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## **Peachtree 2000 to MAS 90 Migration Benefits**

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MAS 90 and MAS 200

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Best Software, Inc.



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## Section 1 – Why MAS 90?

Best Software has been offering quality software solutions that help small and mid-market businesses automate processes and grow their companies for more than two decades. In the effort to focus on their core product line, the Small Business division of Best Software that manages Peachtree Software recently made a decision to phase out Peachtree 2000 from their product line. Peachtree 2000 was created as a solution for the small to mid-sized customer that needed the ability to process a high volume of transactions, add multi-user network capabilities, and utilize a higher level of job costing and inventory management.

Best Software constantly strives to meet the needs and expectations of their customers and we have taken this into account when retiring Peachtree 2000. MAS 90 is our industry-leading accounting, distribution, manufacturing and business management software solution for small to medium-sized companies with 1 to 500 employees. Recommended by more CPAs than any other application in its class, the MAS 90 product suite offers a broad selection of feature-rich modules that empower customers with the ability to manage and grow their businesses more effectively.

With this in mind, we are offering all Peachtree 2000 customers special discounts to stay in the Best Software family and migrate to MAS 90. For more information, please contact your Peachtree Professional Advisor at 877-530-5647 or your MAS 90 channel partner.

With its extensive module offerings, MAS 90 can help any company stay one step ahead of the competition.

### MAS 90 Module Offerings

#### Core Accounting

Based on the elements that compose the heart of any accounting system, the core accounting solution consists of the following modules, which help provide a seamlessly integrated accounting foundation for your business.

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Fixed Assets
- General Ledger (with FRx desktop)
- Magnetic Media Reporting
- Payroll

#### Distribution

Designed to enable seamless integration of accounting, customer service, and inventory tracking data into a rock-solid system.

- Inventory Management
- Sales Order
- Purchase Order
- Bar Code
- StarShip
- Return Merchandise Authorization (RMA)

*MAS 90 product marketing surveys customers annually to find out what features and technologies they would most like to add to their systems in the future.*

## Manufacturing

The manufacturing solution allows you to create multi-level bills, and track materials and labor costs from the shop floor to completion. Finished goods are posted to inventory or sales orders for seamless integration with the distribution system.

- Work Order
- Material Requirements Planning
- Bill of Materials

## Construction

Integrating the core accounting solution with the construction modules allows you to track and manage job estimates, costs, and profitability.

- Job Cost
- TimeCard

## Business Intelligence/Integration Tools

Designed to increase your productivity and enhance functionality, these customizable report writers and integration tools work seamlessly with MAS 90 to create an all-encompassing information management system for your business.

- Crystal Reports (included at no charge)
- Custom Office
- F9
- FRx Desktop (included with the General Ledger module)
- Visual Integrator

## Integration with Industry Standard Applications

MAS 90 integrates with these industry-standard applications to help you get the most out of your accounting data.

**Crystal Reports** – This is included with the MAS 90 Library Master module free of charge. Crystal Reports is a graphical report writer that offers presentation-quality output for your accounting data. Within any of the reports, you can change the fonts, text colors, borders and shading, as well as embed pictures, logos, or diagrams. You can access templates or create your own custom report using the Crystal Reports Designer. Once you create a custom report you can save it in the Custom Reports menu of each module for quick access.

**FRx Desktop Single User** – This is included with the General Ledger module. You can create sophisticated financial reports with FRx Desktop. Row and column formats are defined separately for maximum flexibility. Using the FRx drag-and-drop feature, you can restructure your cost centers, or carve out new account segments using a special cleaver tool. Reports can be printed, exported to an Excel spreadsheet, or distributed to non-accounting system users and viewed in the Drill Down Viewer.

**Microsoft Office Link** – Generate business letters easily using Word. You can generate and print business letters directly from MAS 90 Office, use Word to make

temporary changes to the MAS 90 Office Templates, or use Word to create your own business letters. For example, in Customer Maintenance you can automatically create a welcome letter, a credit limit advisory letter or a dunning letter. And in Vendor Maintenance, you can easily create a letter requesting a price quotation.

## **Business Management Applications**

**Business Alerts** – This innovative application utilizes your e-mail system to notify you, your employees, customers, and/or vendors when something significant happens in your MAS 90 database, like customer credit holds or inventory thresholds. The notifications that you choose can be selected from a series of predefined alerts, or you can create custom alerts based on your company's unique needs.

