Sage Pro ERP

The Source
Enterprise Resource Planning

May 2009

Weathering the Storm, Together

In this letter this month, Sam Hunter, the senior vice president and general manager of Sage Pro ERP, outlines ideas put into place at Sage that are helping in the current environment.

Sage Pro Payroll Tax Updates

Payroll and Magnetic Media updates become available throughout the year. Learn why they're necessary to your business and how to download them.

See Tax Related to Inventory from Purchase Orders

A common request is to have a report to display the tax amount for each line on the purchase order receipt. This article explains how to accomplish this by creating a custom data drill.

We Hear You, Loud and Clear

Each year the Sage Pro team conducts surveys and monitors e-mail feedback to learn what you like about Sage Pro and what enhancements you would like to see. Thank you for your feedback and loyalty!

Are you Ready for IFRS?

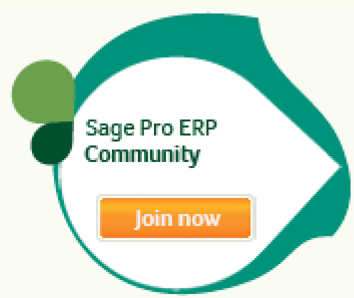
Is your firm ready for the move to International Financial Reporting Standards?

New Customer Support Contact Number and Hours

New phone numbers are now available for contacting your Sage Pro

In This Issue

- Weathering the Storm, Together
- Sage Pro Payroll Tax Updates
- See Tax Related to Inventory from Purchase Order
- We Hear You, Loud and Clear
- Are you Ready for IFRS?
- New Customer Support Contact Number and Hours
- Sage Contacts

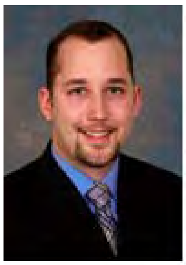


ERP support team. Please also note the updated hours!

Sage Contacts

We want to hear from you! If you have any questions, concerns, or comments regarding Sage Pro, please let us know. Your feedback is valuable to us.

Weathering the Storm, Together



Dear Valued Sage Pro ERP Customer:

As we head into another month with the economy in a recessionary period, it's important to think about ways we can work together to get our businesses back on track. Much work is being done at the federal level to provide spending at the top of the economy, and that money will help get us back on track for sure. However, there are things you can do right now that will ensure your success, both in good times and bad. I'd like to share some ideas we have put into place here at Sage that have helped us in the current environment and have also allowed us to become more customer connected.

1. Listen!
The first idea is to spend a tremendous amount of time listening to customers. Even though we all are a lot more careful with the company dollars we have to spend, we still have to manage our businesses, and thus, we still have business needs. It's important to maintain a connection with each of your customers in order to understand what you can do both now and in the future to help them run their businesses even better. As a result, here at Sage we have collected a tremendous amount of feedback that will make its way into each of our products.

2. Deliver maximum value.
Another idea is to look for products and services you can provide to your customers, but with no added cost. Everyone wants more out of the dollars they are spending these days, and if you realize there are things at your disposal you can pass along to your customers, you will continue to earn their business now and in the future. At Sage, we are looking at every one of our maintenance and support plans in order to determine how we can both simplify the plans and deliver even more value, while keeping prices the same.

3. Stay visible to your customers.
A final thing you can do is to remain visible. Many times, companies look at marketing and promotional activities as discretionary spending. While there certainly are some ways you can reduce this type of spending, you can't afford to shut it off completely. Instead, change the focus from driving short-term sales to growing long-term relationships. When your customers start spending, you will be in the forefront of their mind. To address this effort, we recently launched online communities to provide an additional mechanism to stay in front of you, our valued customers, and to allow you to connect with Sage employees and each other for tips and tricks, how-to articles, and other similar forums at no charge.

We all know the end of the recession is coming at some point, and when we emerge from the current economic environment, it will be with a bit of wear and tear. The important thing for me is also to end up with a tremendous amount of knowledge. By listening to your customers, adding value to your own offerings, and remaining in front of your customers, you will be able to weather the storm as a united team and will end up with a wealth of knowledge that will allow your own business to grow exponentially as a result.

Regards,

Sam Hunter
Senior Vice President and General Manager
Sage

Back to Top

Sage Pro Payroll Tax Updates

Throughout the year, Payroll Update Plan and Magnetic Media updates are made available. They update your Sage Pro ERP with any new changes in taxes, forms, and magnetic media. This process ensures Sage Pro has all the necessary updates in place before calculating payroll, printing 941 and W-2 forms, and creating magnetic media files.

The most recent Payroll Update Plan and Magnetic Media updates can be found at:

http://support.accpac.com/PUP/showpups.asp

Users are required to log on with their customer or partner ID and password in order to download the required updates.

