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A Word from the ACC President

SEAN ATKINS

Wow, this year flew by! I can't believe we're getting ready to head into 2023. As the holiday season is upon us, I find myself reflecting on the past year and those who have helped to shape ACC Software Solutions. It's been quite a year for us all! I hope that this year has been just as memorable for you, your colleagues, and your loved ones. I look forward to working with you and your team in the years to come, Happy Holidays!

This issue:

Sage Book Club

6 BOOKS TO INSPIRE YOUR BUSINESS JOURNEY

Every business journey comes with its highs and lows. So often, these moments are determined by how inspired an individual feels and whether they are motivated to take that next leap.

Sage asked three business experts to share books that have inspired and helped them to achieve great things. From expanding your point of view to helping you spark new ideas, these top picks could give you the push you need to achieve great things.

1) Influence is your Superpower *by Zoe Chance*

This book helps you rediscover the superpower you were born with. Zoe shares knowledge regarding people's subconscious and the power of communication in wielding your influence to generate ethical, positive results.

She tells us what the magic question is to influence others and it really works: What will it take? For example, ask a team member "What will it take to achieve our sales goal?", instead of telling them to just achieve that goal.

2) Love is the Killer App *by Tim Sanders*

This book is a guide to career success, highlighting love as the key to surviving in the business world. From almost 20 years ago, this book predicted how important your online business and social network would become to your life; how caring about and connecting with others makes the biggest difference.

Sanders is passionate about reintroducing love into business and the positive effects that truly knowing your colleagues and creating a friendly workplace can have.

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3) The Difference You Make: Changing the World through the Impact of Your Influence *by Pat Williams and Jim Denny*

This uplifting book by the former Senior Vice President of the Orlando Magic encompasses everything we need to know about being a decent person and paying it forward. Williams believes we all have the power within us to bring positive influence to others and you don't need to be a celebrity to do so. The influence we use in life should be for the betterment of the people we touch, he says, not for self-entitlement.

4) High Velocity Hiring: How to Hire Top Talent in an Instant *by Scott Wintrip*

Wintrip is a well-known savant of successful hiring tactics. He helps some of the largest organizations in the world elevate, streamline, and create a recruiting "machine" that brings the right people into an organization without wasting any time. Yes, we live in a time of high unemployment, but many companies are looking to hire quickly.

Wintrip's hiring strategies are useful and appropriate in any economic situation and will save you time, money and increase the value you bring as a hiring company.

5) Be Like Amazon: Even a Lemonade Stand Can Do It *by Jeffrey Eisenberg, Bryan Eisenberg, with Roy H. Williams*

Be Like Amazon is an enjoyable and swift read given the wonderful fabric of the narrative. It shows a journey of an older, seasoned businessperson advising a young entrepreneur on a road trip—but never tells us where they're going! Any business can be a brand like Amazon – see what you can learn today.

6) The Stripped-Down Guide to Content Marketing: Success Secrets for Beginners *by John Egan*

The Stripped-Down Guide to Content Marketing tells it like it is and doesn't hold back to show the extremely hard work that goes into legendary content marketing campaigns.

Sage 100 Year End

YEAR END CHECKLIST

Do you have questions on how to close periods or the year in Sage 100? Luckily we've provided this checklist to answer all of your questions. It guides you through all aspects of your financial reporting process. When you're running a small/medium sized business, every minute counts, especially when the year-end draws closer. Perhaps, you've spent a lot of time trying to set up and understand your Sage 100, but you're not making any headway. We know how it feels.

The newly released Sage 100 year end checklist provides actionable answers to common questions small and medium-sized businesses like yours have about preparing their Sage 100 Year-End. Because, it walks you through each step of the accounting process, enabling you to take care of your entire end-of-year financial reporting yourself.

Step 1) This report is what makes up your balance sheet and income statement.
- Print the General Ledger Trial Balance using the last day of month once all activity for the month has been entered.

Step 2) Have you revied this for collections and write offs?
- Print the Customer Aged Receivables Report – a detail list of how much your customers owe your business.
- The Accounts Receivable general ledger account balance found on the General Ledger Trial Balance should = the total amount due found on the Aged Receivables Report

Step 3) This report presents money you owe vendors.
- Print the Vendor Aged Payable Report – a detail list of how much you owe other businesses or individuals
- The Accounts Payable general ledger account balance found on the General Ledger Trial Balance should = the total amount due found on the Aged Payable Report

Step 4) This report should represent stock you have on the shelf.
- Print the last page of the inventory valuation report – a detail list of the items you have in your warehouse and their value.
- The Inventory general ledger account balance found in the General Ledger Trial Balance should = the total inventory valuation amount found on the Inventory Validation Report

Step 5) This is the gross wage for your staff.
- If your company calendar year is January to December, then print the year to date payroll earnings report or get it from your payroll service provider.
- The Payroll Amounts for Salary and Wages Accounts found on the General Ledger Trial Balance should = The total YTD Gross on the Yearly Earnings Report

Step 6) Do you know how much available cash you have?
- Perform your monthly bank reconciliation – when completed it should agree to the available cash balance in your checkbook.
- The Cash Accounts general ledger balances found on the General Ledger Trial Balance should = the reconciled checkbook balance once the bank reconciliation has been completed.

