



SOFTWARE • SOLUTIONS

# 2018 Q1 NEWSLETTER

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# Introducing **sage** 100cloud


## Sage 100c is now Sage 100cloud

Sage has announced that their “C-Line” products, including Sage 50c, Sage 100c, and Sage 300c will be renamed to reflect that “c” indeed stands for cloud. This means that Sage 100c (formerly Sage 100 ERP, MAS 90, and MAS 200) will now be known as Sage 100cloud.

### The Connected Cloud

The changes are in name only and meant to reinforce the added functionality of the connected cloud. Customer's using what was previously called the “c-line” can now connect the Sage Business Cloud to a wide range of additional services to further strengthen their solution. A number of the cloud services are already available such as **Sage AP Automation, Sage Inventory Advisor, Sage eCommerce (available June 2018), and the Microsoft Office 365 integration** for Sage 100 as well as a number of other services coming over the next few months, including:

- Budgeting & Planning
- Auto Bank Fees
- Sage Contacts with Office 365
- Reprint SO from history
- Time Track Entry Mobile
- Sage eCommerce
- Office 265 BOTS
- Consolidated Invoicing
- Paperless Office 365
- Work Order to framework
- International addresses
- Lot/Serial Expiry dates
- Revenue Recognition engine
- Collections On-Line
- Mobility for Work Order
- MRP to framework
- Point of Sale
- Expense Management
- More...

 If you are currently using Sage 100c this change will have **no impact** on your business or processes.

### Important to Know

**The product itself has not changed at all.**

Sage 100cloud is simply expanding upon the same features and functionality it offered when it was called Sage 100c. It is still a desktop solution that you can choose to host on-premises or in the cloud. It has all of the security and familiarity of the desktop solution you know today plus the added productivity and mobility of cloud-based connected services.



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# Sage Sessions 2018

The Sage Sessions is a single-day event designed for the entire Sage community. This is a must-attend event that delivers a learning, training and networking experience that will inspire you to drive your business forward. Focused on the Sage product portfolio and roadmaps, Sage Sessions provide Sage customers, partners, and accountants with actionable tools and insightful knowledge.



## Preview Relevant Technology

Get up-close and personal with solutions and services tailored to support business growth in your local market.



## Talk to the Experts

Get product training, advice, and inspiration from the best and the brightest local experts in their field.



## Network and Collaborate

Connect with and get inspired by thought leaders, experts, and your peers.

## Locations

Chicago, IL April 24

Toronto, ON May 8

Austin, TX May

Atlanta, GA June

Montreal, QC June 26

Edmonton, AB July

New York, NY July

Seattle, WA August 7

Vancouver, BC September



Visit [Sage.com/us/sagesessions](https://Sage.com/us/sagesessions) to register for a city near you!

**HELPING YOU DO MORE THROUGH  
INNOVATION, CONSULTATION,  
AND SUPPORT.  
BE SAGE. BUILD ON.**

# Acumatica Summit 2018

Jan. 28 – Feb. 2 • Nashville, TN



## Acumatica Summit 2018 Recap

This year's Acumatica Summit was the biggest yet. More than 1,100+ attendees, including our team, descended on Acumatica Summit 2018 in Nashville, TN and were treated to a Keynote from Acumatica CEO Jon Roskill, demos of upcoming releases, informational sessions and more. This year was even more special because it marked Acumatica's 10-year anniversary!

### In 2017 Acumatica:

- Surpassed 4,000 customers worldwide in a variety of industries like manufacturing, healthcare, technology, services, non-profits, retail/e-commerce, travel, food, and beverage.
- Won at least 5 prominent awards including 3 Editor's Choice Awards, Best App by PC Magazine, and Best Cloud ERP by the CODiE Awards.
- Recognized as a Visionary in Gartner's Magic Quadrant for Cloud Core Financial Management Suites.
- Released Vertical Editions including Manufacturing Edition, Commerce Edition, Field Service Edition, Distribution Management, and Construction Edition (in January 2018).
- Added 61 new VARs bringing their total number of partners to over 400 in North America, Western Europe, Asia Pacific, and Latin America.
- Added 67 new ISVs bringing the total number of ISVs working with Acumatica to over 130.
- Achieved 144% new revenue growth.
- Delivered 99.999% (yes that's five 9's) uptime.
- Averaged 100 million transactions per month.
- Reported 0 security and crypto-ransom issues.
- Achieved a 21+ Net Promoter Score



# A Sneak-Peek at Acumatica 2018 R1

Attendees at Acumatica Summit 2018 were the first to witness the increased usability and data insight capabilities of the upcoming Acumatica 2018 R1. Acumatica's already real-time mobile ready dashboards with drill-down and specifically designed analytical tools have been enriched even further.

## What you can expect:

- For the Financial Suite, inter-company accounting for multifaceted organizations is available, simplifying the process of differentiating companies from their branches and departments. Moreover, there are new capabilities to split transactions during the reclassification process and improvements to its revenue recognition engine, adding elements needed to support ASC 606 standards.
- The Sales, Inventory, and Distribution capabilities now include one-click order processing, real-time integrations to popular point-of-sale systems, and an integrated Acumatica Device Hub solution ideal for high-volume fulfillment operations needing to interact with high-speed printers, CUBA scanners, scales, and other automation devices.
- For the Field Service suite, advanced capabilities were added including real-time GPS tracking of vehicles, improved tracking of equipment and component warranties, and optimized workflows to support complex service contract life-cycle scenarios.
- For the Customer Management suite, Acumatica 2018 R1 now supports multiple quotations for opportunities, real-time Salesforce integration using the latest streaming API technologies, and enhanced workflow embedding back-office operations seamlessly to CRM for optimal user experience.