The most recent updates are dated March 31, 2009. To ensure you are on the most current updates, please check this page often for new updates.

As always, please be sure to create a full backup of your Sage Pro installation before applying any updates.

For additional tips and for a full video walkthrough, please visit the knowledgebase for a published white paper and video on Payroll Updates:

1. Visit the knowledgebase at: http://kb.sageproerp.com
2. Click "Find Solutions"
3. Select "Sage Pro ERP" in the dropdown on the left under Product
4. On the search text bar in the right, search for article number 21821
5. Click "Search"
6. The article that shows up includes both the white paper and the video attached

Back to Top

See Tax Related to Inventory From Purchase Orders

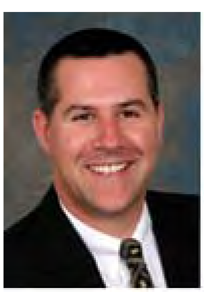
A common request is to have a report to display the tax amount for each line on the purchase order receipt. Here is a step by step guide to accomplish this by creating a custom data drill.

1. Under the **File** menu, click **Maintain Dataviews**.
2. Type **PO_TAX** in the **Dataview ID** field.
3. Click **Add**.
4. Type the title and the description for this new dataview.
5. Click the ellipse button located beside the **Table** field.
6. Select the ICTRAN table from the list.
7. Click **OK**.
8. Click the ellipse button located beside the column field.
9. Add the desired fields for this report
    - ORGNO
    - DOCNO
    - ITEM
    - TDATE
    - SQTY
    - TQTY
    - TAXRATE
10. Select from the **Dataview Columns** list in the DataDriller - Define Columns screen.
11. Click **Details**.
12. Click **Advanced**.
13. Click **Add Expr**.
14. Type **((taxrate/100)*(sqty*tcost))** in the **Column or Expression for the SQL Select** field.
15. Type **totl_taxrate** in the **Column Alias** field.
16. Select **Currency** from the **Data Type** list.
17. Type **Total Tax** in the **Column Title** field.
18. Click **OK** to save changes.
19. Type the following in the **Filter Format** field:
    ALLTRIM(UPPER(APPLID)) == "PO" AND TAXRATE > 0
20. Type the following in the Order by field:
    ORGNO, DOCNO
21. Click **Save**.
22. Exit the Maintain Dataviews screen.

The PO_Tax dataview will now display the tax amount for each line item for a purchase order.

Back to Top

We Hear You, Loud and Clear



Each year we conduct thousands of surveys and receive hundreds of e-mails from customers like you that provide us with insightful feedback regarding your Sage products. It is the responsibility of my team to read, understand, and share all the information received. Each product enhancement is completed using customer-driven data ensuring us that we are providing you with exactly what you need to run your business successfully.

We want to continue to hear from you. Please take the time to provide us with your feedback so that we can continue to produce outstanding products and services that will lead to an exceptional experience for you.

I would like to thank each and every one of you personally for your continued feedback and loyalty. Your success is very important to us.

Best regards,

Rick

Rick Davis
Vice President, Product Strategy

Back to Top

Are you Ready for IFRS?

Are you prepared to report under International Financial Reporting Standards [IFRS]? If not, the smart money says you should get started.

The SEC released the roadmap for IFRS on November 14, 2008. A move to IFRS-one of the most significant regulatory changes in accounting history, and one thought unlikely only a year ago-now appears to be almost certain.

This swell in support for IFRS reflects several changes that have occurred in recent years:

- Since 2001, over 100 countries have required or permitted the use of IFRS[1].
- In 2005, EU (European Union) companies were required to report under IFRS.
- In 2006, the IASB and FASB agreed upon a roadmap for convergence between IFRS and U.S. GAAP.
- In 2006, China adopted standards very similar to IFRS.
- In 2007, Brazil, Canada, Chile, India, Japan, and Korea established timelines to adopt or converge with IFRS.
- Australia, New Zealand, and Israel have essentially adopted IFRS. And the Accounting Standards Board of Japan and the IASB plan convergence by 2011.
- Canada had previously planned to converge with U.S. GAAP but is now planning to adopt IFRS by 2011.
- In August 2007, the SEC issued a concept release soliciting comments on whether to allow U.S. companies to choose between U.S. GAAP and IFRS, or require U.S. companies to prepare financial statements under IFRS[2].
- In December 2007 the SEC eliminated the U.S. GAAP reconciliation requirement for foreign private issuers[3].
- In December 2007 the SEC held a roundtable to discuss

potential adoption process of IFRS in the U.S..

- On February 8, 2008, SEC Chairman Christopher Cox announced in a speech, "...In 2008, the Division of Corporation Finance and the Office of the Chief Accountant, led by Wayne Carnall and Julie Erhardt, will formally propose to the Commission an updated 'roadmap' that lays out a schedule, and appropriate milestones on which the schedule will be conditioned, for continuing the progress that the United States is making in moving to accept IFRS in this country..."

