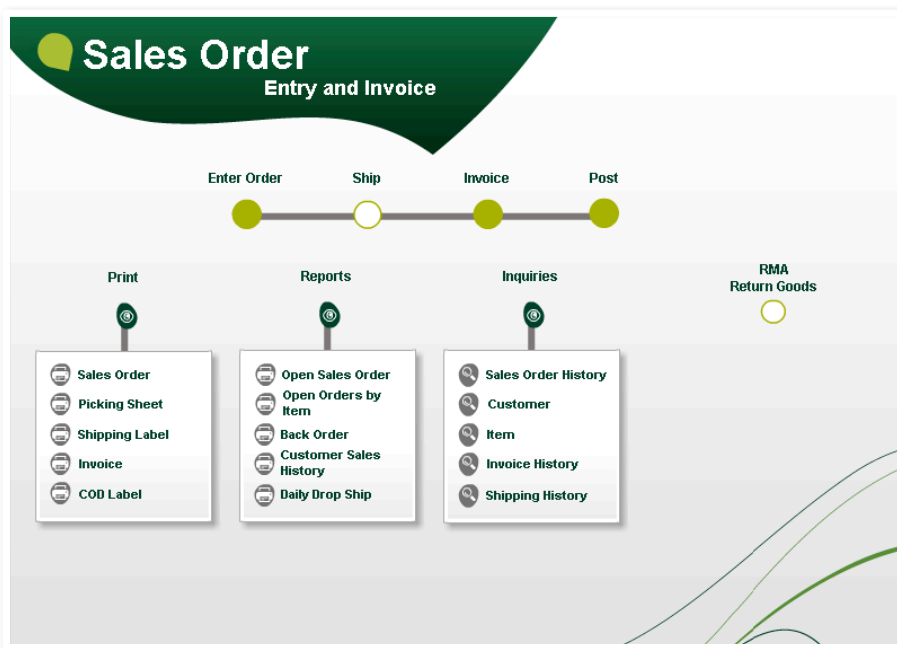# Sage 100 ERP

What's New in Sage 100 ERP 2013

The newest release of Sage 100 ERP (formerly Sage ERP MAS 90 and 200) continues to be the most comprehensive business management suite by Sage for mid-sized and smaller distributors and manufacturers looking to streamline operations in a cost-effective, accessible and secure way. Sage 100 ERP 2013 includes enhancements you've requested, new cloud services, and add-on solutions. You'll experience substantial value in the new usability enhancements such as Visual Process Flows, enhanced Credit Card Processing using Sage Exchange, simplifying application of Sage 100 ERP Product Updates, and more. Sage 100 ERP 2013 includes feature and functionality enhancements across your system in Accounts Payable, Accounts Receivable, Bank Reconciliation, Inventory Management, Paperless Office, Sage CRM, Intelligence Reporting, and Credit Card Processing through Sage Exchange.

Streamline Your Workflows

New Sage Visual Process Flows provide a graphical process-oriented interface, making it easy to move about your system. The predefined processes provide you a clear view of the steps and tools required to complete a task. Use the Visual Process Flow Designer to easily create custom flows for unique needs and specific roles. Your new employees will increase their productivity faster, and you'll streamline the tasks you rarely need to do, such as physical count.

Sage 100 ERP 2013 includes seven predefined process flows:

- Entry and Invoice
- Pack and Ship
- Return Goods
- Invoice and Receive Payment
- Physical Count
- Entry and Receipts
- Invoice and Process Payment

BENEFITS

- Reduce time navigating through your system using customizable Visual Process Flows

- Simplify the process of matching your invoices using the expanded vendor invoice number field

- Experience the increased flexibility of Credit Card processing through Sage Exchange

- Efficiently designate customers and vendors as Inactive without losing historical information

- Streamline Bank Reconciliation by viewing relevant bank information in convenient places

- Easily design new and modify existing reports using enhanced Intelligence Reporting

- Align Multiple ERP companies to a single CRM database

- Process quotes and orders from Sage CRM using Quick Order Entry screens

- Efficiently and cost effectively manage your shipping process and streamline rate shopping

- Simplify your software update process using the new Sage Advisor Update console

Accounts Payable Enhancements

New Accounts Payable features in the 2013 release provide you with the ability to use the same invoice number as your vendor's, inactivate vendors while retaining all their information, and easily view cleared checks in Vendor Maintenance.