**Credit Card Processing** – The Credit Card Processing module is powered by PCharge Payment Server, an open architecture system designed to integrate electronic credit card processing to existing accounting systems like MAS 90. Whether you are a small wholesaler, a mid-sized distributor, or a large Internet provider of e-commerce and virtual shopping services, this robust engine is the ideal solution for you. Credit Card Processing allows you to obtain authorizations and accept credit card payments seamlessly through the Accounts Receivable and Sales Order modules, as well as the e-Business Manager module. All transaction information, such as authorization codes, is captured and stored in the appropriate application database for historical and reconciliation purposes.

**e-Business Manager** – The e-Business Manager module provides an affordable, out-of-the-box solution for e-commerce that integrates your MAS 90 software with the World Wide Web. The e-Business Manager module is designed so that additional functionality can be added later by plugging in "applets" that fit your specific requirements. Applets currently available include:

- **.order** – enables your customers to place orders online.
- **.inquiry** – provides your customers access to their online account status.
- **.store** – allows new, anonymous customers to browse your products and services, place orders online and pay via credit card.

**ACT! 2000 Integration** – As a sales-oriented company, your most valuable asset is your customer. New sales can sometimes be hard to come by, so taking care of existing customers and servicing their needs is vital to your success. By leveraging this industry-leading application, your company can gain access to a series of unique options. For instance, workgroup users operating within ACT! 2000 can issue sales orders, perform customer inquiries or view detailed orders and invoices. In effect, ACT! 2000 in conjunction with ACT! Link allows you to connect the two halves of your business — your front office, sales and customer relations, and your back office accounting and business management functions.

**Remote Solutions** – We believe that one of the most important trends in technology development today, in addition to e-business and Web enablement, is handheld and wireless computing. MAS 90 offers two Palm OS solutions,

Timekeeper and Remote Salesperson, which synchronize data from the Palm OS to your MAS 90 accounting system. These applications have tremendous potential to improve productivity and connectivity for remote staff — from field sales teams and globetrotting executives to warehouse personnel and onsite consultants.

**Business Insights** – Included with every purchase of MAS 90, Business Insights offers a crisp collection of graphical reports for the executive or business owner. For ease and simplicity, access is provided from your standard Web browser to a multitude of management reports that are available at the click of a button. Business Insights is an effective tool to help business owners and executives quickly access important business information with an easy-to-use, flexible format that links to the Internet.

### **Add Users as You Need Them**

MAS 90 allows you to start with just a single accounting user. When you're ready to increase to 5, 10, or 15+ user licenses, simply contact your MAS 90 authorized business partner. Your original investment is protected; basically, you just pay for the users you add. As soon as you add your new serial number and unlocking key, your new user account is ready. MAS 90 users are sold with a concurrent user license. This means that if you have 25 employees or possible accounting users and only 10 are using MAS 90 at one time, you will need a 10-user license. If an eleventh user tries to access MAS 90, the user is denied access.

### **Customizer**

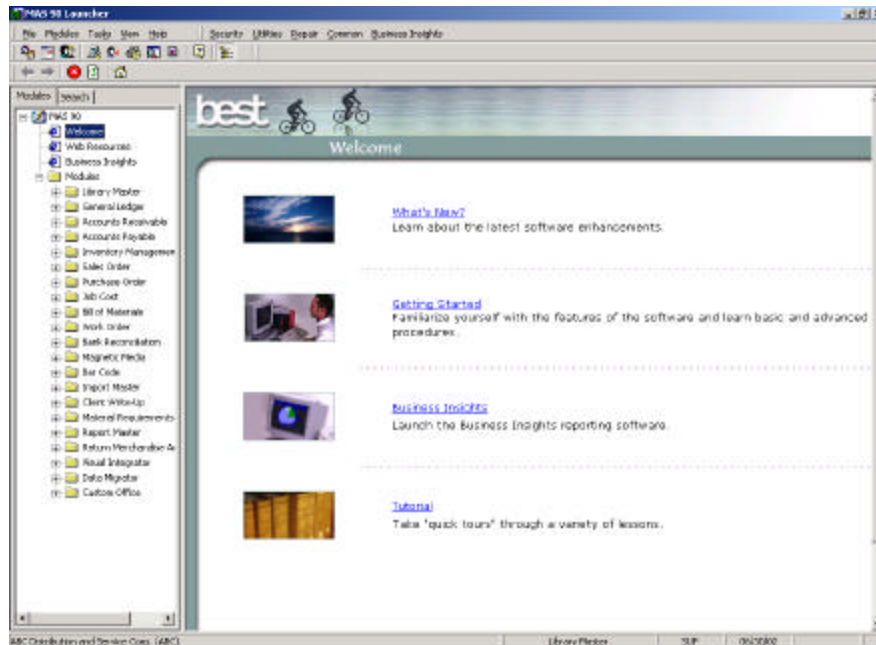
With Customizer, you can change the appearance of your MAS 90 screens to match the way you prefer to work, helping to increase productivity by improving data entry speed and accuracy. For example, you can specify default values to reduce keystrokes. By customizing the screen to ignore unused fields and change tab sequences, you can change the screens to follow the exact order of the fields on an input form.

