

sage 100

2022.0 GTM Release Playbook

Last update: April 18, 2022

Created for: Sage internal teams and Sage partners

Customers who have extensive customizations within Sage 100 or who use third-party independent software vendor (ISV) solutions are encouraged to work with their partners to implement these release updates.

We also recommend that customers work with their business partners to update their Sage 100 installation.

Access the [Product Release Notes](#).

An upgrade to Sage 100 2022 is available from the [Sage Knowledgebase](#).

For your convenience you can also access the [Supported Platform Matrix](#) (SPM), [Integrated Solutions Compatibility Matrix](#) and [Supported Versions](#) for Sage 100.

Key Messaging Guide

The following updates and enhancements are available for on-plan customers using Sage 100. Certain enhancements are only available for Sage 100 subscription (Sage 100cloud) customers.

Sage Production Management

The Sage Production Management solution is now available within the base installation of Sage 100, simplifying the upgrade process and streamlining the overall experience for customers while navigating in the solution.

Dynamic Materials and Dynamic Labor Materials - Available for subscription customers only

These features can now be readily enabled aiding in controlling how materials or labor are recorded to a work ticket. Saving time and ensuring accuracy for unique order entries.

Work Ticket Entry

Work ticket memos, work ticket history memos and work ticket step history memos have been added with the convenience to search and navigate with embedded links. The creation of a work ticket has also been simplified with the ability to view all steps on one screen.

Labor Entry

Conveniently track employee hours and enjoy the ease of having full visibility into all work tickets. Managing payroll has also been simplified with the ability to retrieve employee work hours from Sage Production Management. Helping to reduce errors and ensure business continuity, with a workflow similar to Time Track.

Visual Process Flows

Experience the convenience and guidance offered from three new fully customizable Visual Process Flows.

- **Work Ticket Management**—Allows you to enter a work ticket, post material issues and labor entries, and then complete and close the work ticket. Other tasks include printing forms and reports and viewing inquiries
- **Complete Work Ticket**—Finalize a work ticket, print reports, and work ticket labels, and view Work Ticket History Inquiry.
- **Close Work Ticket**—After a close transaction is updated for a work ticket, you can easily print reports, ledgers, and work order labels.

Sage 100 Information Center

To help realize the full benefits of Sage 100, we've made enhancements to the Information Center. Tools and information can be accessed with ease and important product updates can be viewed in real-time.

Additional Feature Upgrades

Advanced Lookup Engine (ALE) Lookups

Experience the ease of having visibility into all inventory across all locations, whether active or inactive.

Sales Order and Quote History Inquiry

Move beyond prior limitations with the ability to view the order type, ship date for standard orders and back orders, and the expire date for quotes.

Save Date Selections for Reports

Minimize repetition with the ability to save the date entered when creating or modifying a new report setting.

Display All Sales Order Types in Item Maintenance/ Inquiry

Gain insight into all order types with the check of a box. Including quotes, master orders and repeating orders.

Search for Quotes in Customer Maintenance

Locate outstanding quotes with ease, with the ability to view all open orders for a customer or a given type of order / quote, without running a separate report.

Hot Fixes No Longer Require Administrator Privileges

Install Sage 100 hot fixes without the need for users to run as an Administrator, receive UAC prompts or otherwise require an Administrator password to install. This allows automation after hours or at a specific time. Important Note: Product Updates will still require Administrator rights.

Visual Process Flows Editor Updates

Element Multi-Selection, Alignment Guides, Underlining of Links, and the ability to move the Action Pallet to another area in the Designer window were added.

64-bit Operating System Addition

Remain current with the latest technology, move beyond data processing delays, and performance bottlenecks with 64-bit processor compatibility. Note: Sage Intelligence is now compatible with Sage 100 64-bit.

Public Favorites

Simplify your day-to-day routine with the ability to add tasks and other items to the new Public Favorites group. Selections are accessible to all users according to each unique security setup.

For a full list of every update in release 2022.0, please see the [Release Notes](#).

Sales Enablement Resources

All enablement tools can be accessed on the Sage Partner Hub. Any new resources will be uploaded when available. This document will also be refreshed and reposted as applicable.

	Tool	Description
1	2022.0 GTM Release Playbook	An overview of key messaging and tools to help position this release
2	What's New 2022 Technical Guide	Comprehensive guide of release enhancements
3	Release Notes	Provides a list of corrections and enhancements
4	What's New in Sage 100 2022 Datasheet	High-level summary of the value and benefits of version 2022.0
5	Sage Production Management Datasheet	Convenient sales sheet of how Production Management helps manufacturers manage and scale their business
6	Sage Production Management vs. Work Order Reference Guide	Detailed feature comparison of PM and WO
7	Switching from Work Order to Production Management Guide	Step-by-step guide on transitioning from WO to PM
8	Sage Production Management FAQ	Answers to some of the most frequently asked questions regarding Production Management
9	Customer-facing Release Email Template	Scripted email draft to help you communicate the value of upgrading to Sage 100 Version 2022.0
10	Partner Webinar & Demo Recording	February 22, partner webinar and demo of What's New in 2022.0
11	Partner Webinar Questions Answered	Answers to over 50 questions raised during the February 22, partner webinar
12	Sage City Blog	Highlights features and benefits of upgrading to version 2022.0
13	New Marketing Video	1-minute video featuring recent product improvements and the value of upgrading
14	Pre-Recorded / On-demand Customer-facing Demo's	Coming soon

Customer Support

- Sage University Course
 - Learn at your pace by accessing the 100E - Sage 100 – Adding Production Management course. **Note:** This course may not be available by Learning Services at GTM.
- Sage Knowledgebase
 - Visit the [Sage 100 Knowledgebase page](#) for information relating to upgrading to the current release and for general product information.