

ABC Alert !



News You Can Use to Access the Power of Your Sage BusinessWorks® Software

www.abconcept.com

Purpose of ABC Alert

ABC Alert presents the latest information to give you maximum benefit from your enterprise software tools. **Keep it for future reference** as a quick-read resource for information about your software.

Sage Software President's Circle
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Build on BusinessWorks

By Eileen Butler, Owner, Applied Business Concepts

This issue of *ABC Alert* is devoted to informing our customers and prospective customers about what more you can do with Sage BusinessWorks than just your day-to-day accounting.

Some folks who receive this newsletter are now considering a software change to Sage BusinessWorks. Others have enjoyed BusinessWorks for years but now find their needs have grown. They need a program that serves as the engine to drive other areas of their business. They may be surprised to learn they already own it.

We often say that any program will write checks. The key for your business is a program that helps you become more successful—in ways that are easy and cost effective to implement and use. Perhaps you need to handle Internet orders seamlessly. Perhaps your sales force needs up-to-the-minute customer information. Surely you want your most valuable asset, your data, to be safe from harm.

If you've found yourself thinking "if only..." about your system, ABC would be glad to talk to you about converting "if only" into "we can!"

This issue describes a few products that interest most customers. A particularly popular one enables you to handle Internet orders seamlessly, but there is an entire library of other products that link to BusinessWorks. Have a look inside, and then if you would like to see a complete listing, visit www.sagesoftware.com/psd.

Of course, you can always call or e-mail us. That's why we're here.

Who Is ABC?

The Growing Company's Resource for BusinessWorks Software Solutions

ABC is a top-ranked Sage Software® Select Partner whose specialty is the Sage BusinessWorks accounting program. We have worked with hundreds of businesses who have chosen Sage BusinessWorks. Our clients range from new companies who want to make the right first choice to established firms who need to move up to a more powerful solution.

ABC goes beyond simply selling Sage BusinessWorks. We offer complete installation, training, and technical support. In addition, ABC will gladly work with your financial and IT firms.

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Business-Works Service Packs

It's easy to keep your software up to date

New e-learning topics added

Your opinion counts

Service Packs-Maintenance Releases: What are they?

From time to time there are normal maintenance updates for your Sage BusinessWorks software. These generally update tax tables and correct minor issues in the program.

The latest Service Pack for v6 is #6.

How to download a Service Pack

To download this Service Pack for your BusinessWorks software, access Sage Software Online from within BusinessWorks. Here's how:

1. Select 'Help /Support and Service on the web /' Download updates from the menu bar. The first time, the link will take you to the Sage Software Online login screen.
2. Log in to Sage Software Online.* The BusinessWorks page will appear, and your login is remembered the next time you access Sage Software Online through BusinessWorks.
*If you have not registered for Sage Software Online, click *Register now* and follow the onscreen instructions. You will receive a registration confirmation shortly thereafter.
3. Click the *Service Packs* link.
4. Click the *V6.0 Service Pack 6* link.
5. The displayed page includes the Service Pack, release notes, and installation instructions.

Live e-Learning Classes

Participate in interactive, Sage instructor-led events via the Web from the convenience of your office. Maximize your BusinessWorks system. Topics include:

Taking the Mystery Out of Designing Custom Reports
 Ins and Outs of Inventory
 Initial Setup and Basic Usage
 Reconciling and Reporting
 Job Cost- Maximizing Job Management
 Advanced Payroll
 Managing Cash Accounts
 Reconciling Accounts Receivable

Classes are 1 to 2 hours. Nominal fees apply. For schedule and registration, go to www.sagesoftware.com/education.

Submit Your Enhancement Requests

From the BusinessWorks screen go to User Assistance-Contact Support-BusinessWorks, Online Knowledge Base and scroll down the menu to Feedback. It only takes a minute and **it will** make a difference.

