



SOFTWARE • SOLUTIONS

# 2021 Q1 NEWSLETTER

## Inside the Issue

### Page 2

Acumatica 2021  
R1 Release

### Page 4

What's New  
in Sage 100?

### Page 5

Sage and  
Acumatica  
User Groups

### Page 6

Third Party  
Spotlight

### Page 8

Company  
Highlights

sage 100

 **Acumatica**  
The Cloud ERP

Certified Partner

# Acumatica 2021 R1 Release

## Save Time with Superior Usability

Acumatica delivers award-winning usability unrivaled in the industry as a 100% browser-based cloud ERP that you can access from any device with an internet connection. Our modern UI and flexible workflows are why Acumatica consistently ranks highest in usability. In 2021 R1, we build even further on Acumatica's comprehensive mobile image recognition capabilities. Acumatica users can seamlessly navigate to external URLs from General Inquiry results, saving time. We have also enhanced side panels by providing arranging and ordering capabilities. Acumatica users are now even better equipped to deliver their best work in less time.

### Feature List for Usability:

- Create CRM contacts automatically with mobile image recognition for business cards
- Enhance side panels with ordering and visibility
- Navigate seamlessly to external URLs from Generic Inquiry (GI) results
- Easily send targeted customer communication through filtered GI results

## Gain a Competitive Edge with Best-in-Class Functionality

Acumatica is tailor-made for midmarket growth businesses. Our platform delivers intelligent, industry-focused business functionality with the mission-critical capabilities and productivity aids required for Commerce, Construction, Distribution, Field Service, and Manufacturing. Acumatica provides best-in-class capabilities by embedding core functions into a single business-wide software suite. In 2021 R1, we deliver new features and enhancements to all our industry editions.

### Feature List for Financials and CRM:

- Simplify operations with centralized vendor management
- Enhance the quality of your CRM data with Acumatica's intelligent deduplication technology
- Maximize potential sales and simplify support by tracking contacts on sales orders

### Feature List for Distribution and Commerce Companies:

- Streamline cross-company sales with stock items—and automatically create corresponding purchase orders and sales orders
- Maximize product offerings to your target market through enhanced drop-ship workflows
- Reduce collections by gathering commerce order risk dataIncrease control through granular sync options with custom commerce fields



## Feature List for Manufacturing and Field Service Companies:

- Access product lifecycle management capabilities through Arena integration
- Make accurate delivery commitments to customers through APS capable-to-promise capabilities
- Simplify cost tracking by linking AP bills to field service appointments
- Boost customer responsiveness by simplifying field service invoice correction

## Feature List for Construction Companies:

- Increase usability with Procore integration enhancements
- Benchmark against peers and see how your company is performing with CFMA benchmark

## Grow Your Business with a Powerful, Flexible Cloud Platform

Acumatica provides a future-proof cloud platform with native mobility, an intuitive user interface, and unique features that connect easily to extended applications with artificial intelligence and machine learning. Our true cloud platform is optimized for performance, scalability, and security. In 2021 R1, we continue to strengthen our AI/ML capabilities with mobile image recognition for business cards. We provide a visually intuitive KPI Meter on Acumatica dashboards—set dynamic goals and see how you're tracking against your goals at-a-glance. Optimize all your application workflows with Acumatica's sophisticated visual state automation engine. We also provide localization support in the French-Canadian language for our Canadian customers.

## Feature List for Platform:

- Use AI/ML-powered mobile image recognition for business cards
- Set dynamic goals and track your KPIs at-a-glance with our new KPI Meter on dashboards
- Support Canadian markets with localization support including the French-Canadian language
- Optimize application workflows throughout the Acumatica suite with our workflow engine



**Acumatica Cloud ERP**  
New Release 2021 R1





# Sage 100 Updates

## What's New in Sage 100 2021?

Although the full release will not be available until mid March, here are some updates being made to the 2021 release.

- Projected Demand for IRP (Inventory Requirements Planning): Projected Demand for IRP will help manufacturers and distributors to plan their inventory purchasing needs further in advance.
- Alignment of Sage 100 cloud versions with Sage Production Management, Operations Management and MultiBin: Sage and Scanco have set a firm calendar that outlines exactly when Sage Production Management and Sage Operations Management will be aligned with the latest version of Sage 100cloud
- End of support for Work Order and MRP coming in March 2023

## Sage Partner Cloud

This program allows current Sage 100 on premise customers to be moved to a hosted cloud through Microsoft Azure Sage Partner Cloud is meant to help customers with a modern up-to-date solution in a flexible and scalable cloud environment.

Some benefits for moving to the cloud are

- Scalability: Never pay to maintain more data servers than you need as your company grows
- Accessibility: Always available wherever you are
- Savings: Greater workload flexibility, energy efficient infrastructure and better server utilization rates all make public clouds more efficient than enterprise owned data centers
- Correlation with Higher Returns: Moving to the cloud early and investing in this technology can lead to higher returns

## The Importance of Updating Your Sage 100 Software

As new editions of Sage 100 release, it is important to consider updating your software. Staying on an outdated version poses many risks like security issues, crypto locks and data hacks. Here are some benefits of upgrading your software.

