

The **BTS** **Edge**

MAY 2007



Business Technology
Systems, Inc.

Information to unlock the potential of your Sage Software from Business Technology Systems, Inc.



Steve Krueger is the president of Business Technology Systems, Inc., provides system selection, and BusinessWorks and MAS 90 consulting.

Steve can be reached at steve@bts-wi.com or call 920.882.5030.

Upcoming Events

- Business Management Software Showcase
8:00 am - 3:00 pm
Wednesday, June 13, 2007
Liberty Hall, Kimberly, WI
- Sage Summit
November 3-6, 2007
Chicago, IL
www.sagesummit.com

Opportunities

Taking advantage of opportunities when they arise is a matter of timing, luck or good planning. This quarter I would like to share with you some opportunities for you to take advantage of.

On June 19th we will be holding our mid-year users group for Peachtree, BusinessWorks and MAS 90 users at Liberty Hall in Kimberly. Fresh off the Sage Insights Reseller conference we will be attending while this newsletter is distributed, we will bring you the latest news, versions and opportunities from Sage Software regarding the software you're currently using. Look for your invite via email or mail or visit the Events Calendar on our website for June to register.

November 3-6 Sage Software will be holding its annual user conference called Sage Summit in Chicago, IL. Being together with 2,500 other users of Sage Software, learning from each other and from Sage how to better utilize your software is something every client should participate in, since this users conference is so close to home. Visit www.sagesummit.com for more information and registration.

If you are considering looking for a new accounting and business management system, Business Technology Systems is a proud sponsor and coordinator of a unique opportunity being held June 13th at Liberty Hall in Kimberly. The Business Management Software Showcase will be presented by five sponsors representing twelve products from Sage Software and Microsoft for your review. Peachtree, MAS 90, Accpac, MAS 500, JobOps, MasterBuilder, Timberline, Microsoft Dynamics GP and NAV, Sage CRM, Sales Logix and Microsoft CRM will be showcased in the one day event. Please visit www.bmsshowcase.com for more information and registration.

Have you taken advantage of the Business Systems Review offered by Business Technology Systems? Provided at no charge to clients, we will spend time with you reviewing your current technology systems (both automated and manual) and provide recommendations for improvement. The initial meeting is 1-2 hours and results in a management report outlining the current state of your systems and opportunities for improvement. Contact your consultant to schedule this meeting that will certainly improve your business's satisfaction with your current systems.

Our website is constantly updated with information you can use regarding your Sage Software products. Please take a moment and visit www.bts-wi.com and let us know other ways we can be of value to you and thank you for your relationship with Business Technology Systems.

Check it out!

Mid-Year Users' Group
8:00 am - 1:00 pm
Tuesday, June 19, 2007
Liberty Hall, Kimberly, WI

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BusinessWorks Realtime Learning

Sage Software makes training more convenient than ever through Live Realtime Learning Courses that allow you to participate in an interactive, instructor-led event via your Web browser. For registration and class descriptions, go to www.sagesoftwareuniversity.com, select Sage BusinessWorks and then click on the Realtime Learning link. Here are some of the upcoming classes:

- Managing your Cash Accounts – May 17
- Reconciling your AR & AP Made Easy – June 7
- Ins and Outs of Inventory Control – Initial setup and Basic Usage – June 21
- Ins and Outs of Inventory Control – Reconciling and Reporting – June 28
- Taking the Mystery out of Designing Custom Reports – July 12
- Time Saving Tips – July 19

Sage BusinessWorks and Microsoft Vista

Effective January 30th, the Vista operating system is generally available to new and existing PC users. The currently shipping version of Sage Businessworks is not fully compatible with the Vista operating system.

- Version 7 workgroup “client” is not compatible with Vista
- Version 7 workgroup “server” may be compatible with Vista. Early investigation has shown that it may be possible to configure the program to run on the server, however, until testing is completed, Vista is not recommended nor is it supported.
- Version 7 Client Server edition is not compatible with Vista. This includes both the client workstation and the server.

It is important to note that the compatibility issues with Vista are not isolated to BusinessWorks, but Vista also impacts many of the third-party products that BusinessWorks integrates with including Crystal Reports. Sage Software is making significant investments to ensure Sage BusinessWorks Version 8 will be fully Vista compatible.

