

Sage 100 ERP | White Paper

**Sage 100 ERP Intelligence Reporting:
Straight Talk About Replacing FRx[®]**



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Introduction

With Microsoft® announcing the retirement of Microsoft FRx® in 2011, companies are presented with an opportunity to evaluate their reporting requirements and upgrade to a solution designed for today's connected and global economy. Businesses need more than simple general ledger (GL) reporting to stay competitive. If your business is ready to take reporting to the next level, Sage 100 ERP (formerly Sage ERP MAS 90 and 200) Intelligence Reporting is the optimal choice to take you from simple financial reporting to powerful real-time reporting and insight across your entire business—from core financials and operations to customer relationship management (CRM) and more.

Intelligence Reporting seamlessly integrates into your Sage ERP solution and is completely Microsoft Excel® based for easy report design, distribution, and consumption. By providing access to business data across the organization, it enables you to run real-time reports, easily manipulate information to fit your business needs, and drill down deeper into business-critical data so you can analyze current and future trends. With enhanced productivity and streamlined report preparation, Intelligence Reporting gives you the ability to pull data together more quickly than ever before, allowing you to spend more time focusing on meaningful information analysis and interpretation.

You get real-time access to a consolidated view of information when and where you want it—in a format of your choice.

In order to truly evolve your company's business reporting capabilities, there are a number of criteria your new solution should meet. Intelligence Reporting offers the intelligent next step with its familiar, intuitive, and flexible Excel-based platform.

12 Things You Need to Know About Sage 100 ERP Intelligence Reporting

Sage is committed to helping you make the right choice for a reporting solution that can not only replace your FRx software, but take your business intelligence capabilities to the next level. There are obviously a number of options out there, and you need a solution that best meets your needs and provides your organization with a competitive advantage. While you are evaluating different reporting options, we want to make sure you have all the facts about Intelligence Reporting. We have already discussed a number of the product's benefits in this paper, but here are 12 things you may not already know about Intelligence Reporting:

1. Seamlessly integrates with Sage 100 ERP.

Intelligence Reporting is a tightly integrated business intelligence solution for Sage 100 ERP, offering a streamlined extension to Sage 100 ERP and providing reporting that pulls data on demand directly from the ERP system. The product is launched from within Sage 100 ERP and leverages the native security functions provided. Some components of the application are delivered through this interface, contributing to improved ease of use. The system automatically includes important information, including fiscal periods, chart of accounts, detail transactions, and various types of balances.

2. Delivers real-time information on demand.

Intelligence Reporting empowers you to run reports at the click of a button, pulling trusted real-time information directly from the database into Excel—in the format of your choice. Intelligence Reporting helps you save time and get more accurate reports by eliminating redundant data entry.

Sage 100 ERP

The Benefits of Sage 100 ERP Intelligence Reporting

Intelligence Reporting empowers you to quickly and easily gain control and obtain the information you need for operations and strategic planning. You'll be able to:

- Minimize manual, repetitive work in Excel and save valuable time.
- Access ten ready-to-use financial, operations, customer, and vendor reports for immediate ROI.
- Quickly identify and respond to trends using sophisticated, customizable dashboards.
- Empower your staff with timely, meaningful information and trend reports.
- Extract up-to-the-minute high-level summaries, account groupings, or detailed transactions.
- Effortlessly consolidate data from multiple companies, divisions, and databases.
- Efficiently view, manipulate, analyze, customize, and distribute reports in a familiar Excel format.

3. 100% Microsoft Excel-based for easy report design, distribution, and consumption.

Report creation, organization, drill down, and housekeeping of reports are done from the Intelligence Reporting proprietary interface, which makes administration of reports easy to manage. However, reports are delivered in the familiar Excel interface and can be manipulated, analyzed, and distributed accordingly, which leverages a company's investment in this product as well as users' existing skills. Intelligence Reporting supports Excel 2003, 2007, and 2010.

4. Ships with ten predefined Excel-based reports for immediate ROI.

Intelligence Reporting ships with a predefined suite of standard reports that are delivered out of the box to get your company up and running immediately. The report templates—which include a comprehensive dashboard, operation analysis reports, and several iterations of financial income and balance sheet statements—have been carefully developed and researched to meet a wide range of reporting requirements. If necessary, these reports can be reformatted in Excel to meet your company's needs and saved in the new format for repeat use. Reports are linked to Sage 100 ERP data, which allows for trusted, real-time information to be made available on demand, at the click of a button.

