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Issue 5  
2012

# Sage 100 ERP Newsletter

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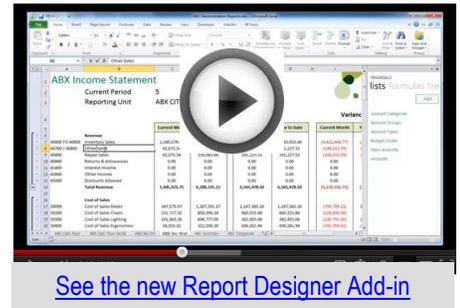
## SAGE INTELLIGENCE GETS A LITTLE SMARTER

Whether you're already using Sage Intelligence Reporting or holding on to FRx for as long as possible, you'll be happy to learn about some great new features that were recently introduced. Let's take a look at the smart new enhancements to business intelligence reporting in Sage 100 ERP.

### New Report Designer Add-In

Sage Intelligence already features a handy Report Designer module that allows you to create new reporting formats using a simple drag-and-drop interface. But with the new **Report Designer Add-in** announced at Sage Summit earlier this year, you have even more control over all aspects of reporting design and layout. The add-in features additional drag-and-drop Excel financial formulas that provide more flexibility to create highly customized reports. It also works in conjunction with a new In-Memory processing engine that delivers fast performance.

**See It in Action** - [Watch this short video](#) to get a glimpse of how the new Sage Intelligence Report Designer Add-in works.



### Reporting Trees

A while back, we also saw the introduction of Reporting Trees which allow you to create a visual model of your company reporting structure without changing the underlying financial data. This recent enhancement for Sage Intelligence Reporting is perfect for organizations that have a hierarchical structure in which departments (or other business units) report to one or more higher level units. Watch this short [Reporting Trees Overview video](#) to see it in action.

### Free Report Templates

A number of free report templates have recently been made available for use with your Sage Intelligence Reporting module. In fact, an entire [Free Report Templates Group](#) has been created on **The B.I. Community** to foster a spirit of sharing among your fellow Sage customers and third-party developers. The group is part of a vision to fuel a proliferation of reports beyond the standard templates that ship with the Sage Intelligence module.

**P.s.** If you're using Sage Intelligence Reporting and haven't already joined [The B.I. Community](#) for Sage 100 ERP, go online and check it out today. You'll get access to demo videos, product specs, downloads, chat rooms, discussion forums, and everything else you need to get the most out of your Sage 100 intelligence reporting tool.

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## Sage Intelligence Reporting White Paper

If you want to learn more about Sage Intelligence reporting including **straight talk about replacing FRx**, [Contact Us](#) for a copy of this free white paper packed with information and things you need to know about Sage Intelligence.

# Introducing Sage TimeSheet

Planning and managing a project can be stressful, especially when the inevitable project pitfall shows up and threatens to delay or ruin a project. Completing a project on-time and on-budget is no easy task when resource shortages, scope creep, and budget overruns make it harder to monitor and allocate resources.

Regardless of the project management methodology used, industry, or magnitude of a project, time and expense tracking software, like Sage TimeSheet, can greatly improve accuracy and efficiency throughout all stages of a project's lifecycle. [Sage TimeSheet for Sage 100 ERP](#) provides the technology and tools to allocate labor, resources, and expenses more effectively and complete projects on-time.

## Sage TimeSheet Overview

A complete time and expense tracking solution, Sage TimeSheet uses a spreadsheet-style interface to collect data on actual time spent and costs incurred for each task and on every project. It's ideal for project-oriented companies that want to electronically assign jobs to employees and manage internal or remote workgroups of any size.

Project managers also benefit from powerful budgeting, reporting, and analysis tools for accurate planning and resource utilization. Plus, Sage TimeSheet features a web-based interface, automated billing and expense reimbursement, and configurable workflow and approval procedures that adapt to your organization's project structure.