Enhanced Payroll Tax Reporting for Sage BusinessWorks

Starting in Sage BusinessWorks version 7, you can print tax reports using the Enhanced Tax Reporting feature. Enhanced Tax Reporting will produce print and file copies of the 941, 940, UC101, WT6 and many more federal and state tax forms.

Normally under Payroll, Taxes, you would print the following reports on a quarterly basis and copy them to the forms sent to you or complete via the internet: Print 941 Worksheet, Print Unemployment Worksheet and Print State Tax Reports. While we still recommend you print these reports, BusinessWorks Enhanced Tax Reporting will walk you through completing the print and file copies of the common quarterly reports.

Under Payroll, Taxes, Enhanced Tax Reporting and eFiling, select the 2006 941 from the menu. The system will ask you to download a quarterly update. You will need your user id and password for Sage Online Services. Select the Federal and WI updates and new forms for the quarter will download.

For the 941, there are a number of fields the system will request that you complete (in red) and will walk you through the process of printing your copy and a copy to sign and send in.

Select the Form Type of State and WI to get a list of the forms for Wisconsin and select the WI UCT-101 and complete the items requested.

While these are the reports you will complete during the year, you will also be able to complete the 940 and WT6 at the end of the year. If you have any questions on using the Enhanced Tax Reporting and eFiling capability in BusinessWorks, please do not hesitate to call.

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Steve Krueger is the president of Business Technology Systems, Inc., provides system selection, and BusinessWorks and MAS 90 consulting.

Steve can be reached at steve@bts-wi.com or call 920.882.5030.

Promotions

Buy any one module and get 10% off. Buy two or more modules and get 15% off. Plus, with any purchase, you can get Custom Office for \$99. This offer is valid for existing BusinessWorks customers only, and expires June 29, 2007.

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Sue Wolf, CPA, is a member of the MAS 90 team.

You can reach her at sue@bts-wi.com or call 920.882.5030.



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MAS 90/200 Version 4.2 Has Arrived!

MAS 90 and 200 version 4.2 was released in March 2007, and hopefully you have received your copy of this exciting new software by now.

MAS 90 and 200 version 4.2 contains new inquiry tools and reporting capabilities to make analysis and decision-making more straightforward. Enhancements throughout the software make data entry and navigation more natural and intuitive. The object-oriented architecture introduced in version 4.0 has been expanded throughout the core accounting applications, plus integration with CRM solutions and a new fixed asset management module extend the capabilities of your software.

Accounts Payable:

The 4.2 release includes a wide range of customer-requested enhancements within the Accounts Payable module that provide improved usability and streamlined workflow. Some of the new features in Accounts Payable are listed below:

| | |
|--------------------------------------|------------------------------------|
| Streamlined, Personalized Grid Entry | Right Mouse Click Your Smart Memos |
| Crystal Reports | Vendor Maintenance |
| Personalized Report Settings | Registers, Manual Check Entry, and |
| Quick Print | |
| Powerful UDFs | Forms and Reports |
| Improved Batch Auditing | |

Business Insights Explorer:

Business Insights Explorer is an easy-to-use, on-the-fly, inquiry and analysis tool that improves your decision-making by helping you identify opportunities, inefficiencies, challenges, successes, and more. With a smartly designed grid interface, it displays information from across the Sage MAS90 or 200 system. You get a perfect view into important information and tasks, as well as immediate answers to unanticipated inquiries without an existing report. You can even drill down and edit information at the transaction level directly from Business Insights Explorer.

You can turn your data into actionable, fact-based knowledge by using the powerful sort, group, and filter capabilities that you can personalize for your specific needs and even save those views for future use. Get quick answers to those "what-if" scenarios that may otherwise keep you awake at night. Because of its intuitive flexibility and depth of functionality, it will continue to grow with you and your business far into the future.

Fixed Assets Module:

Manage your assets effectively from acquisition to disposal. With the new Fixed Assets module for Sage MAS 90 and 200 version 4.2, you'll fully utilize assets, account for their value, and reap tax benefits whether your fixed assets inventory is 10 or 1,500 assets. Fixed Assets provides you with fast, dependable, customizable fixed asset management so you can maximize your bottom line.

Utilize over 300,000 IRS and GAAP rules, seven books (Internal, Tax, ACE, AMT, State, and two user-definable books) and over 50 methods of depreciation including, MACRS, ACRS Straight Line, and Declining Balance. As a vital part of your core accounting solution, Fixed Assets combines acknowledged depreciation expertise and user friendliness with the added power, data security, and functionality that your business situation demands.