Simplify Vendor Invoice Matching

To simplify the process of matching the vendor invoices you receive with the ones in your Sage 100 ERP system, enter all or most of your vendor's invoice number into the expanded Invoice Number field. Use up to 20 characters to prevent the errors caused by truncating your vendors invoice numbers.

Designate Vendors as Inactive

In Sage 100 ERP 2013 the new Vendor Maintenance enhancement will allow you to designate vendors you no longer want to use as inactive. This will prevent your team from inadvertently using them while maintaining your historical transaction information. You can also create and assign "reason codes" to record why you took that action. Inactive Vendors can be hidden from view, or excluded from your listings and forms for faster lookups and data entry.

Cleared Check Information Conveniently Available

In response to your requests, the Sage 100 ERP 2013 release includes the option to display and access all your relevant bank information in convenient places without having to access the Bank Reconciliation module. Activate the new option to show your cleared check information* in Accounts Payable Vendor Maintenance. Also display cleared checks in Invoices, Transactions and Check Tabs in Vendor Maintenance.

*These enhancements apply to checks entered into Sage 100 ERP 2013.

Simplify Collections with Accounts Receivable Enhancements

New features in 2013 allow you to designate a customer as inactive and to create "reason codes" to reference why you took that action. For your collections efforts and statement printing you'll be able to easily identify Inactive Customer accounts and receive payments, while restricting other data entry. Rest assured that all your historical information is retained and available to view and print, and all actions are recorded in your Sage 100 ERP audit log.

Bank Reconciliation ACH Electronic Payments Details

In the 2013 release, enhancements allow your ACH electronic payments to post to Bank Reconciliation in detail. When activated, details for each of your vendors show unique vendor ACH electronic check numbers and dollar amounts. Use this option either with or without vendor remittance, and without having to make a deposit or check entry.

Paperless Office Enhancements

The power of Paperless Office is now available in Sage 100 ERP 2013 on public mail servers such as Google mail, Yahoo, AT&T, and Hotmail with secure SMTP authentication. Communication between the client and server is encrypted, protecting your company's sensitive information, and ensuring you are talking to the actual server.

Sage CRM Enhancements

New Sage CRM integration and workflow enhancements enable Quick Order Entry, the integration of multiple ERP companies into one CRM database, and upgrade-safe Sage CRM customizations.

Multi-Company Sage CRM

If you operate more than one Sage 100 ERP company you can now get a single consolidated view of all your customer facing activities through Sage CRM. Your salespeople can move more efficiently between all their customer records, regardless of the associated Sage 100 ERP company.

Process Orders Faster

New Quick Order Entry screens enable Sage 100 Advanced and Premium ERP 2013 order processing in your Sales Team's familiar Sage CRM environment without the need to launch a Sales Order screen.

Upgrade Safe Sage CRM Customizations

To streamline your implementation of updates, enhancements in Sage CRM 7.1 SP2.3S include safeguards to preserve your customizations, so they do not have to be reapplied.

Improve Cash Flow with Sage Payment Solutions

Using Sage Exchange with Sage 100 ERP gives you improved cash flow management and forecasting, and increased credit card processing flexibility with card-swipe capabilities.

Secure Payments Information Anytime Anywhere

Conveniently and securely view your payments information in the cloud from your tablet or desktop using the Sage Exchange Portal. Configure your dashboard so you can quickly get the information that's important to you. Grant access to specific information for members of your team using predefined tabs, and create customized coupons for use with specific credit card terminals.

Keep Your Payment Information in the Sage Exchange Vault

Thwart fraud and reduce your exposure by storing your sensitive cardholder data in the secure, cloud-based Sage Exchange Vault. When you upgrade to Sage 100 ERP 2013, securely move your customers' credit card information from the current location into the secure Sage Exchange Vault. For added cardholder security, 2013 also allows a one-time use credit card payment transaction without saving credit card information.