## UPDATE HIGHLIGHTS INCLUDE:

- Improved universal search bar
- Expose dashboards and inquiries to the mobile app
- ProForma invoices
- Simplified inter-company accounting
- Added elements needed to support ASC 606 standards
- One-click order processing
- Real-time integrations to popular point-of-sale systems
- Acumatica Device Hub
- Improved tracking of vehicles, equipment, and warranties







## Third-Party Spotlights

Let ACC help you extend your system  
to meet your unique business needs

We have partnerships with a wide variety of third-party technology providers. These solutions can further help your organization streamline processes and boost efficiency. Here are just a few we'd like to highlight.



### The Complete Business Intelligence Suite

Solver's BI360 is a powerful business intelligence suite that offers out-of-the-box integration with many of today's leading ERPs, including Acumatica and Sage 100 solutions. Compared with other BI suites, BI360 takes only a fraction of the time to implement and offers IT, finance and business managers' maximum performance through world-class planning, reporting, dashboards, and data warehouse solutions.

With modern Web, mobile and Excel interfaces, BI360 gives your organization the ideal enterprise business intelligence platform for better, faster decision-making. It is a complete Corporate Performance Management (CPM) solution that also offers a data warehouse to combine your data sources. Empower all business users with self-service analytics critical to fast and efficient decision-making.



### Sales Tax is Hard. Avalara makes it Easy.

Sales tax can be a necessary, complex nightmare for most businesses. Automating tax compliance saves time, money, and effort. Avalara is the fastest, easiest, most accurate and affordable way to calculate sales and use tax, manage exemption certificates, file returns, and remit payments. It is a true end-to-end sales tax compliance solution that can seamlessly integrate with your Acumatica or Sage 100 solutions.

AvaTax removes the guesswork by integrating seamlessly with existing business systems from ERP, financial, and billing systems to eCommerce shopping carts and Point of Sale systems. Rates are calculated "behind the scenes" and automatically applied to each transaction. As your business continues to grow, AvaTax is built to grow with you. This cloud-based Software-as-a-Service (SaaS) is tailored to meet each customer's specific needs and eliminates additional hardware costs.



The payment solutions your business needs for the price you want.

American Payment Solutions is an industry leader in ERP integrated payments. Reduce complexity, streamline processing and exceed customer expectations by seamlessly integrating American Payment Solutions credit card processing with your Sage 100 or Acumatica ERP solution. This simple and effective integration allows you to reduce risk, decrease fees and increase revenue.

Consumers often prefer to pay with credit cards.

With APS, your customers will enjoy the simplicity and speed of paying by credit card, and in turn, you will see your profits soar.



Contact us for an in-depth discussion about your evolving software needs.

**sage** Alerts & Workflow

Avoid saying, "If only we had known" with Automatic Alerts

You don't have sufficient time and sufficient staff to constantly monitor and analyze your ERP data, review everything that's going on, alert the appropriate people, and take the appropriate actions in a timely manner.

With Sage Alerts & Workflow, you get a system that automatically and pro-actively monitors itself -- triggering alerts and auto-responding to critical, time-sensitive business conditions so as to enable an organization to improve efficiency, maximize revenue, and ensure optimum customer satisfaction.

# ALTEC DocLink

Any Document. Any Process. Anywhere.

Enterprise-Wide Document Management and Workflow Solution to help automate and streamline the document-intensive processes for any area in an organization - accounts payables, sales orders, expense reports, contract management, human resources, and beyond - and gain improved efficiency, visibility, and control.

Go paperless at your company, and reap productivity and efficiency rewards with DocLink. Altec's partnerships with ERP software providers, like Sage and Acumatica, allow for tight integration and ease of use for your entire team.

 **FYISOFT**

Financial Intelligence  
By Design

FYIsoft, formerly RenovoFYI is a financial reporting solution that builds reports by pulling data from multiple companies and sources. Founded in 2012, FYIsoft offers innovative solutions for companies that need insight into their corporate finances - wherever, whenever, and however they need.

Integrating with nearly all general ledger systems and Excel, this powerful system provides access to financial reports through a friendly and innovative interface. Managers and decisions makers will spend less time preparing and verifying financial figures, and more time analyzing and making sound business decisions. That's financial intelligence.





## ACC Updates

### Company Highlights

In December 2017, ACC received 2 ERP Writers' Awards: Gold for **Best ERP Writer** and Silver for **Best ERP Blog**.

Thank you to everyone who voted!



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### 2018 Q1 Blog Highlights



**5 Steps to Embracing Cloud Transformation**



**The Many Faces of Failed ERP Implementations (and how to Avoid them)**



**The Democratization of Customization: APIs and the Enterprise**



**Top 10 Tips for Successful ERP Implementation**



Free eBook: Clearing the ERP Clouds 2017

Acumatica

ERP Group

### Follow us on Social Media!

ACC is ramping up our social presence with new updates daily including blog posts, news, and industry insights. Follow us to stay informed!

