

Sage MAS ERP | White Paper

Sage MAS 500 Conversion Guide

For Sage MAS 90 or 200 Customers



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Introduction

The Sage Ideal

At Sage, our mission is to help our customers manage and grow their businesses more efficiently, productively, and profitably. The key to our success has always been providing exceptional business management software solutions that help ensure our customers' success.

Whether or not a company survives in this competitive market more often than not comes down to business management. Successful business management relies on having the right tools, which, in turn, provide the insight to make the right decisions. As a Sage MAS 90 or Sage MAS 200 ERP customer, you already have the tools for your business operations. However, if you're reading this white paper, you have probably been concerned about how your system will handle significant growth or changes to your business that you are experiencing.

The Sage MAS 500 products are offered to equip larger customers with the power of the latest technologies and newest features—something that your company may now need. Our software enhancement releases include straightforward upgrade paths from Sage MAS 90 or 200 so customers can take advantage of important new capabilities with minimal disruption and expense.

Whether you have already purchased Sage MAS 500 or are considering upgrading, this guide provides an explanation of the differences between the products and the conversion process. We are pleased to have you as part of the Sage family and will continue to offer you high-quality software and support services.

Is it Time to Upgrade to Sage MAS 500?

As your company grows, it places increased demands on your business management system and your personnel. How your company handles its growth can make the difference between success and failure. The following questions will help you determine if your company can benefit from an upgrade to Sage MAS 500.

- Do you have more users or data than your current software can handle? Can your software scale to meet increased demand and transaction volumes?
- Do you need to group customers that have subsidiaries or multiple related companies? Do you need to consolidate their statements, allow payments between accounts, or bill to a related national account?
- Do you have advanced financial needs, including longer general ledger account numbers, multicurrency, or multicompany financial consolidations? Do you allocate expenses and income across multiple accounts and companies?
- Do you support multiple locations or remote warehouses that need access to the data in real time? Do you need to track in-transit shipments between warehouses?
- Do you suffer from stock-outs or excess stock? Do you need help forecasting demand or further automating your purchase processes to reduce overhead costs?

- Do you have multiple legal entities and need to track intercompany transactions?
- Do you need better control over your inventory or a more efficient pick-pack-ship process?
- Do you provide services to your customers that require you to manage projects as well as invoice them? Will providing your staff remote access to time and expense data entry reduce your billing cycle and improve cash flow?
- Do you need more advanced manufacturing capabilities including estimating, product configuration, co-products, or real-time shop floor control?
- Do you have problems forecasting material demand? Could you use a rules-based, drag-and-drop scheduling system to maximize work center or machine capacity?

If you answered “yes” to any of these questions, your company can benefit from an upgrade to Sage MAS 500. At Sage, we’ve made it our primary concern to help our customers keep up with their own growth and keep ahead of the competition. With Sage MAS 500, we have made it easy for you to transition to the next level of business management and accounting software solutions.

The Benefits of Upgrading

The following topics cover the general differences between your current system and Sage MAS 500 to give you a broad picture of the benefits you can realize as you upgrade your software to Sage MAS 500. Specific feature and workflow comparisons are at the end of this guide.

Scalability and Performance

Sage MAS 500 is uniquely designed and developed from its inception to leverage the reliability of Microsoft® SQL Server®. That means that your business can grow from a few employees to several hundred, all simultaneously using the system. It also means that if you have outgrown the amount of data that your current system can handle, Sage MAS 500 is a good solution for you.

Our recent performance benchmarks demonstrate how exceptional performance can impact your business. SQL Server optimization allows us to process over 1.5 million general ledger transactions per hour, or over 630,000 invoice lines per hour. The ability to handle large numbers of users and transactions allows Sage MAS 500 to scale from a small user system to one that is appropriate for a large multisite company.

Broad Product Offering

Like Sage MAS 90 and 200, Sage MAS 500 offers a broad range of modules designed to meet the needs of virtually any business. These modules can be used as necessary for your company, and can be added later if desired. Sage MAS 500, however, provides additional modules that are designed for larger companies.

Advanced Financials

Sage MAS 500 provides modules that can help boost your productivity. Even within General Ledger (G/L), you have an expanded chart of accounts, more flexible fiscal calendar, and reference codes. In addition, unique financial modules include:

Advanced Allocations—Allocating revenue and expenses across an organization is a common financial task, and one that is often manually tracked through spreadsheets. While both Sage MAS 90 and 200 and Sage MAS 500 have built-in allocation features in the G/L modules, Advanced Allocations permits variable and tiered allocations (so that you can allocate overhead based on department revenue, for example). In addition, you can leverage data outside of G/L for allocations.