CRM Integration:

Version 4.2 integrates with three CRM solutions from Sage Software. You have the freedom to choose the CRM level that's right for your business. Your staff will be able to readily manage customer relationships with immediate access to critical customer data. Plus, you'll increase productivity throughout your business with real-time data sharing between your CRM solution and your Sage MAS 90 or 200 system. You'll gain remarkable efficiencies by allowing your salespeople to issue sales orders, perform customer inquiries, or view detailed orders and invoices from Sage MAS 90 or 200 without leaving the CRM solution. MAS 90 and MAS 200 integrates with the following CRM solutions: ACT! by Sage, SageCRM, Sage SalesLogix.

Special Promotions

- 25% off any FRx product. Plus, save \$150 on an FRx Realtime Learning Course
- 15% savings on related Starship Products
- 15% savings on e-Business Manager, applets, and related Extended Solutions
- 20% off the hottest Sage MAS 90 and 200 Extended Solutions
- 15% off Silver Plan upgrades and 20% off Gold Plan upgrades

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Martin Cramer performs data conversions, Access programming and develops Crystal Reports.

Martin can be reached at martin@bts-wi.com or call 920.882.5030.

Upcoming Events

Enhancing Your Financial Reporting Capabilities with FRx:

Details: Would you like to organize all the reports and documents you pull together at month-end into one convenient package? Do you wish your reports could be automatically generated and distributed for you? Maybe you want to make it easy for users to get access to FRx reports at any time, and any place. If you answered 'yes', this is the session for you!

Date: Wednesday, May 23, 2007
Time: 12:00pm - 1:00pm

How to Gain a Competitive Edge with Innovative Sage MAS 90 and 200 Extended Solutions:

Details: What are 10 ways you can improve your Sage MAS 90 and 200 system right now? If you are even a bit curious, then you will definitely want to attend this insightful Webcast where you can learn about the most innovative and useful enhancements for Sage MAS 90 and 200.

Date: Tuesday, May 22, 2007
Time: 12:00pm - 1:00pm

Streamline Your Shipping Processes with StarShip:

Details: Take the hassle out of your shipping process through the powerful combination of Sage MAS 90 or 200 and StarShip. See how the integration of this automated manifesting and shipping solution will work to reduce errors, contain costs and increase the flexibility of your shipping methods better than ever.

Date: Thursday May 31, 2007
Time: 12:00pm - 1:00pm

What's New in Sage MAS 90/200 4.2?:

Details: Learn about the latest enhancements in MAS 90/200 version 4.2 including new customization and personalization features within Accounts Payable in addition to numerous customer requested enhancements. Also new to all customers is the new Business Insights Explorer module for comprehensive inquiry and analysis capabilities.

Dates: May 10, June 5, and July 12, 2007
Time: 12:00pm - 1:00pm

Recorded Demo – Business Alerts Professional for Sage MAS90/200:

Details: Learn how to use Business Alerts Professional to keep your finger on the pulse of the business.

Recorded Demo – Distribution Solutions for Sage MAS90/200:

Details: Whether you are looking to add a new distribution solution or to complement your existing Sage MAS 90 and 200 distribution modules, this session will focus on the latest enhancements and key features of the Sage MAS 90 and 200 distribution modules and how they can benefit you and your business.

Recorded Demo – Integrating ACT! by Sage with Sage MAS 90/200:

Details: See how joining the strengths of MAS 90 or 200 and ACT! by Sage Contact Manager, the #1 selling contact management system sold today, will improve your customer/vendor management and office productivity.

Recorded Demo –Sage MAS 200: Moving at the Speed of Your Business:

Details: Don't let a good thing like growing your business, slow you down. If you have ten or more employees needing to simultaneously access your Sage MAS 90 system, an upgrade to Sage MAS 200 could improve your processing time by anywhere from 300 to 1000%.

Recorded Demo – MAS 90/200 Credit Card Processing:

Details: Learn about the features and benefits of implementing Credit Card processing and important tips on what you need to do to get your organization ready. See how easy it is to add the credit card payment option to Sales Order, Accounts Receivable and e-Business Manager.

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Did You Know?

Customizing the Grid Entry Screens:

Did you know that you can customize the grid entry columns in the business framework modules? You can move columns from the primary grid to the secondary grid and vice versa. Also, if you have the Custom Office module, you can right click in the grid to access Form Settings>Customizer in order to add other fields, including UDFs, to the grid as well.