- The American Institute of Certified Public Accountants (AICPA) recently announced a new Web site on International Financial Reporting Standards "...to Help Members Prepare as U.S. Moves Toward Adoption" (www.ifrs.com).

Proponents of the move to IFRS argue that because it is more of a principles-based system, it will lead to the presentation of financial results based on the economic reality of the transactions and balances. On the other hand, under U.S. GAAP, an enterprise may be in compliance with the detailed set of rules, but yet may not be presenting a clear picture of the economic state of the enterprise (for example, Enron).

Opponents to the move to IFRS are worried that its openness to interpretation will lead to inconsistency in how principles are applied, making it difficult to compare the results of similar enterprises.

But there is something most accounting professionals, auditors, regulators, and investors agree upon at this point-a shift toward a single set of high-quality global standards is imminent, and it will most likely be IFRS.

Following are some of the things you can do now to begin preparing for the move to IFRS:

1. Understand the similarities and differences between U.S. GAAP and IFRS.
2. Educate and train your staff on IFRS.
3. Evaluate the significant differences to determine the impact it will have on your business.
4. Understand and prepare for differences in disclosure requirements under IFRS.
5. Identify IT system requirements to determine if changes might be needed to allow for reporting under IFRS.
6. Prepare for changes that may be needed to your Chart of Accounts to report under IFRS.
7. Talk to your external auditors to ensure they are up to date on IFRS, and discuss potential new accounting policies under IFRS.
8. Assess and prepare for tax reporting changes.
9. Prepare for changes to controls over financial reporting.
10. Evaluate impact on compensation and performance management metrics.
11. Create a transition plan to move from U.S. GAAP to IFRS.

Given the inevitability of the move to IFRS, it is not too soon to begin preparing for this unprecedented change in accounting.

[1]"IASB and the IASC Foundation, Who We Are and What We Do," www.iasb.org

[2]SEC Release No. 33-8831, "Concept Release On Allowing U.S. Issuers To Prepare Financial Statements In Accordance With International Financial Reporting Standards (Corrected)," August 7, 2007

[3]SEC Release No. 33-8879, "Acceptance From Foreign Private Issuers of Financial Statements Prepared in Accordance With International Financial Reporting Standards Without Reconciliation to U.S. GAAP," December 21, 2007

Back to Top

New Customer Support Contact Number and Hours

New phone numbers are now available for contacting your Sage Pro ERP support team. These direct lines were set up so that you would be able to call the customer support team directly—no more navigation menus!

Toll-free customer support line (U.S. only): **1-877-828-6373**
International customer support line: **1-604-304-6373**

The fax number remains the same: **1-604-304-3145**

NEW HOURS:
7:00 a.m. to 4:00 p.m. PT

Please remember that help is always available 24/7 by visiting the Sage Pro Knowledgebase online.

Back to Top

Sage Contacts

We want to hear from you! If you have any questions, concerns, or comments regarding Sage Pro ERP, please let us know. Your feedback is valuable to us.

Sales	Phone: 1-800-945-8007 Customer account manager: Sean.Munzert@sage.com Regional account manager: Ian.Marsman@sage.com
Support and Services— New!	Phone: 877-828-6373 (U.S.) 1-604-304-6373 (outside the U.S. and Canada) E-mail Us
Customer Community— New!	A valuable resource has recently become available for all Sage Pro software customers. A brand-new customer community enables you to engage and interact with Sage Pro professionals

	and other users through a variety of different communication forums and tools. Register at Community.SageProERP.com today—it's FREE!
Learning Services	1-877-920-9600, option 2 www.sagesoftwareuniversity.com
Product Updates	Download files containing patches and updates for your Sage Pro software. Review the available product updates
Mail	13888 Wireless Way, Suite Richmond, BC V6V 0A3
Web site	www.sageproerp.com
Feedback	Receiving feedback from customers who actually use the product on a day-in day-out basis can help us identify features that can make your tasks easier. If you have an idea or suggestion for something that you would like to see on the Sage Pro Web site or within Sage Pro, please visit our Sage Pro ERP Product Feedback Form.
Customer Loyalty	We hope that you find the Sage Pro Source Newsletter both helpful and informative, as your business success is important to us. With this said, we want to make the Sage Pro Source the best resource for you. Please feel free to provide us with your feedback, information ideas, or anything else you would like so that we can keep providing you with outstanding products, services, and information to help your business succeed. Your success and satisfaction is our number-one priority. Please contact us at customer.loyalty@sage.com anytime we can help you receive the extraordinary service you deserve from either Sage or your Sage Business Partner.

Back to Top

sage

Sage | 2550 Warren Drive | Rocklin, CA 95677