CONSIDER THESE ITEMS IN THE SAGE 100 YEAR END CLOSE CHECKLIST AT THE END OF THE YEAR

- ✓ Write off bad debts
- ✓ Close unwanted purchase orders
- ✓ Issue 1099's to vendors
- ✓ Print W2's
- ✓ PDF copies of YTD payroll reports
- ✓ Performs a physical inventory count
- ✓ Post asset depreciation
- ✓ Consider online accounting software

SAGE 100 YEAR END FAQ'S

What if I'm a cashed based business?
- Then the bank reconciliation is a critical step so you confirm all the money you are spending has been recorded and all the money you are being paid and have deposited has been recorded.

What else do I need to consider?
- There may be many more steps that need to be completed each month. A month end checklist is important to help you make sure necessary tasks are being completed each month.

What is my accounting system is not in balance after I complete the month end close checklist?
- If you find discrepancies on any of these steps, contact your consultant.

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Acumatica Year End

ACUMATICA YEAR END CLOSING OVERVIEW

In Acumatica ERP, a financial year is closed automatically when you close the last period of the financial year. Therefore, you should close the last period of a particular financial year only when the company is ready to close the financial year.

The year-end closing includes the following stages:
1. Generating periods for the new year and opening at least one of these periods (this action is performed by using Master Calendar Generation).
2. Carrying out the operations on your company's "year-end" checklist.
3. Closing the last period in the General Ledger module (this action is performed by using Close Financial Periods). See the Closing a Period in Subledgers and Closing a Period in General Ledger section.

During closing of the financial year, the balance of YTD Net Income account updates the Retained Earnings account, which accumulates the net income over years. After that, the balance of the YTD Net Income account is reset to zero for a new financial year. The balances of the balance sheet accounts are transferred into the new financial year, while balances of other accounts are reset to zero.

ACUMATICA YEAR END CLOSING PROCEDURES

Follow your company's internal procedures to determine the prerequisites to closing a financial period. The following tasks might be required to be completed before performing a period close:
- ✓ Generating recurring documents and releasing them
- ✓ Performing allocations
- ✓ Performing revaluation of currency accounts
- ✓ Release and depreciation of Fixed Assets
- ✓ Tax adjustments
- ✓ Inventory adjustments
- ✓ Generating and reviewing the trial balance

To close a period in the General Ledger, you must first close the period in the subledger modules that are being used. These include the following:
- ✓ Accounts Receivable
- ✓ Accounts Payable (at year-end you must print out the 1099-MISC Form report and close the year for 1099 payments)
- ✓ Cash Management
- ✓ Fixed Assets
- ✓ Taxes
- ✓ Inventory

Optional: You can also close the period in subledgers along with the general ledger after performing period-end activities. Please refer to your company's internal procedures.

Acumatica
The Cloud ERP

Acumatica Tops Customer Rankings for Third Consecutive Quarter

CLOUD ERP LEADER ACHIEVES G2 TOP SPOTS IN KEY PRODUCT USABILITY AND CUSTOMER RELATIONSHIPS CATEGORIES

Reflecting the company's commitment to "putting customers first," Acumatica, the world's fastest-growing cloud ERP company, solidified its leadership position in the ERP industry by achieving No. 1 rankings in seven separate categories in the G2 Fall 2022 reports. This is the third consecutive quarter Acumatica has earned these No. 1 rankings.

G2 is the world's leading business solution review platform. Business professionals, buyers, investors, and analysts use the site to compare and select the best software and services based on user reviews. The rankings are based on feedback from actual users of the products who responded to questions featured in the G2 review forms.

> "Our customers are central to everything we do," said John Case, CEO of Acumatica. "The fact that G2's ratings and reports are based on real customers' reviews and experiences makes these recognitions all the more meaningful and validates our relentless commitment to prioritize the customers' needs as we continue to innovate our solutions."

Acumatica maintained its first-place position in the following categories:

Usability Index
- ✓ Best Mid-Market ERP Systems
- ✓ Best Overall Distribution ERP

Relationship Index
- ✓ Best Mid-Market ERP Systems
- ✓ Best Overall Distribution ERP
- ✓ Best Mid-Market Distribution ERP
- ✓ Best Overall Project-Based ERP
- ✓ Best Mid-Market Project-Based ERP

As a customer-centric company, Acumatica is committed to providing a state-of-the-art, user-friendly cloud ERP solution. The company exhibits this by releasing biannual product updates that enhance its offerings to customers. The most recent of these updates, 2022 R2, was released in September 2022 and provides Acumatica customers with increased usability, reduced geographic limitations, and improved targeting of micro-verticals.

