SOFTWARE • SOLUTIONS

2018 Q2 NEWSLETTER

Inside the Issue

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Acumatica
The Cloud ERP

Certified Partner

Introducing Acumatica 2018 R1

Acumatica's 2018 R1 release is now available. This release continues the momentum from last year's Acumatica 2017 R2 update and adds a new Construction Edition, Distribution Edition, and Acumatica Business Intelligence. The new release will feature added functionality and improvements in multiple areas, including Usability, Financials, CRM, Field Services, Project Accounting, and Distribution.

Here's a breakdown of Acumatica 2018 R1 improvements:

Usability

Stay proactive with enhanced notification triggers. Manage account activity by sending email notifications whenever data is updated, or any set of pre-defined conditions are met.

Easy access to essential data with improved generic inquiries. Generic inquiries in Acumatica offer an easy way to extract the specific data you need, filter it, and present it to reporting functions for analysis. Acumatica has made it easier to create, filter, and display generic inquiries.

Improve usability of mobile application dashboards. Acumatica now makes it easy to configure and display any dashboard element within your mobile applications.

Financials

Distinguish companies from branches. Acumatica lets you define separate legal entities with independent balance sheets and separate tax reporting requirements. Track financials for organizations and subsidiaries requiring inter-company accounting, with the ability to distinguish companies from branches and departments.

Divide transactions into various accounts or branches during reclassification. Acumatica now allows you to split transaction amounts to transfer portions to other accounts, subaccounts, or branches.

UPDATE HIGHLIGHTS INCLUDE:

- Enhanced notification triggers
- Improved generic inquiries
- Improved usability of mobile app
- Easier inter-company accounting
- Enhanced Salesforce integration
- Flexible opportunity quote tracking
- New change order functionality
- Improved process billing and Pro forma invoices
- Introduction of Acumatica Business Intelligence with Reporting, Dashboards and Data Analysis

CRM

Flexible opportunity quote tracking. Acumatica lets users create multiple quotes for a single opportunity. Once the customer accepts an offer, a sales order and invoice can be created based on the quote.
Enhanced Salesforce integration. Users can choose to export the following entities to Salesforce by predefined scenarios: Leads, contacts, business accounts, opportunities, stock and non-stock items, and sales prices.

Project Accounting

New change order functionality
Improve project management by controlling changes to the project scope, including customer and internal requests. Create a change order with all the documentation, including the revenue budget, cost budget, commitments, and class. Define your workflows and approval processes, and release change orders with full business intelligence visibility and audit trail control.
Progress billing and pro forma invoices improved
Both progress billing and pro forma invoices were introduced in 2017R2, and in this release both have been enhanced to support time and material, tasks, cost codes, and retainage for the construction industry.

Field Service

Standardized Service Contract Billing
Define the services that will be covered in the billing period with the number of appointments or hours, the standard fees, and the overage prices. At the end of each defined billing period, the customer will receive an invoice that includes the covered amount plus the overage amount.
Real-time GPS tracking of vehicles
Aids in keeping track of the work being performed by staff using the location capabilities of mobile devices to accurately track the GPS location on Bing Maps in real time. From that, a dispatcher can schedule the closest available vehicle for high priority service calls.

Platform

Monitor resource utilization and warnings. Acumatica is licensed by resource levels, not by user counts. Resource levels range from small to large (XS to 5XL+) and control parameters influencing system performance, such as database space allocated for Acumatica ERP data, number of transactions, and number of requests per hour for the web services API. Exceeding any of these limits indicates the owner should consider a higher resource level. Administrators are now able to:
  -View resource limits associated with their license
  -Display resource violation warnings and drill down for detail
  -Monitor current resource utilization

Business Intelligence with Reporting, Dashboards and Analytics

To provide transparency at every level of your business and empower decision makers with the information they need to make a successful decision, Acumatica now offers a complete set of reporting and data analysis resources:
  -Standard Reports (250+) that come with Acumatica
  -Generic Inquires
  -Dashboards
  -Business intelligence tools, such as Microsoft Power BI
  -ISV Extensions
Also new in 2018 R1 is **Drill-down dashboard filters.**

Acumatica's New Distribution Edition

Wholesalers, distributors, manufacturers, retailers, and service companies can utilize Advanced Distribution, Advanced Inventory, Order Management, Purchasing, Requisitions, Advanced Financials, and more at bundled pricing. Acumatica's Distribution Edition is a Cloud ERP system that helps companies manage their supply chain and logistics activities while integrating with the company's financials and sales. We're excited for you to experience the benefits of a single, integrated distribution management system, including – but not limited to – improved customer satisfaction, real-time visibility of inventory needs, reduced order times, and automated processes.