User-defined fields allow you to add your own data fields to masterfiles, even if you have no programming skills. These fields can carry over seamlessly to your reports, orders and invoices. For example, an extra field you've added for shipping information to your customer masterfile can be included on sales orders and invoices using the integration of Crystal Reports software for printed forms.

Expand the functionality of your system by adding buttons to screens that will launch application tasks or bring up the Microsoft Windows calculator when you need to add a quick column of figures.

### **Learning a New Software User Interface and Navigation**

MAS 90 was created with customers in mind. It includes easy-to-navigate menus, toolbars and a Windows Explorer-like tree view that provides an easy transition for users and will shorten the learning curve.



The MAS 90 Launcher includes:

**What's New** section – This lists the new enhancements for the specific version release. What's News also includes detailed information regarding the enhancement and hyperlinks to additional information.

**Getting Started** guide – This gives customers all the information they need when using the system for the first time. It offers detailed information about setting up the system and modules, including a conversion process section that outlines the information necessary to set up each module.

## Tutorials

MAS 90 also includes several tutorials that can track the progress for each user in the event they need to exit before they are completed. The tutorial includes the following lessons:

- Navigating the MAS 90 System
- Creating a New Company
- Understanding Security
- Defining Sales Tax Information
- Using Online Help
- Setting Up General Ledger
- Setting Up Accounts Payable
- Setting Up Accounts Receivable
- Setting Up Bank Reconciliation

## Online Help

MAS 90 Online Help system is an easy-to-navigate system that offers detailed information regarding all functions within MAS 90. Very similar to the Peachtree 2000 Help system, it offers multiple search options, such as "How do I?" and an

*Simple and intuitive features in MAS 90 such as the Launcher, Online Help and the tutorials create a favorable atmosphere for customers considering migration.*

Indexing feature. It also offers Helpful Hints that include a technical overview of the software and Frequently Asked Questions. The help system can be accessed off the menu bar or from most screens within MAS 90, which means that help is only a click away!

## Section 2 – The Power of One

You can count on Best Software to build powerful, reliable products that are thoughtfully adapted to changing technologies and business needs. Our software products are recommended, sold and supported by more than 4,000 authorized business partners and consultants, who provide services such as installation, product support and systems integration.

When you purchase a software product from Best, you can be assured you'll receive highly evolved business applications with reliable performance today with smooth, cost-effective upgrade paths to the new technologies and operating systems of tomorrow.

### Customers for Life

Best Software is dedicated to our customers' satisfaction and constantly takes steps toward offering all our customers a migration path through the Best Software family of products. We offer software that suits the needs of any customer, from a small single-user environment to mid-market systems. As companies grow, Best Software grows right along with them. Backed by award-winning support and thousands of authorized channel partners nationwide, it's evident why our Customers for Life philosophy goes into to everything we do.

### Benefits of the Best Software Family of Products

**Applications Backed by the Largest, Best-Qualified Channel in the Industry** – Our authorized channel partners, consultants and CPAs can provide installation, software support and system integration services. They focus on delivering the solution that most effectively meets the customer's needs.

**Support with ClientCare** – To help maximize your investment, Best Software provides a range of software maintenance and support programs that offer automatic software updates and award-winning world-class support.