## Great Product Gets Even Better

Sage TimeSheet gets even better with the latest release of Version 2011, featuring enhancements that make it easier to manage groups, analyze and report project data, get an employee's time approved faster, and more options for viewing and saving data. And now it's easier to customize views in TimeSheet so employees can access the data they

care most about — like time accrued, vacation and sick balances, project start and end dates, and task status.

## Works Together with Sage 100 ERP

Sage TimeSheet integrates seamlessly with the Job Cost, Payroll, TimeCard, Accounts Payable, and Accounts Receivable modules in your Sage 100 ERP system. That means accounts payable and receivable invoices are created automatically and payroll data transfers over without duplicate data entry or import/export routines. You'll improve billing cycles, increase cash flow, and get expenses reimbursed faster by enhancing your Sage 100 ERP system with the capabilities of Sage TimeSheet.



[Download the Feature Sheet](#) or [contact us](#) to learn more about Sage TimeSheet for your Sage 100 ERP software.

## Survey Reveals Hiring is Up and Growing in Manufacturing Sector

Sage recently surveyed 134 executives of small and mid-sized (SMB) manufacturers about the general health of their businesses and use of ERP software. The survey revealed that hiring is up, with 73% of respondents reporting that they've hired staff within the last six months. Two-thirds of the businesses surveyed felt that their accounting or ERP system helped them better serve their customers in the areas of product delivery efficiencies, open order tracking, raw material forecasts, and shorter lead times.

When asked about the specific conditions of their own manufacturing business over the next six months:

- 49 percent believed that new orders would increase.
- 47 percent felt that production would increase.
- 23 percent believed that inventories would increase.

**Want to more survey results?** [Click Here](#) for the full findings.

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# SAGE CRM SUPPLEMENT: CRM Software for Sage 100 ERP

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## Leveraging Workflow Automation in Sage CRM

The workflows you incorporate into your business processes can be a competitive advantage. When your workforce adheres to pre-defined and repeatable best-practices, your business is more efficient, your product or service more consistent, and you avoid having important customer service issues fall through the cracks. That's where the automated workflow engine in Sage CRM can play a tremendous role and here's why.

### Sales Workflow

One of the most obvious places to start when discussing workflow in CRM is the sales process. Popularized sales methodologies like Solution Selling or Dale Carnegie can be built right into your Sage CRM system using workflows. At the task level, Sage CRM workflow can automatically create a follow up call reminder in your calendar after sending a proposal or automatically send a thank you email following a sale. Here are a few benefits of sales workflow to consider:

- Standardize lead qualification and follow up protocol
- Achieve consistency in prospect communication
- Automate the approval of quotes and discounts
- Automate and assign rules-based tasks
- Better analysis of where opportunities drop off in your sales process

### Customer Service Workflow

Sage CRM workflow isn't just for sales. It's equally useful in order to ensure that customer service representatives take a systematic approach to processing information, escalating cases, and getting issues resolved quickly. For example if a customer service case or query remains unresolved for longer than a predefined period of time, the Sage CRM workflow process triggers an automatic escalation notification to the customer care manager.

### Endless Workflow Possibilities

The way you leverage Sage CRM Workflow is completely up to you. You can modify the standard workflows out of the box or create completely new and customized workflows that work hand-in-hand with Sage CRM. The possibilities for workflow automation are endless ... sales, marketing, customer service, contract management, service scheduling, time tracking and billing, and production are all areas of your operation that can benefit from consistent and repeatable workflow processes.



[Contact us](#) if you're interested in learning how Sage CRM and Sage 100 ERP work together or if you'd like some tips on leveraging workflow automation.

### NEW MAPPING COMPONENT FOR SAGE CRM

Planning a business trip or to perhaps visit a few customers or prospects this week? If so, the new Mapping Component for Sage CRM will come in handy. It allows you to plot your customers and prospects to an onscreen map, get a visual of the locations and best route to take, and even check out nearby amenities - like that Starbucks down the street from your morning meeting.

The Mapping Component is an optional add-on for Sage CRM and is available for download in the [Sage CRM Community Marketplace](#).