National Accounts—A standard Accounts Receivable feature, national accounts allow you to group customers in parent-child relationships. You can bill or make payments across a national account, even send invoices and statements separately or to the parent company. You can also extend customer-specific pricing across a national account.

Multicurrency Management—Whether you are looking for new markets abroad, sourcing from foreign vendors, even assembling products in a border factory or maquiladora, Multicurrency Management can help you manage transactions that occur in more than one currency.

Active Planner–Budgeting—Utilize bottom-up or top-down budgeting processes—or a combination of both. Whether you need to allocate a revenue target or cost projection from the top down or consolidate several different budget plans from the bottom up, Active Planner accommodates your organizational structure and provides a purpose-built solution. Strong management capabilities allow for seamless integration of budget submissions from multiple departments, using “Plan Sheets” that have a familiar spreadsheet look and feel.

Of course, Sage MAS 500 also provides the core financial features you’ve come to expect: Accounts Payable, Accounts Receivable, Cash Management, Fixed Assets, General Ledger, and Payroll.

Distribution

One major difference that you will see in the Sage MAS 500 distribution modules is line-level granularity in transactions, so that you can combine orders shipping to different customer locations in one transaction, for example. In addition, Sage MAS 500 features some unique distribution modules:

Inventory Replenishment—Inventory Replenishment allows you to cut overhead costs while maintaining optimal customer satisfaction by accurately forecasting your inventory demand. It further cuts costs by automating the procurement process through autogeneration of “smart” purchase orders.

eOrder—eOrder is a streamlined order entry module that is designed for remote order entry. It can also be used to simplify the order process by eliminating many of the options found in standard order entry.

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Advanced Kitting—While the Sage MAS 500 Inventory Management module features robust build-to-order (BTO) and assembled kit features, Advanced Kitting allows you to also calculate standard labor rates in your kit costs. This is similar to the Sage MAS 90 Bill of Material module, but it also allows you to track labor overhead in the kitting process.

Product Configurator—If you have complex rules to your order process, Product Configurator can help you manage how products are ordered in your system, simplifying the process and ensuring order integrity.

Warehouse Management—Sage MAS 500 ERP provides industry-leading inventory and warehouse management capabilities for wholesale distributors, manufacturers, and other companies that buy, stock, sell, or manufacture products. The Warehouse Management module is an extension of the Inventory Management and Inventory Replenishment modules, providing advanced features, including bin tracking, three-step inventory transfers, and both wave and zone picking.

Warehouse Automation—The Warehouse Automation module for Sage MAS 500 ERP provides you with a wireless solution to streamline order picking and cycle counts for your warehouse personnel, instantly feeding information back to your Sage MAS 500 system with proper validation. Your data collection is more timely and more accurate when your warehouse employees are able to record their activities using these handheld devices. Warehouse Automation supports precision movement of goods from your vendors to your customers and between your warehouses. It simplifies many processes, including receipts, returns, and transfers through the use of handheld scanners that link to your integrated Sage MAS 500 system.

Sage MAS 500 provides modules and features that are similar to your current system: Inventory Management, Sales Order, Purchase Order, and Return Material Authorization (RMA).

Manufacturing

Manufacturing is a key component of Sage MAS 500 and offers rich features and functionality. Some components unique to Sage MAS 500 include:

Estimating—This module allows job shops to amortize one-time costs, including setup and special tooling, over various order quantities to realize economies of scale. Estimates can be newly created or copied from existing estimates, routings, bills of material, or work orders for more accurate costing.

Advanced Planning & Scheduling (APS)—APS maximizes efficiencies with drag-and-drop scheduling. The system can generate a rules-based schedule to which you can manually add new work orders, change machine operations, and plan backward or forward in time. The system also schedules tools such as dies, jigs, or molds. Work centers can be collectively or individually scheduled both finitely and infinitely.

Shop Floor Control—Report labor and production information in real time using Shop Floor Control. Supervisors can monitor user activities, while users can log off jobs by reporting finished quantities, scrap, and downtime.

Product Configurator—Product Configurator allow you to determine your production bills of material and routings using features and options. These routings can be quickly converted to part

Sage MAS ERP

estimates, customer quotes, or sales orders. Product Configurator also generates costs, material quantities, end-user price, and new part numbers.

Engineering Change Management (ECM)—ECM provides online workflow to route engineering changes (made to routings or bills of materials) to members of approval groups. Notifications are sent over e-mail, allowing employees to sign off on engineering changes and providing an audit trail.