- New features/ Better User Experience
- More Productivity among Users
- Lower Costs
- Keep in Compliance with Government Regulations

For more information on the importance of upgrading your software, visit our blog post, ["The Importance of Updating Your ERP Software."](#)

# ACC Software Solutions

## User Groups Recap

ACC Software Solutions announced the release of User Groups in December 2020. With a lot of hard work and a determination for success, we were able to successfully host an Acumatica and Sage User Group meeting during the second week in February. Here is a quick summary of the first meetings.

### **Sage User Group meeting: February 9th**

The Sage User Group meeting covered both technical tips and upcoming events at Sage. Specifically, it covered:

- Review of Sage 100 2020 release
- Introduction to Sage Partner Cloud
- How to use Business Insights Explorer
- Sage City Software Suggestions

After the presentation, attendees were asked what third party applications they were most interested in seeing. The most popular add-ons were Sage Inventory Advisor, Sage Alerts and Workflows and Scanco. Be on the lookout for these add-ons to be featured in the next User Group meeting!

### **Acumatica User Group meeting: February 10th**

The Acumatica User Group meeting covered both technical tips and upcoming events at Acumatica. Specifically, it covered:

- The Always Updated program
- How to Create Pivot Tables
- Acumatica 2021 R1 Release
- Hand-on Walkthrough of Generic Inquiry

After the event, users were asked what third party application they were most interested in seeing. The most popular add-ons were Velixo, Avalara and Advanced Budgeting. Be on the look out for these third parties to be featured at the next User Group meeting!



#### **Upcoming Dates for User Group meetings**

**Acumatica: April 14th**

**Sage 100: May 12th**



# Third Party Spotlights



Advanced Budgeting gives you the ability and the flexibility to use sub-ledgers to create, modify, update all the details making up your budgets. By using sub-ledgers to create unlimited budgets, you get the capability to drill-down into the details, gain insights into potential patterns, and bring together multi-company budgeting with ease.



Advanced Commissions enables you to set up a formula for any field and then forget about it. It leverages the power of Acumatica GLs to calculate commissions on reaching milestones/goals, split commissions in any way (on sales orders, project tasks, etc.)



DocLink, the only Sage-endorsed solution of its kind, helps companies connect people, processes and data providing them with the ability to store, search, retrieve and send any document securely. DocLink effectively eliminates the need for paper while automating processes that improve organizational efficiency and reduce costs associated with human errors.



NETSTOCK is an affordable cloud-based Inventory Management solution that provides further functionality to your Acumatica ERP by allowing you to classify items, forecast, order and procure your inventory using intelligent data.



## PrintBoss

PrintBoss is a Sage add-on that allows you to print checks from multiple bank accounts or from multiple companies onto one blank check stock. PrintBoss accepts company and payment information from Sage and pairs it with the correct bank information (i.e. account and routing numbers) stored in PrintBoss. It then formats your checks, including logos and electronic signatures, to automatically print your checks on your local printer. You can create check approval workflow to satisfy the need to approve checks.

sage 100

## sage Inventory Advisor

Make better inventory decisions with an intuitive, cloud-based application built on decades of best practices and tailored to the small & medium-sized business. Free up cash gathering dust in the warehouse, save carrying costs, increase sales and profits and improve the customer experience. All with a low-cost and rapidly deployed tool accessible from any device, any time, anywhere

sage 100

## ShipStation®

ShipStation is the world's leading web-based shipping solution that helps ecommerce retailers import, organize, and ship orders quickly and easily—wherever they sell, however they ship. ShipStation's features include customizable automation rules, multi-carrier shipping with rate calculators, batch printing, and much more. Integrate all of your marketplaces and selling channels—Amazon, eBay, Shopify, Magento, Squarespace, and more. Take advantage of ShipStation's discounted shipping rates with UPS, USPS, or FedEx.

sage 100

## Velixo

Velixo Reports is an Excel-based reporting tool that was built from the ground up for Acumatica, by Acumatica Experts. Velixo Reports adds a new toolbar to Excel and more than 60 functions specially designed to work with General Ledger, Project Data and Generic Inquiries. As the premier solution for reporting with Acumatica, Velixo provides a tight integration and leverages the unique capabilities of your Acumatica Cloud ERP with features such as Smart Drilldown, Smart Refresh, Writeback, Consolidations and Advanced Security.

  
**Acumatica**  
The Cloud ERP

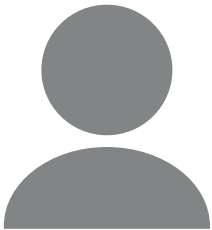




## Company Updates

### ACC Updates

Coming Soon:  
Customer Success Manager



Coming to our Youtube  
Channel: Demo Videos for  
commonly asked technical  
questions!



SOFTWARE • SOLUTIONS

#### Contact Information

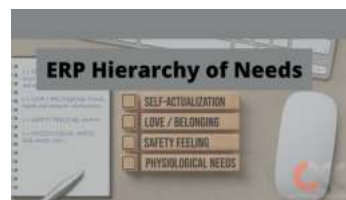
535 Rt 38, Suite 320  
Cherry Hill, NJ 08002  
(856)335-1010  
info@4acc.com  
www.4acc.com

### Q1 Blog Highlights

Why ERP isn't "One Size Fits All"



ERP Hierarchy of Needs



Common ERP Objections



What's New in Acumatica 2021 R1?



Follow us on Social Media!