By continuing to dedicate time and resources to fostering positive customer relationships, Acumatica has seen more than 80% growth in the Acumatica Amplifiers program, a program dedicated to amplifying customer voices by unlocking opportunities for customers to grow their brands, share their industry knowledge, and help shape the Acumatica product roadmap.

Top ERP Trends We Expect to See in 2023

THE ERP EVOLUTION IS DRIVEN BY THE INDUSTRY'S RACE TO INCREASE EFFICIENCY AND MANAGE OPERATIONS.

The world of ERP is rapidly evolving. Advanced tools and technologies are gaining power and making platforms more sophisticated than ever before. It brings an assortment of opportunities, complexity, options, and risk.

With a clear understanding of where industry and software trends are headed, businesses can accurately plan strategies and overcome potential restrictions, thus preserving a simple competitive advantage. It's time to either evolve with the world or be left behind.

A bigger shift towards mobile devices. The shift towards remote working means requires the ability to access information from anywhere, at any time. More than ever, end-users are using mobile devices to access work- related information.

More cloud-based ERP solutions. Cloud solutions offer various benefits including the choice of a system fully established in the cloud, or deploying a hybrid model (which still offers a degree of control for IT teams). Businesses who are still choosing to use on-premise, legacy systems (which are becoming obsolete) are going to struggle to keep up with developing technology.

Increased focus to deploy IoT. Simply put, IoT (internet of things) devices connect to each other in order to centralize data collection from various channels, deliver personalized experiences to customers, enable effective management of BI, and create the potential to connect to other systems in future.

Stricter focus on security. The shift towards remote work has only increased threats against cyber-attacks, data breaches, and challenges associated with data security. As a result, businesses are intensifying their efforts to secure their ERP systems – especially with new data privacy laws and recent high-profile data breach incidents.

Advancement in ERP Intelligence. More platforms are incorporating technologies like Artificial Intelligence (AI), Machine Learning (ML), and Robotic Process Automation (RPA). Combined, AI and ML can help businesses extract higher quality data, cut unnecessary costs, get more value from data, and improve forecasting.

Events with ACC

ACUMATICA 2023 SUMMIT

Acumatica's annual Summit is what we call "ground zero" for the Acumatica community. It's the time and place where our customers, partners, developers, and industry analysts can be in the same place at the same time to collaborate, innovate, and accelerate their success in the cloud. The familial atmosphere and beautiful surroundings enhance the week-long event, and we look forward to it every year.

When: Sunday January 29 - Friday, February 3, 2023
Where: Las Vegas, Nevada at the Wynn Las Vegas

ACUMATICA USER GROUP MEETING

The Acumatica Q1 2023 User Group meeting is approaching fast! This event will be filled with essential information to help you get the most out of your ERP solution. Be sure to tune in to see the latest features and updates to the Acumatica software, learn about the OAuth Office 365 procedure, and see some useful tips and tricks from the ACC Software Solutions technical support team.

To register for this upcoming User Group Meeting, visit the ACC website. Click 'Recourses' > 'Webinars: Scheduled and Recording' and choose the Acumatica User Group Event.

SAGE 100 USER GROUP MEETING

The Sage 100 Q1 2023 User Group event is right around the corner. Be sure to have at least 1 member from your team attend the event and convey the important information to the remainder of your team. This event is essential to the longevity of your software. We'll discuss the new software release, updates to the Microsoft OAuth integration, and of course, useful tips and tricks from our ACC team

To register for this upcoming User Group Meeting, visit the ACC website. Click 'Recourses' > 'Webinars: Scheduled and Recording' and choose the Sage 100 User Group Event.

SAGE AP AUTOMATION WITH BEANWORKS

Join this webinar hosted by Sage AP Automation on Tuesday, December 13 at 10amPT/1pm ET, to learn how you can overcome the resistance of the C-suite and craft a winning business case to implement AP automation for your team.