Easily Accept Credit Card Payments

Sage Payment Solutions makes it easy to accept payments by credit card for the services you provide to your customers, using Accounts Receivable invoices. Manage your Sales Order accounts by setting the amount you want to pre-authorize, whether it's a portion of your transaction, an amount over the transaction amount, or the entire amount owed. You'll also be able to easily provide your customers with a payment confirmation by including the amount they paid on the Sales Order invoice. Turn complicated transactions into a reliable cash flow stream by simplifying your repetitive billing for services, such as membership dues.
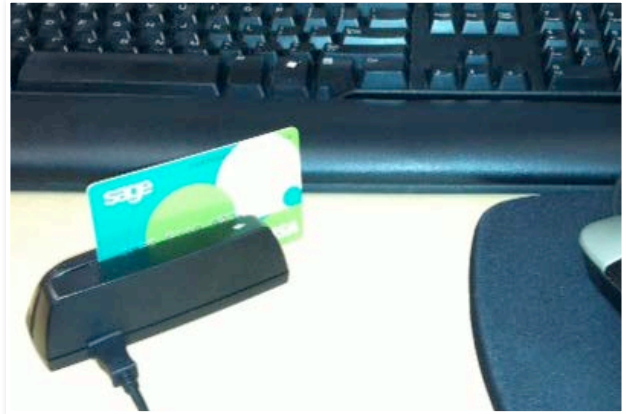
Reduce Merchant Transaction Fees

Use the Sage Exchange card swipe capabilities to reduce merchant transaction fees and the time you spend processing payments.

Sage Advisor Update Enhancements

Sage 100 ERP 2013 provides several enhancements and updates to Sage Advisor capabilities, and enables self-service management of Product Updates. Sage Advisor allows you to conveniently schedule when to check for updates, view available updates, and download them.

Sage 100 ERP Intelligence Reporting Enhancements

New features in Sage 100 ERP Intelligence Reporting for the 2013 release include performance enhancements for Financial Reports, including enhanced Report Designer functionality.

Remove the Complexity from Designing Your Reports

Take full control of all your report design layouts, and remove the complexity of designing financial reports inside Excel®. The enhanced Report Designer provides drag-and-drop Excel financial formulas and greatly enhanced flexibility. It even auto-sizes each text column according to the longest value. From within the Mapping Tool Interface, easily add your reporting groups and delete existing ones, and utilize the enhanced internal logic to more efficiently handle larger amounts of row reporting groups.