BusinessWorks in the News

The CPA Technology Advisor awards 4 stars (out of a possible 5), citing that "Sage BusinessWorks is a very capable program, particularly for manufacturing, construction, and inventory-centric businesses. The system's modules provide simple transaction entry while maintaining sufficient managerial reporting and controls"

In the *cover story* of the February issue of *Entrepreneur*, editor Chris Penttila offers some 'sage' advice to small to mid-sized business owners. He advises them to give serious consideration to deploying Sage BusinessWorks or Sage MAS 90 because they offer "increased sophistication for a growing company and will make life much easier."

Quick Tip

BusinessWorks now supports up to 45 concurrent users, another reason you won't outgrow BusinessWorks.

How You Can Build on BusinessWorks

Using BusinessWorks as the Engine to Drive Other Areas of Your Business

When you purchase BusinessWorks, you can use it to do much more than just your day-to-day accounting. On this page, we have assembled brief descriptions of noteworthy tools you can use with BusinessWorks. Call ABC for more information or go to the ABC Web site at www.abconcept.com and click on Build on BusinessWorks.

e-Commerce Solutions for BusinessWorks by Crocker & Associates

More BusinessWorks users are selling on the Web every day, but online sales can grow quickly beyond your ability to keep up. Streamline the process by:

- Auto-importing sales orders from a Web shopping cart
- Auto-importing these sales orders into BusinessWorks 24/7 with no user interaction

Inventory Adjustment Auto Importer by Crocker & Associates

Take a “snapshot” of the current book inventory from BusinessWorks, and then use a barcode reader in the warehouse or storefront to take a physical count. You can upload the data, compare to the existing count, and make necessary adjustments to the book inventory. Ideal for companies with over 500 inventory items because it:

- Improves accuracy of inventory counts.
- Eliminates labor cost of entering physical counts
- Helps reduce shrinkage by increasing visibility of inventory counts
- Works with or without a barcode reader

NEW Credit Card Processing by Crocker and Associates

Just ready for release, a frequently requested tool for Sage BusinessWorks that processes credit cards and integrates to BusinessWorks.

Material Requirements Planning with Invertech

Make use of your current Sage BusinessWorks data for complete Manufacturing Resource Planning, including:

- Production and materials scheduling
- Sales forecasting
- Multiple ship dates for sales orders
- Multiple receipt dates for purchase orders

Visit www.invertech-corp.com or call ABC.

Act! Customer Relationship Management by Sage

The Act! link is the newest member of the Sage BusinessWorks product line.

- Eliminate duplicate data entry by sharing data
- Improve productivity by launching accounting transactions on the fly from Act!
- Keep a history of BusinessWorks transactions in Act!

There's much more.

Visit www.sagewebcast.com for the date of the next free presentation.

BW Backup by Peace of Mind Software

Are you certain that you can restore BusinessWorks from your current tape or other backup procedures? Be absolutely sure. This versatile BW Backup utility program will do it for you. It will accommodate multiple companies if you have them, and it will schedule backups when it is convenient for you.

Process credit cards

Know when to purchase inventory

Keep customer data in one place

Be sure you have a restorable backup

Have You Installed V6?

We hope you're enjoying the many benefits of the BusinessWorks v6 upgrade, which was automatically shipped last September to customers with a current Client Care plan.

We have found that some of our customers have not installed the upgrade. Perhaps you were not aware that you had it or didn't think you needed it. Or you were concerned about installing it yourself.

ABC would be happy to assist you. It usually takes less than an hour, utilizing our secure online support tool. Call or e-mail ABC with questions or to schedule your installation.

Curious about what's in v6? Visit our Web site, www.abconcept.com under "What's New" for a detailed list.

Version 7 to Ship in October

Sage Software continues to meet its commitment to provide a substantial upgrade to BusinessWorks each year. Version 7 will have more features, and it will have functionality that *customers* have asked for.

If you're currently using one of the older versions—or perhaps still using the old v12—you'll want to consider the benefit to your company of retaining your valuable data while taking advantage of up-to-date technology.

New Sage Payroll Services

Top Three Reasons companies consider outsourcing to Sage Payroll Services:

1. Reduce and control cost
2. Focus on the core business
3. Improve level and quality of service to employees

Integration to BusinessWorks will be available.

In this issue:

Build on BusinessWorks
Tools you can use to get more power from software you're already using.