Improve Customer Satisfaction while Minimizing Costs

Efficiently manage distribution processes with real-time visibility of available inventory, inventory in transit, reorder quantities and inventory costs. Minimize inventory and costs; optimize quoting, acceptance, entry, and fulfillment processes.

Reduce order times

Eliminate delays through automated sales order processing and shipping order generation. Set rules to manage multiple warehouses, returns, credit limits, drop shipments, and more.

Know Where Your Business Is

Ensure a steady supply of materials by optimizing and automating your purchasing process.

Know your true costs

Determine real-time profitability by warehouse, product line, location, or business unit. Use real-time information to control costs across the entire supply and distribution chain.

The Road ahead for Sage 100 and 100cloud

Sage has been kind enough to share their Sage 100 product roadmap including development goals, added features in upcoming releases, and plans for continued expansion of the ecosystem and connected applications.

We would like to point out that many of the planned enhancements and added features are exclusive to the Sage 100cloud product. While Sage remains committed to supporting customers using the traditional Sage 100 perpetual license product, most product development efforts will be focused on Sage 100cloud. Contact us to learn more about moving from Sage 100 to Sage 100cloud if you'd like to take advantage of any of the upcoming features outlined in this section.

The Vision and Strategy behind Sage 100cloud

The term "modernization" best describes all current and future product development goals for the Sage 100 product line. This applies to efforts to modernize and enhance Sage 100s underlying technology but also the user experience when it comes to things like ease of use, screen navigation, and the installation process. Sage aims to create an unparalleled integration of accounting, payments, and payroll in addition to an expansive collection of 3rd party products and cloud-connected apps to extend the power and functionality of your core accounting system and maximize efficiency throughout your organization.

Sage has a lot of exciting things in store for 2018 in terms of expected new features:

March - New features that have been added to **Version 2018.2** include moving the Timecard component of desktop payroll to the business framework, enhanced budgeting and planning functionality, integration with Office 365 for customer contacts, and more time-saving enhancement to increase ease of use.

June - **Version 2018.3** will include cloud-based mobile time entry, artificial intelligence BOTS that respond to KPI inquiries, consolidated sales order invoicing, and a dedicated marketplace for finding Sage-connected third-party applications.

September - Expected later this year, **Version 2019** will bring real-time bank feeds and auto-clearing integrated with bank reconciliations, eCommerce integration for online businesses and customer self-service, a "Google-like" global search engine for Sage 100, mobile employee expense management, modernization of the Work Order module, and much, much more. Stay tuned to 4acc.com for more updates on Sage 100 2019 as they are made available.

Sage Sessions Reminder!

The Sage Sessions is a single-day event designed for Sage customers driving our economy. 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.

Register for a Sage Sessions near you

Sage Sessions New York	**July 24, 2018**	**New York, New York**
Sage Sessions Seattle	**August 7, 2018**	**Seattle, Washington**
Sage Sessions Vancouver	**October 16, 2018**	**Vancouver, British Columbia**

Visit **Sage.com/us/sagesessions** **for more information**

ACC's Summer Series

ACC's annual Summer Series is a series of digital "lunch & learn" events meant to help you get the most out of your ERP system by providing helpful tips and tricks, tutorials, and information about specific modules and enhancements.

Every Wednesday in July and August starting at 12 PM EDT, we'll host 30 to 60-minute webinars that cover a broad range of topics at varying technical levels and scale.

July 11th	**Navigate your Business with Business Insights Explorer for Sage 100**
July 18th	**An Introduction to Sage Intelligence**
July 25th	**Avoid Saying "If Only we had Known!" with Sage Alerts & Workflow aka KnowledgeSync**
August 1st	**Your Sage 100 System and Excel Working Together**
August 8th	**Go Digital with DocLink, Document Management: A Day in the Life of the Paperless Office**
August 15th	**Introduction to BI360: A Better Reporting and Budgeting Option**
August 22nd	**Sage 100 Tips & Tricks**

Visit 4acc.com/webinars/ for more information and to register

ACC Updates

Company Highlights

For the second time, ACC was named one of CIOReview's Top 20 Most Promising Sage Solution Providers!

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2018 Q2 Blog Highlights

Organizational Change Management During ERP Implementations

The Benefits of Business Process Mapping for ERP Success

ERP Training Best Practices

Planning and Executing a Postmodern ERP Strategy

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