

## Year End Processing Seminar 2005

We had a great crowd for the annual Year End Processing seminar for 2005. The new location provided a change of scenery for the clients that come for a refresher every year. We also had several new users join us to find out everything they needed to know about closing the



books for the year. All in attendance received a new Sage/SSA cd case. We hope everyone also left with a better understanding of MAS 90 and MAS 200 year end processes.

In case you missed it this year, Allan discussed many of the upcoming changes in version 4.10. Judy Bunker introduced our new training classes - and Brad led everyone through the complexities of logging onto the Sage online support site and some of the benefits of using it.

If you weren't able to make it this year, start planning for next year. If you have any additional areas you would like to see on next year's agenda, let us know and we'll try to include it for 2006.

Sage Winter 2006 Promotions  
2  
Online Forum for MAS 90 & MAS 200  
2  
Sales Order Processing Module  
3  
Welcome our newest Client  
4  
Tips & Tricks  
4  
Client Awards  
4





## Winter MAS 90 and MAS 200 Promotions

Offers expire  
March 31, 2006

**ATTENTION ALL  
MAS 90 USERS**



- Up to 50% savings on additional users with the purchase of five users or more
- 20% off Custom Office or any Custom Office Extended Solutions
- Job Cost customers save 15% on Sales Order
- 15% off Visual Integrator
- 20% savings on any Inventory Management or Purchase Order extended solutions plus, FREE paperless office Electronic Forms Delivery when you buy paperless office purchase orders
- Up to \$500 rebate on phone support plan upgrades
- Save 10% when you buy Sage Abra HRMS

### Online Forum for MAS 90 and MAS 200

This is an independent online forum for MAS 90 and MAS 200. The site is very active with current users and is helpful when looking up errors. There is no charge for the forum and registration is free.

You can search prior messages for answers to questions that you may have. This might be a good alternative to the SageTalk forum on the Sage website. (registration is required)

Here is a link to the site. <http://www.tek-tips.com/threadminder.cfm?pid=637>



**SOLUTION TIME**

- 2 -

**WINTER 2006**

# Sales Order Processing

When a customer calls to place an order, you need to have lots of information at your fingertips. With MAS 90 and MAS 200, you'll have the customer's mailing address and shipping address(es) and you'll know the availability of specific units in inventory, or alternate items if those being ordered are out of stock. Additionally, you'll know item pricing, quantity pricing, specific customer pricing, costs, customer credit limits, credit card deposit information and much more. As customer orders are filled and completed, you need to invoice the orders and properly ship them. All original sales order information can be recalled, allowing you to enter exact quantities shipped and backordered. And, with the pick, pack and ship feature, your warehouse staff can identify the package in which each item is shipped, print a packing list, and enter carrier tracking numbers for customer service inquiries. You can have the system automatically generate invoices from a range of sales orders, and automatically print a Daily Backorder report. You can design and print all quotations, sales orders, picking sheets, packing lists, invoices and statements using the built-in Crystal Reports software. Logos and other graphics may be added to each form, and you can select the font size, color and type for each data field on the form for a professional custom look. When you integrate this module with the Inventory Management, Accounts Receivable and Purchase Order modules, you have a powerful, flexible and easy-to-use distribution system.

Line	Item Number	Description	Ordered	Shipped	Back Ordered	Unit Price	Extension
1	FAS FIRSTSTEP	FAS FirstStep	1.00	0.00	0.00	1,290.00	1,290.00

## Features

- ◆ **Order History and Quotations:** Order and order history files can save orders after invoicing, save cancelled orders for "lost sale" analysis and track sales order history. Quotations can be entered, printed and later converted to standard orders.
- ◆ **Alias Item Numbers:** Access inventory alias item numbers during sales order entry and invoice data entry, and print alias item numbers on sales order forms. Alias numbers can be customer specific, vendor specific or global.
- ◆ **Split Commissions:** You can split commission on any sales order or invoice among up to five separate salespersons, and apply commission overrides for sales managers.
- ◆ **Drill Down:** Sales order invoices stored in the accounts receivable invoice history file can easily be found, viewed and/or printed from the General Ledger or Accounts Receivable modules with the click of a mouse using cross-module drill down. Lot/serial number information can also be viewed during drill downs.
- ◆ **Non-Stock Items:** You can enter sales orders or invoices for special items not in your inventory and also enter charges for miscellaneous non-inventory items.



Next Spotlight

## RMA Module

To stay competitive, virtually every company needs to process customer returns. With the MAS 90 and MAS 200 Return Merchandise Authorization module, returns and replacements can be handled with ease. Does your customer want credit, a replacement, a substitution or a repair? The RMA module makes it easy to handle all of this - and when a customer has an urgent replacement need, RMA even lets you easily create a cross-shipment entry. This gives you an accurate record of items shipped before returns are received, and one more opportunity to build 100% customer satisfaction.

SOLUTION TIME

- 3 -

WINTER 2006

# Congratulations:

Recently, Arkansas Business.com asked it's readers to vote for some of the best businesses in Arkansas. There were several different categories in which to vote for a company they thought was the best to work with.

We are proud to say several of these companies are using MAS 90 or MAS 200 software and are using Software Solutions of Arkansas as a partner.

## The following are winners and runners-up -

Best Heating, Ventilation & Air Conditioning Contractor

**Middleton Heat & Air**

Best Exercise Facility

**Little Rock Athletic Club**

Best Place for a Business Conference/Meeting

**The Peabody Little Rock**

Best Electrical Contractor - Runner Up

**Staley Electric**

Best Hotel Stay for a Business Client

**The Peabody Little Rock**

Best Place for a Special Event - Runner Up

**The Peabody Little Rock**

**“Winners compare their achievements with their goals, while losers compare their achievements with those of other people”**

**Nido Qubein**

# Tips & Tricks



**Hidden utilities in MAS 90 and MAS 200 that can be run from the File>Run within the MAS 90 Business Desktop.**

**Note:** If the user has not been assigned appropriate rights, the will be denied access.

**APZRVD** - This purges “voided information for A/P checks.” Used if the system is reporting that a check had been previously voided, but it has not.

**APZ99** - Aligns 1099 forms on laser printers.

**ARZR4** - Clears the AR4 file of invoices marked as being paid but are not really being paid. Only available with version 3.71 and higher.

**GLWSJA** - Unlocks G/L. Use only if the system states that G/L is locked and no one is in the system.

**GLWSKA** - Clears the check printing flag if the system thinks that check printing is in progress but it really is not.

**Please Welcome Our  
Newest Client**

**James Langley  
Operating Company -  
Smackover, AR**



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