They will cover:
- How AP automation reduces costs up to 70%
- How AP automation increases invoice processing speed up to 80%
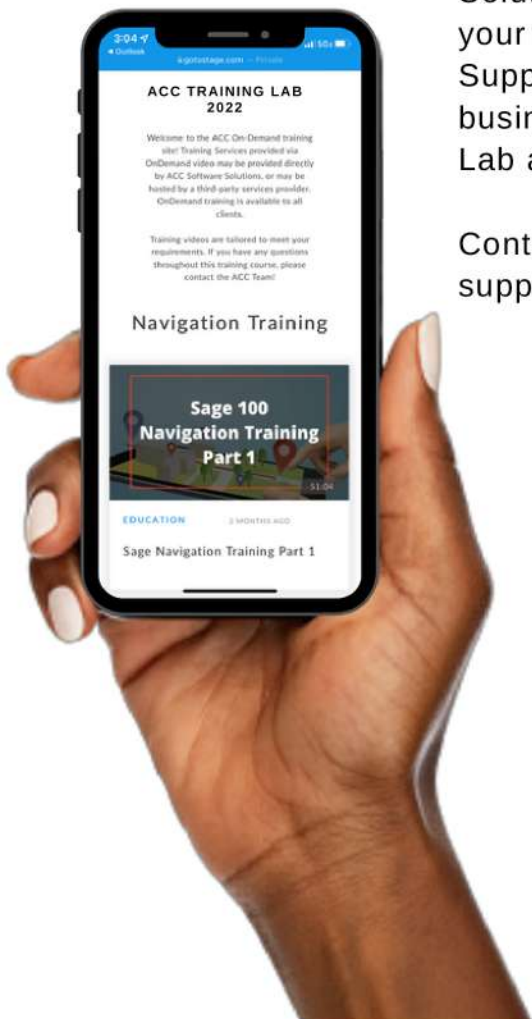- Why employee productivity increases up to 6X with the right tools

ON DEMAND
Learn. 24/7. At your pace. On your schedule.

Data Entry Screens in Sage 100

Sage Navigation Training Part 2

ACC Software Solutions Training Lab

LEARN. 24/7. AT YOUR PACE. ON YOUR SCHEDULE.

ACC Software Solutions is proud to announce the release of the ACC Training Lab! The ACC Training Lab is now available to Sage 100 customers who are on an ACC Software Solutions support plan! Solve a specific problem, re-fresh your memory, or help on-board a new employee. Your ACC Support plan is tailored to accommodate the needs of your business; enjoy the flexibility of viewing the ACC Training Lab at your convivence, because it's on-demand!

Contact an ACC Software Solutions support specialist at support@4acc.com to receive access to your training lab!

ACC TRAINING LAB
2022

Navigation Training

Sage 100
Navigation Training
Part 1

EDUCATION

Sage Navigation Training Part 1

Sage

VERSION 2022 NOW AVAILABLE!

Acumatica
The Cloud ERP

TRAINING LAB IS NOW AVAILABLE!

TrueCommerce™

TrueCommerce delivers the most complete and scalable EDI solution that makes it easier and more cost-effective to do business with your trading partners.

With TrueCommerce, easily integrate each element and use connected applications like multi-carrier shipping, business analytics, and a suite of tools that manage key components such as orders, inventory, drop-ship vendors, and product information.

Avalara

Avalara helps businesses of all sizes get tax compliance right. In partnership with leading ERP, accounting, ecommerce, and other financial management system providers, Avalara delivers cloud-based compliance solutions for various transaction taxes, including sales and use, VAT, GST, excise, communications, lodging, customs duties and other indirect tax types.

CONTACT US FOR AN IN-DEPTH DISCUSSION ABOUT YOUR EVOLVING SOFTWARE NEEDS.

ScanForce™

ScanForce specializes in developing innovative solutions and delivering unmatched support to our Sage 100 clients. We utilize barcodes and mobile devices to optimize warehouse and inventory management processes, empowering teams to work on the go.

Whether you need to streamline workflow, track inventories, or create labels, ScanForce gets the job done in no time.

Beanworks
by Quadient

For all businesses – small or large, local or global – every customer interaction is critical. Today, a business transaction is much more than that – it's an opportunity to make a meaningful connection. A moment to make a positive impact on someone's life. It's an opportunity to turn a customer into a brand advocate — a chance to create a customer for life.

Quadient is the driving force behind the world's most meaningful customer experiences.

FOLLOW ACC ON SOCIAL MEDIA

ACC is ramping up our social media presence with new daily updates including: technical videos on YouTube, blog posts, news, and industry insights, on Facebook, LinkedIn, Twitter, and Email. Follow us for the most recent industry highlights!

2022 BLOG, VIDEO & WEBINAR HIGHLIGHTS

ACC posts new blogs and videos weekly! You will find blogs to answer your technical support questions, implementation do's and don'ts, and even video blogs for more in depth information. To find a blog that best fits your needs visit us online at www.4acc.com/blog/.

Boost Employee Engagements and Profitability

Catch up on this quarter's ACC Webinar Events to get the most of your ERP solution! Re-watch live events at your convince or register for upcoming events with the ACC Software Team at www.4acc.com/webinars/.

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Sage

Acumatica
The Cloud ERP