**Education and Training** – To ensure that you receive the maximum value from your software, Best offers the following:

- *Authorized Training Centers (ATCs)* – With more than 28 ATCs located across the country – including our corporate training facility located in Irvine, California – certified training centers are available at a location near you.
- *Certified Trainers* – Best certifies trainers at resellers' offices, enabling trainers to provide you with on-site instruction.
- *Certified Support Centers* – These centers are staffed and operated by authorized resellers that have taken support to the next level. They have completed intense training and evaluations to obtain this status.
- *Certified Support Specialists* – These specialists must meet specific support and product knowledge requirements through an intensive series of courses and evaluations. This process ensures that your resellers' support staff has the training necessary to best answer your questions.

*Business partner excellence, award-winning support services, and a myriad of training and education opportunities are only a few of the complementary benefits of our software solutions.*

*The bottom line: MAS 90 is the strongest migration option for Peachtree 2000 customers.*

## Section 3 – Peachtree 2000 vs. MAS 90 Feature Comparison

Listed below is a competitive comparison of functions and modules that may not be offered in Peachtree 2000, but are available for those that migrate to MAS 90. This list will help customers detect current limitations and pains the customer may be experiencing with Peachtree 2000 that MAS 90 can help eliminate:

<b>Additional Modules</b>	<b>MAS 90</b>	<b>Peachtree 2000</b>
Bank Reconciliation	Yes	Deposits do not update
Bar Code	Yes	No
Work Order	Yes	No
Material Requirements Planning	Yes	No
Time Card	Yes	No
E-commerce	Yes	No
Business Alerts	Yes	No
Credit Card Processing	Yes	No
Remote Solutions Palm OS integration	Yes	No
Integration with F9	Yes	No
Integration with FRx	Yes	No
Integration with Crystal Reports	Yes	No
Time & Billing	Yes	No
Contact Management	Yes	No

<b>General Ledger (GL)</b>	<b>MAS 90</b>	<b>Peachtree 2000</b>
GL account number size	9	11
Number of GL account segments	3	4
GL account description size	30	25
Number of years for historical data	99	6
Number of accounting periods	13	13
Post to GL by segment?	Yes	No
Does GL integrate with F9	Yes	No
Does GL integrate with FRx	Yes	No
Number of budget years	3	2
Can GL data be viewed graphically	Yes	No
GL support allocation entries	Yes	Yes
GL support multi-company consolidation	Yes	Yes



<b>Accounts Payable (AP)</b>	<b>MAS 90</b>	<b>Peachtree 2000</b>
AP vendor number size	7	10
Does AP support divisions	Yes	No
Number of address lines	3	2
Multiple contacts per vendor	Yes	No
Maximum invoice number size	10	8
Ability to store vendors URL address	Yes	No
Ability to store vendors e-mail address	Yes	No
Ability to print checks on blank safety check paper (MICR)	Yes	No
Generate 1099s on magnetic media	Yes, requires Magnetic Media module	Yes
When selecting invoices for payment, system shows current running cash balance	No	Yes
Generate 1099s for non-employee compensation, interest and dividend payments	Yes	No
Multiple invoice batches	Yes	Yes
Apply AP vendor balances to AR invoices	No	Yes
Merge two vendor accounts together	Yes	No
Flag for a separate check for each invoice	Yes	No

<b>Accounts Receivable (AR)</b>	<b>MAS 90</b>	<b>Peachtree 2000</b>
AR customer number size	7	10
Does AR support divisions	Yes	No
Number of address lines	3	2
Multiple contacts per customer	Yes	No
Store customer's credit card numbers	Yes	No
Invoice number size	7	8
Store customers URL address	Yes	No
Customer record marked as a prospect	No	Yes
Number of ship-to addresses	99999	Limited
Number of customer price levels	36	4
Multiple invoice batches	Yes	Yes
Merge two customer accounts together	Yes	No
Auto-Memo display during data entry	No	Yes
Place customers on credit hold	Yes	Yes
Tracks customer's average days to pay	Yes	Limited

