WHAT'S NEW IN SAGE 100
Version 2019 Release 2 (2019.2) Now Available

Sage 100 2019 Release 2 (aka Version 2019.2) is now available. This latest version of the software features a handful of global enhancements along with updates for Accounts Payable and Job Cost. Here's a closer look at what's new in Sage 100.

Automatic Update of Daily Transaction Register

A security event has been added to Role Maintenance that allows you to automatically update the Daily Transaction Register. For any series of journal and register updates that concludes with the Daily Transaction Register, you will not receive a prompt to print and update the register if the security event check box is selected for your role - it will print automatically.

Warning Message for Document Date

A **Use Document Date Warning** check box was added to the Preferences tab in Company Maintenance. After selecting this check box, you can enter a value in one or both of the following fields:

Document Date - Prior Periods to Allow Outside of Current Period
Document Date - Future Periods to Allow Outside of Current Period

These values are compared to the current period entered in the module's Options to determine when a date falls outside of the valid date range. If you start to create a document with a date that falls outside of the valid range, you'll receive one of two messages:

If using the **default date** for that session, a warning message appears. You can click OK to continue.

If you **manually enter the date**, a warning message asks if you want to proceed. If you click Yes to continue with the date entered, a record is written to the Activity Log.

Ability to Set Default Expense Distribution Table (AP)

An Expense Distribution Table field has been added in Vendor Maintenance. You can select a distribution table in this field, and it is then used as the default selection (which can be changed if needed) in Invoice Data Entry, Repetitive Invoice Entry, and Manual Check and Payment Entry. In addition, you can enter a new code in Vendor Maintenance to create an expense distribution table on the fly.

Department Access for Time Track Selection (Job Cost)

When departments are set up in the Payroll module, you no longer need access to all departments to run Time Track Selection. Instead, you can select all records associated with the departments to which you have access to.

Refer to the What's New Summary and Release Notes for full details on Sage 100 2019.2.

SAGE CRM
Tapping Cost Savings & Hidden Revenue

Over the last decade, CRM software has really come a long way. In the early days, some thought of CRM as nothing more than a contact database on steroids. But today's CRM software automates everything from sales and marketing to customer service and accounting. And if you put it to work the right way, you can tap into hidden revenue opportunities and significant cost savings across your business.

CRM Lowers Cost of Sales

Many businesses implement CRM software primarily to help find and attract **new** business. And indeed, software like Sage CRM can help you do that at a lower cost-of-sale than traditional methods where sales people manage contacts, leads, and opportunities in spreadsheets and offline folders – an inefficient manual approach that requires more people, more administration, and more cost.

With Sage CRM, your sales people have a **single point of access** to contacts, calendars, meetings, follow-up tasks, accounts, call lists, sales opportunities, pipeline reports, and everything else they need to produce more revenue per sales hour. And with automated workflow built right into the software, they'll spend more time selling and less time juggling administrative tasks and paperwork.

Tapping Hidden Revenue

Some businesses don't realize that CRM software can also help breathe new life into your **existing** customer relationships. In fact for many companies, those relationships are often more profitable **after** the initial sale. That's where software like Sage CRM comes in.

You can track your customers' sales history, buying patterns, communication preferences, and other important data that will help you deliver highly-targeted and timely follow up. With Sage CRM, you'll uncover cross-sell opportunities and maximize the lifetime value of every customer relationship.

CRM and ERP: Even Better Together

The goal of any good CRM system should be to integrate everything you know about your customers into a single location. With Sage CRM and Sage 100, you've got one less thing to think about because the integration between ERP and CRM is built-in.

Everyone who has contact with a customer – whether it's a sales person or someone on accounting staff - has up-to-date customer information on-hand. That means sales people have access to recent shipments or customer credit status without fumbling around in the accounting system. It also means that when a sales person enters a quote or order in Sage CRM, the data is automatically transferred into Sage 100. Accounting no longer has to re-enter the same order data from hand-written notes or printed reports from sales.

A lot has changed over the years - Sage CRM is no longer a narrowly-focused contact management tool. It has become an important technology for bridging the gap between departments, lowering the administrative burden and cost of sales, and tapping into hidden revenue opportunities across your business.

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 of 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**.

SAGE ABRA SUITE RETIREMENT
December 2020

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.

3 New Modules to Support Distributors & Manufacturers

In August, Sage announced the release of three new Sage 100 modules to support distributors and manufacturers including Inventory Requirements Planning, Shop Floor, and Manufacturing Mobility for Barcode.

Inventory Requirements Planning

The Inventory Requirements Planning (IRP) module for Sage 100 and Sage 100cloud is the on-framework replacement for Material Requirements Planning (MRP).

In addition to delivering the same features and functions of the legacy MRP module, IRP incudes additional capabilities including (but not limited to):

- Generate recommended purchase and production item quantities using cut-off dates and lead times.

- Edit the recommended quantity, vendor, and unit price for items to be purchased, and then click a button to create the purchase orders.

- Edit recommended make quantities for items to be produced, and then click a button to create the work tickets (Sage Production Management is required to create work tickets)

Shop Floor

Shop Floor is an extension for Sage Production Management that makes data collection easier by providing mobile access to transactional tasks in Sage Production Management (you may recall that earlier this year, Sage Production Management was released as a replacement for the legacy Sage 100 Work Order module).

Created specifically for shop floor personnel, the app provides a user-friendly visual front end to Sage Production Management, accessible via desktop or mobile device.

Manufacturing Mobility for Barcode

Manufacturing Mobility for Barcode is an integration component that connects the Shop Floor extension for Sage Production Management to Sage 100.

You must have Manufacturing Mobility for Barcode installed on your system in order to extend Shop Floor to your warehouse personnel.

Availability

These three new modules - Inventory Requirements Planning (IRP), Shop Floor, and Manufacturing Mobility for Barcode - are now available for both Sage 100 and Sage 100cloud.

Contact us if you'd like more information about capabilities, module pricing, or want to schedule a demo.

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