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Joe Huettner, MBA, is the vice president of Business Technology Systems, Inc., and Peachtree team leader.

You can reach Joe at joe@bts-wi.com or call 920.882.5030.

Introducing the Newly Released Peachtree by Sage 2008

Peachtree by Sage 2008 upgrade mailings should be coming your way beginning May 1, 2007. The focus of improvements to the 2008 release are in the areas of reporting functionality.



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Top Enhancements/Improvements for Upgrading Customers

NEW Broadcast Invoices, Improved Hide Navigation Centers, Improved Saving Records and Transactions Performance, New Detail Transaction Report, New Features Splash Screen, Improved Maintenance screens, Auto ID, and User Assistance, Enhanced Report Options, Enhanced Streamlined Report Design, Enhanced Forms Design Improvements, Enhanced Flexible Unit and Quantity Decimal Settings, Improved Additional Drill-Down Capabilities, Improved Custom Date Range Filtering, New Add Attachments

CALL US TODAY AT 920-882-5030 and get maximum introductory savings plus FREE shipping when you upgrade to Peachtree 2008 by June 15th. Also, customers can maximize savings on upgrades and 2008 tax renewals by purchasing an upgrade / tax bundle. This will be the best introductory offer. Customers on version 2005 or earlier must upgrade to receive continued access to support, tax and other add-ons. Check our website (<http://www.bts-wi.com>) for up-to-date [Peachtree pricing](#).

Peachtree by Sage and Microsoft Windows Vista™

Many of our clients have called to ask whether Peachtree will work on the newly released Microsoft Windows Vista operating system. The following highlights Sage's compatibility statement for Peachtree:

Peachtree 2007:

The Peachtree 2007 products were generally available for purchase and upgrade in June 2006 and were originally developed to work with the Windows XP SP2 and Windows 2000 SP3 operating systems. Peachtree Premium 2007 – Accountants' Edition has been tested with Windows Vista Business Edition.

NOTE: Due to Windows Vista default to open in Terminal Services, a Peachtree Accounting patch is required to be installed in order to run Peachtree First Accounting 2007, Peachtree Pro Accounting 2007 and Peachtree Complete Accounting 2007 with the Windows Vista operating system. Without the patch, Peachtree will successfully install but will not run. To receive the patch and resolve the issue, please contact your BTS Peachtree Support consultant at 920-882-5030.

The Peachtree 2007 products will install and run on Windows Vista, however there is certain functionality that will not operate as intended.

Peachtree 2006:

Peachtree 2006 has not been tested on the Windows Vista operating system. We are aware of one important issue related to the Peachtree 2006 release.

Peachtree First Accounting 2006, Peachtree Pro Accounting 2006 and Peachtree Complete Accounting 2006 will not run on Windows Vista.

In order to use Peachtree First Accounting 2006, Peachtree Pro Accounting 2006 and Peachtree Complete Accounting 2006 on Windows Vista, you must upgrade to Peachtree 2007. Once you have upgraded to Peachtree 2007, you must contact your BTS Peachtree Support consultant at 920-882-5030 to receive an updated program file. In addition to supporting the

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current release, Peachtree 2007, our current policy is to provide support for Peachtree 2006 products. This older product is designed and tested to work with Windows XP SP2 and Windows 2000 SP3 operating systems, and **support plans offered by Peachtree directly** will only be honored with products that are running on the operating system supported at product release. Under these plans, Peachtree 2006 will not be supported on the Windows Vista operating system.

Peachtree 2005 or earlier:

Peachtree 2005 and previous versions have not been tested on the Windows Vista operating system. It is expected that versions of Peachtree 2005 and earlier will likely function in the same manner as Peachtree 2006 and 2007.

In addition to supporting the current release, Peachtree 2007, the current policy is to provide support for Peachtree 2005. These older products are designed and tested to work with Windows XP SP2 and Windows 2000 SP3 operating systems, and support plans will only be honored with products that are running on the operating system supported at product release. Under these plans, Peachtree 2005 and earlier not be supported on the Windows Vista operating system.

Remember that Peachtree's standard policy states that any version of Peachtree 2004 or earlier is no longer a supported product, for any operating system.

Should you have any questions about Vista compatibility or if you wish to see the newest release, give us a call at 920-882-5030 today!