<b>Sales Order / Order Entry</b>	<b>MAS 90</b>	<b>Peachtree 2000</b>
Support recurring orders	Yes	Yes
Create master orders	Yes	Yes
Track promised ship date by line item	Yes	No
Auto recommend alternate item number if selected item number is out of stock	Yes	Yes
Enter a customer's part number and select our part number (Alias item numbers.)	Yes	No
Ability to enter line item discounts	Yes	Yes
Split commissions to up to five salespeople	Yes	No
Support for items sold in a different unit of measure than they are stocked in	Yes	Yes
View customer purchase history when entering sales order line items	Yes	No
Rate table automatically calculates freight charges?	Yes	No
Credit check option for order entry	Yes	No
Support for drop-ship items	Yes	Yes

Daily sales report recaps	Yes	Yes
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<b>Inventory</b>	<b>MAS 90</b>	<b>Peachtree 2000</b>
Inventory part number size	15	16
System-tracked inventory cycles	Yes	No
Support of lot numbers or serial numbers	Yes	Yes
Track multiple warehouses	Yes	Yes
Print inventory labels with bar codes	Yes	Yes
Support for contract pricing (Specific pricing for specific customers.)	Yes	Yes
Change inventory item valuation after transactions have been processed	Yes	No
Physical count processing (The ability to continue to process sales orders while physical count is in process.)	Yes	No
Two or more inventory items merge together	Yes	No
Support of product lines	Yes	Yes
Track ship date by line item	Yes	No
Attach and image to an item	Yes	No
Number of price levels per product	36 + contract pricing	No

<b>Purchase Order</b>	<b>MAS 90</b>	<b>Peachtree 2000</b>
Auto-generate purchase orders based on reorder points	Yes	Yes
Generate a purchase order based on a sales order	Yes	No
Allocate freight expense to inventory line items	Yes	Yes
Print Back Order Fill report that lists sales orders to be filled	Yes	No
Landed cost	Yes	No
Required dates entered by line item for each purchase order	Yes	Yes
Purchase Order generates Expected Delivery report	Yes	Yes

<b>System Features</b>	<b>MAS 90</b>	<b>Peachtree 2000</b>
Cash or Accrual Basis Accounting	Accrual Only	Accrual
Transactions posting method	Batch	Batch and Real Time
Search on reports printed to screen	Yes	Yes
Ability to create custom reports	Yes	No
Time and Billing module available	Yes, third party	No
Fixed Asset module available	Yes	Yes
Ability to add user-defined fields	Yes	No
Ability to change order of fields on screens	Yes	No
Ability to change tab stops	Yes	No
System displays action items (Action items are events, to-dos, alerts and tips.)	Limited	No
Ability to group reports	Limited to GL financial statements only	Yes
Business analysis tool	Yes, Business Insights	No
Data drill-down capabilities	Yes	No
Multiple lookup options and filters	Yes	No
Audit Trail	Yes	No
Does system enter state and city automatically when entering ZIP code?	Yes	No

**Business Partner Value Statement**

MAS 90 and MAS 200 authorized business partners are certified and trained to be experts in the product line. Retail products, such as Peachtree 2000, do not require the expertise and value that an authorized business partner brings to each implementation. A knowledgeable business partner offers many services from needs analysis that helps determine which modules fit the customers' requirements, to a custom setup and installation. They also provide customers with the training and on-going support necessary to utilize the system to its fullest, maintaining happy and satisfied customers for life.

*Business partners bring significant value to the MAS 90 solution.*

## Section 4 - Migration Expectations

With all of your company's data in Peachtree 2000, taking the time to re-key the information would be a huge chore. MAS 90 has the ability to import data from many software applications, including Peachtree 2000. To help with the data migration process, we have created some tools to help migrate Peachtree 2000 masterfile information into MAS 90, such as general ledger accounts, customers, vendors, inventory items and open items.

Based on your specific needs, one of our MAS 90 authorized channel partner will help you determine the migration strategy appropriate for your business requirements.

Keep in mind that you can retain your Peachtree 2000 software to review past transaction details, although research has shown that companies usually do not need to view historical data within 30-45 days of converting to MAS 90.

### Conclusion

Best Software is committed to keeping their customers for life. It is our goal to have the right product for you as your company grows and accommodate your changing needs to provide insight for the life of your business. We encourage you to work closely with your Best Software authorized channel partner to put in place a migration strategy that fits your company's individual business needs — both now and in the future.



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