5. Goes beyond the GL.

The Connector module offers connectivity into all Sage 100 ERP modules and systems without having to link spreadsheets, understand the underlying database structure, rely on Visual Basic knowledge, or create additional content packs for each additional module outside of the GL. Multicompany reports and consolidations can be created quickly from first principles to provide instant visibility of meaningful information from across a business for insightful decisionmaking.

6. Provides intelligent reporting.

A Universal Query Engine allows users to interrogate the Sage 100 ERP ProvideX database without restrictions, allowing for rich reports and dashboards to be created. You can custom-design almost any report you need, giving you total control over your reporting process. Every customization you make can be saved for future use, sparing you time and effort. You get the ability to effectively analyze your data with powerful dashboard tools that help you make better, faster, and smarter decisions.

7. Offers dynamic drill-down functionality.

With Intelligence Reporting, you get multidimensional drill-down capabilities to the transaction level. You can also leverage Excel PivotTables® within the system to slice and dice data according to your needs. Each time you drill down, live data is extracted from the database.

8. Enables easy report distribution with automated scheduling.

In order to effectively drive daily business decisions, Intelligence Reporting provides anytime access to business-critical information. Reports can be scheduled and distributed automatically to multiple recipients by email or published to HTML, thereby facilitating improved collaboration, no matter where recipients are located.

9. Single reporting product with flexible application.

Intelligence Reporting is available at different user levels and for multiple databases. You can select licenses and modules individually to build a reporting system that best suits your current and future business requirements: Report Viewer Licenses allow users to run existing reports to get access to real-time information and have some basic filter and change parameter editing capabilities, including drill down. Report Manager Licenses have

the capabilities of Report Viewer, plus the ability to customize reports, set up parameters, establish new templates, and schedule and distribute reports. More powerful report-building capabilities are available in the Report Designer module, which gives you total flexibility to create as many different customized financial layouts as you wish through an easy-to-use “drag-and-drop” interface. For access to unlimited multiple disparate databases and consolidating data from multiple companies, the additional Connector Module is available.

10. FREE license(s) are available.

All current on-plan customers have already received one (Sage 100 ERP) or four (Sage 500 ERP) Report Manager license(s) at no charge. This enables you to try the product at no cost. When stacked up against other products in the market, the purchase of additional licenses and modules provides a very cost-effective solution.

11. Proven track record.

Sage has chosen to integrate the Intelligence Reporting product into Sage 100 ERP, Sage 300 ERP, Sage 500 ERP, Sage Simply Accounting (becoming Sage 50—Canadian Edition), and Sage 50—U.S. Edition (formerly Sage Peachtree) because of its excellent pedigree in the small to midsized business (SMB) market of over 22,000 installs worldwide and a renewal rate of 90%, as well as its ability to take customers from simple financial reporting to intelligent reporting and analysis of their entire ERP solution.

12. Fully supported by Sage.

Intelligence Reporting is part of a whole product offering and is supported by Sage. If your company has a current Sage Business Care plan, you can rest assured that you are backed by top-notch support to help you get the most from your Sage 100 ERP solution. Many resources are available to help you get up and running with Intelligence Reporting, including free Excel and product training at Sage University. For more information, visit the Sage 100 ERP Intelligence Reporting website. You can also join the Sage 100 ERP Intelligence Reporting group on the BI Community, where you can get free access to videos, documents, forums, and like-minded business people.

Summary

With the retirement of FRx, you have the perfect opportunity to gain greater control of your entire business. The right financial reporting and analysis tool can enable your organization to meet complex requirements and provide you with a complete view of past and future trends across the organization. More than simple financial reporting, Intelligence Reporting helps you make better, faster, and smarter decisions with up-to-the minute visibility and at-a-glance analyses that can be used for strategic planning.

There are many financial reporting options out there. Make sure you have all the information you need before making this important decision for your company. With seamless integration into your Sage 100 ERP solution and its Excel-based design, users worldwide would agree that Intelligence Reporting can take your business beyond simple general ledger reporting. Intelligence Reporting is designed to help you optimize business processes companywide and provide decisionmakers with real insight into financial and operational performance.

About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 12,600 people and supports more than 6 million customers worldwide. For more information, please visit the website at www.NA.Sage.com or call 866-996-7243. Follow Sage North America on Facebook at: <http://www.facebook.com/SageNorthAmerica> and Twitter at: <http://twitter.com/#!/sagenamerica>.