MAS 90 Upcoming Events continued from page 3

Recorded Demo – Visual Integrator for MAS 90/200:

Details: The Visual Integrator module provides for fully secure data exchange between your Sage MAS 90 and 200 data and other business applications. See an example of how a company updated its Sage MAS 90 accounting data on a daily basis with the new information entered into a separate database.

Recorded Demo – e-Business Manager for MAS 90/200:

Details: See how you can easily add e-commerce capabilities to your Web site.

Recorded Demo – Return Merchandise Authorization for MAS90/200:

Details: The RMA module for Sage MAS 90 and 200 provides the framework to enter, track and resolve customer returns.

Register online at www.sagesoftware.com/seminars

BusinessWorks Service Packs continued from page 2

Version 6.0 – Service Pack 15 is available.

Version 7.0 – Service Pack 5 is available.

Service packs are available on Sage Software Online (www.sagesoftwareonline.com) to download and update BusinessWorks. These service packs incorporates all prior service packs and includes descriptions of all the changes made in all service pack releases.





Tim Cook is a member of the MAS 90 and Peachtree teams.

You can reach Tim at tim@bts-wi.com or call 920.882.5030.

Did You Know?

Have you been directed to our sharepoint site to download program updates, service packs, tax tables, etc? [Click here](#) to access the BTS Sharepoint site used to share downloads on the products you use. Enter "bts-wi\client" as the user name and "access" as the password.

Is it time to get your CRM ACT! together?

Did you know that Customer Relationship Management tools are the second most commonly used business tools in the world? From a shoe box full of business cards to complex sales force automation software, CRM tools come in all shapes and sizes. One of the most popular CRM tools is ACT! by Sage Software.

ACT! by Sage is a contact management software that has been a leader in the CRM arena since 1987. Designed for small and mid-sized businesses, ACT! by Sage is scalable for 1 to many users. The standard products accommodates up to five concurrent users, while ACT! Premium for Workgroups is scalable to accommodate large workgroups (how many depends upon hardware capability). ACT! also has a web based version, which allows users to access and update a database via the internet.

Much more than a phonebook!

ACT! provides a central database where virtually any piece of contact information can be stored. Apart from organizing the contact information, the centralized data storage allows the sharing of critical contact information among many users. In addition to basic contact data, custom fields can be easily added to the database to suit particular user needs. The interface screens are easily customized, making the application extremely user friendly. Its feature rich functionality makes scheduling, maintaining notes, and file attachments for a contact very easy. ACT! integrates with Microsoft Office applications so that all correspondence through MS Outlook can be automatically saved with the contact record. Microsoft Word can be accessed from within the program to create documents, access templates, or generate mail merges.

Because ACT! is a Sage Software product, links have been created to allow ACT! to interface with Sage Software's most popular accounting applications. Links are available for Peachtree, Businessworks, and MAS90 which allows an ACT! contact record to be linked to a customer record in the accounting application. The link then allows information such as invoice history, payments, open sales orders, return orders, and purchase history to be viewed from the ACT! contact screen. The links also allow certain accounting software tasks such as sales order entry, customer maintenance, and inventory inquiries to be accessed directly from the ACT! toolbar.

Not the same old ACT!

Users of older versions of ACT! will find significant new features and enhancements in the latest version. "Company Records" is a feature added with the release of ACT! 2005 (version 7.0), which allows several individual contacts to be linked to the same company. This makes the ACT! database company-centric, rather single contact oriented. The advantage of a company record is that it allows easy access to all the information of the contacts for a given company. ACT!'s search capability has been enhanced so that a search can be performed simply by right clicking on a field you'd like to search. The latest version, ACT! 2007 (version 9.0) includes keyword search functionality that will search the entire database including notes and history. The "Group" capability is also enhanced with the "Dynamic Members" feature. This ensures that all contacts meeting certain criteria are included in the group.

While ACT! is a very user friendly software package, user reviews indicate that setting it up can be quite challenging. For assistance with ACT! or advice on how ACT! can assist you in meeting your company's CRM needs, please contact us at (920) 882-5030.

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The BTS Edge is presented in a generalized form-professional advice is available from the Business Technology Systems team, profiled throughout this newsletter.

If you have questions or comments on this newsletter, please contact Steve Krueger, Business Technology Systems, at 920.882.5030 or steve@bts-wi.com.

To subscribe or be removed from our newsletter list, please contact Sandy Burrows at sandy@bts-wi.com.

Visit our website at www.bts-wi.com

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