If your reporting needs change frequently, the Report Designer Add-In provides you with refined control of your reporting layouts. It provides enhanced flexibility to drag-and-drop Excel financial formulas, communicates with a powerful new In-Memory processing engine, and easily creates Multi-year and Multi-budget financial reports. Get the level of detail you require using ranges and simple arithmetic to control the way your accounts roll up. Use the cash flow statement layout as a template to model your cash flow report and meet your unique business needs.
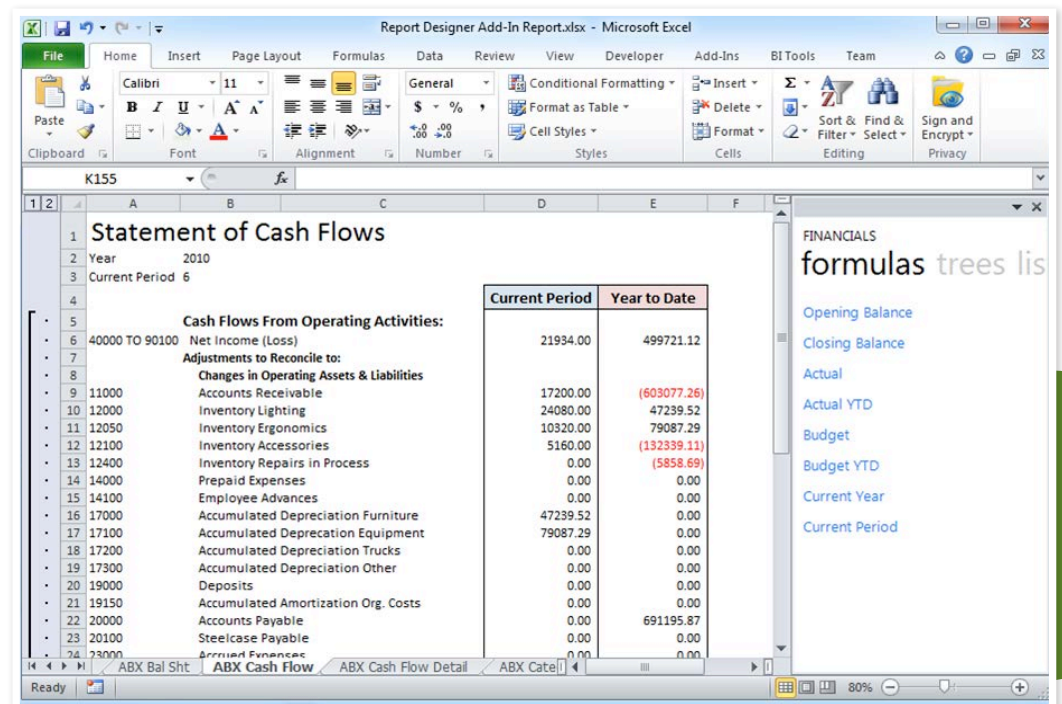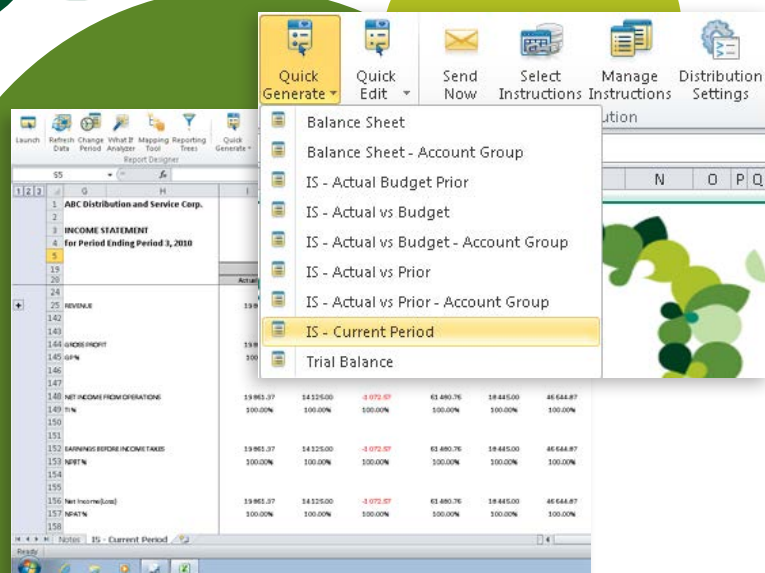
More Financial Report Options

Sage 100 ERP Intelligence Reporting for the 2013 release includes enhancements to Financial Reports, such as a Current Month layout, so you can get values for a select period. The Financial Containers have been enhanced to include Segment Code Descriptions, New Budget YTD fields Expressions, Prior Budget YTD fields, and YTD Excel Expressions.

Services in the Cloud

Many services are now available to provide you with additional specialized features and functionality such as up-to-date Federal and State forms and eFiling, accessibility to current and accurate calculations, and visibility into critical data from almost anywhere, anytime.

Federal and State eFiling and Reporting Enhancements

Easily install and begin to use Sage 100 ERP eFiling and Reporting to save time and money by no longer having to order, stock, or track printed forms, or load and align those forms to print. Auto-generate a completed federal and state form that's ready to print, sign, and send by mail, or electronically file for a low eFiling fee.

Sage 100 ERP Shipping

Sage 100 ERP Shipping is a web-based, fully scalable multi-carrier shipping solution that you can deploy at one or multiple locations to support your shipments via UPS, USPS, FedEx, DHL, LTL and Full Truck load carriers, company vehicles or regional carriers. Shipment charges and tracking numbers are automatically updated into your Sage 100 ERP system. Your customers automatically receive email notifications that include their tracking number, the date, the carrier, and an automatic link to the carrier's website.

Sage HRMS for Sage 100 Premium ERP

Unlimited direct deposit and ACH transaction functionality, as well as standard tax tables and electronic reporting for all states and unlimited locals is included in a new version of Sage HRMS Payroll for Sage 100 Premium ERP. Integrated with General Ledger, Sage HRMS Payroll also allows the customer's employees to access their current and historical pay stub information in the cloud. It can be combined with additional Sage HRMS components such as Talent Management and Benefits Management.