to-one email - or maybe to a small group of people.

On the other hand, an email service provider (like MailChimp) is designed to send **bulk email** to hundreds or even thousands of recipients without taking down your in-house server or landing you on a spam/blacklist. An email service provider (ESP) also implements safeguards that help you remain in **compliance with CAN-SPAM** requirements. Last, and maybe most important, MailChimp provides detailed reports on opens, clicks, and other email activity that allow you to measure the success of your efforts.

Sage CRM Integration with MailChimp

When you integrate Sage CRM with MailChimp, you unlock efficiency that makes your email marketing easier and more effective. In a nutshell, the new integration allows you to:

Push Sage CRM Contacts Into MailChimp - there's no need to maintain multiple contact databases in two separate software applications which can get messy and out of sync.

Create New Email Campaigns in Sage CRM - you remain right in Sage CRM as you launch new email campaigns. No need to switch back and forth between programs.

View Campaign Results in Sage CRM - campaign results data (opens, clicks, bounces, unsubscribe, etc.) captured in MailChimp is automatically written back to your contact records in Sage CRM.

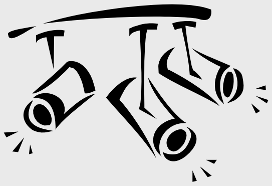
So the next time you bring up a contact and perhaps want to prepare for a follow up call, you can see how engaged they've been with your email outreach and what particular links they've clicked on right within Sage CRM. This data and activity can provide valuable insight into purchase intent and help drive more timely and effective follow up from your sales team.

Getting Started

Perhaps one of the best MailChimp features of all is that you can send email to up to 2,000 subscribers and 12,000 emails per month **totally free**. They call if the "Forever Free" plan.

If you have more than 2,000 subscribers/contacts, they also offer a variety of pricing plans depending on the size of your list, frequency of email, and desired "advanced" options.

Contact Us with questions about the new integration with MailChimp or if you'd like help getting it set up and running within your Sage CRM system.



INTRODUCING SAGE TIME

Time and Attendance Management

Sage recently announced the launch of their newest payroll application called **Sage Time**. In this article, we'll take a look at this time and attendance management software that works hand-in-hand with Sage HRMS.

What is Sage Time?

Sage Time is an intuitive, web-based "cloud" solution that completely automates time and attendance management. Beyond simply collecting attendance data, this full-featured suite also provides accrual tracking, a time off request tool, employee and manager self service, reporting dashboards, customizable process workflow, and so much more.

Why Sage Time?

Time tracking and payroll processing represent a significant cost for many companies. Especially when HR or payroll staff has to manually enter data submitted by employees into the payroll system. The effort involved (and potential errors) can add significantly to your labor costs. So when you automate time tracking with Sage Time, not only is it much more accurate, you also keep processing costs under control.

And with a long list of labor laws and regulations like FLSA, built-in audit trails provide peace of mind that your time-keeping policies are consistent, up to date, and accurate.

Modern Tech for a Modern Workforce

Sage Time is a completely web-based solution that's built for flexibility. That means your employees can enter their time from just about anywhere using any one of three collection methods including:

- On the Web
- Using a Timeclock
- On a Mobile Device

Sage Time also offers a wide selection of registration devices such as various badge terminals to avoid "buddy punching" through the use of advanced biometrics. Sage Time mobile can capture data such as GPS location, geofencing, picture, group punch, employee messaging, and facial recognition (facial recognition currently available on Android only).

Sage Integration

Sage Time is delivered from the cloud as a SaaS solution and is integrated with Sage HRMS and Sage Payroll so it works with the employee data you already have. And there's no need to purchase servers or install software.

Free White Paper

Time is of the Essence

Get your copy of this white paper that discusses how to automate time and attendance to reduce compliance risk, avoid "time stealing", cut costs, and boost timekeeping productivity.

Request Your Copy

SAGE INTELLIGENCE REPORTING CHANGES

New Features for Version 2016

With the release of Sage 300 2016, the **Sage Intelligence Reporting** component received several enhancements. In this article, we'll take a look at what the changes are and how they benefit you as a Sage 300 customer.

Enhanced Report Designer

A good majority of the changes in 2016 have been made to the Sage Intelligence **Report Designer**. The end result of these changes are more options and flexibility in creating new reports that are customized to your specific needs.

Right out of the gate when you launch the designer, you're greeted by a new instruction sheet that provides a nice overview of the designer tools and options. You can modify an existing report or create a brand new report from scratch. You can also choose to leverage the native **Layout Generator** for quick and easy standard report designs. Or if you're a spreadsheet "power user", you might prefer to leverage the power of rows, columns, lists, formulas, and reporting trees using the Sage Intelligence **Task Pane** directly in Excel.

Time-Saving Design Enhancements

In addition to the new interface in the Report Designer, a number of time-saving functional enhancements have been added as well.

A new **Missing Accounts** feature automatically detects and identifies accounts from your system that may have been inadvertently excluded from your Sage Intelligence report.

To clean up your reports and reduce visual clutter, a new '**Exclude Zero Rows**' checkbox option has been added. Last, the new **Dynamic Account Ranges** feature detects any changes in your Sage 300 General Ledger and automatically includes those changes at run time so your reports are always up-to-date without any extra manual effort.

New Look and Feel

Everything from the Layout Generator and Sage Intelligence interface to the reports themselves have a completely new and modernized look and feel. But more than just good looks, these changes also include vast improvements in report speed and performance.

Want to See More? Head over to YouTube and watch the [What's New in Sage 300 Intelligence Reporting 2016] webcast replay.

Sage 300 Intelligence Reporting

Frequently-Asked Questions (FAQs)

Request a copy of this 10-page guide that explains everything you need to know about Sage 300 Intelligence Reporting and answers some of the most frequently-asked questions about what the product is and how it works.

Get the Guide >

ADSS Global
(866) 408-0800
Info@ADSSGlobal.net

www.ADSSGlobal.net

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