Modules similar to the Sage MAS 90 BOM, Work Order, Job Ops, and MRP are also available.

Project Accounting

One area unique to Sage MAS 500 is Project Accounting. These modules empower you to manage your customers' projects to maximize productivity and profitability.

Project Accounting—The Project Accounting module allows project managers to optimize best practice project profitability. Project managers can compare actual to estimated costs through forecast completion, preventing cost overruns and generating bottom-line savings. As project scope evolves, Project Accounting permits changes to the estimated budget to increase forecast accuracy throughout project lifecycles.

Project Accounting also provides remote time and expense entry and project status inquiry from anywhere in the world over the Internet. With this knowledge management capability, project managers and supervisors can obtain timely information about project profitability, while remote workers are assured their time and expenses are accurately tracked and entered.

Sage TimeSheet—Sage TimeSheet is a browser-based time and expense entry as well as project cost management module that connects a remote workforce on a real-time basis. While remote professionals enter time and expenses from anywhere in the world through the Internet, team members at the home office can enter project time and expenses through the corporate intranet or Internet. All project information flows directly to the Project Accounting module for up-to-the-minute project analysis.

This is similar to the Sage MAS 90 and 200 Timecard module, except that expense information can also be incorporated.

Project Management for Manufacturers—Do you manage engineering or prototype production projects? Do you install or service the products you manufacture? If so, the Sage MAS 500 Project Management solution can keep your project managers informed and equip them with the tools they need to manage these projects profitably.

These modules compare to the Sage MAS 90 Job Cost, and Timecard options. However, Sage MAS 500 allows labor costs to be incorporated and features an advanced material planning interface. Any item required on a project estimate is shown as demand. You can balance inventory supply with project demand by transferring inventory between warehouses, creating

purchase orders, or manufacturing items.

Other Unique Applications

Sage MAS 500 offers several unique solutions for the growing business. Completing your business management solution with the following modules helps you maintain your competitive edge:

eSalesforce—Your salespeople will always be up to date with the latest customer information, whether they are in the office, at home, or on the road. They can quickly place an order, or look up shipment, payment, and other important information.

Business Insights Dashboard—This Web-based application is ideal for busy executives who wants to keep up with business wherever they are. Included with every purchase of Sage MAS 500, Business Insights Dashboard offers a collection of graphical reports for the executive or business owner. For ease and simplicity, access is provided from your standard Web browser to a multitude of management reports that are available at the click of a button.

Business Insights Analyzer—This intuitive, easy-to-use analytics tool is included with Sage MAS 500. Information is provided in a logical grid format with powerful filtering, grouping, and sorting capabilities that let you organize your data in the way most appropriate to your task at hand. You also have the added flexibility of analyzing each view using the included Excel pivot tables and charts. Business Insights Analyzer can ultimately help you make better business decisions by providing you with insights into your business data.

Benefits of Staying with Sage

You have already been relying on Sage to build powerful, reliable products that are thoughtfully adapted to changing technologies and business needs. With Sage MAS 500, you will continue to receive a highly reliable and scalable business application with the following benefits:

- **Applications Backed by the Most Qualified Channel in the Industry**—Our authorized resellers provide installation, software support, and system integration services. They focus on delivering the solution that ideally meets your needs.
- **World-Class Customer Support**—Sage MAS 500 provides the same high level of support that you are accustomed to with your current system. Our customer support team is a five-time winner of the industry-leading STAR award and has been inducted into the STAR Hall of Fame.
- **Easy Access to Education and Training**—Get the most out of your Sage investment. To ensure you receive the maximum value from your software, affordable and convenient training is available in the form of our award-winning online self-paced Anytime Learning courses, online instructor-led Realtime courses, online Virtual Classroom, and traditional classroom training. Your business partner may also have a Sage Certified Trainer on staff who can provide you with personal on-site instruction.

Reduced Software Costs

Sage has several options to make the transition to Sage MAS 500 easy on your company's budget. When you upgrade to Sage MAS 500, you can choose from our Advanced, Standard, or Small Business Edition products. And with a three-user Financials system starting at around \$15,000, upgrading is affordable. In addition, we offer special discounts for Sage customers who upgrade to Sage MAS 500—see your Sage Authorized Reseller for details.

Migration Path Designed for Sage MAS 90 and 200 customers

Sage MAS 500 provides data conversion and learning tools to make your upgrade straightforward. The easy-to-navigate screens, online Help, online manuals, and a dedicated network of authorized resellers ensure that you'll be trained and ready to operate in no time. In addition, Sage MAS 500 provides Sage MAS 90 and 200-specific help in the conversion process to highlight the differences between the two systems.

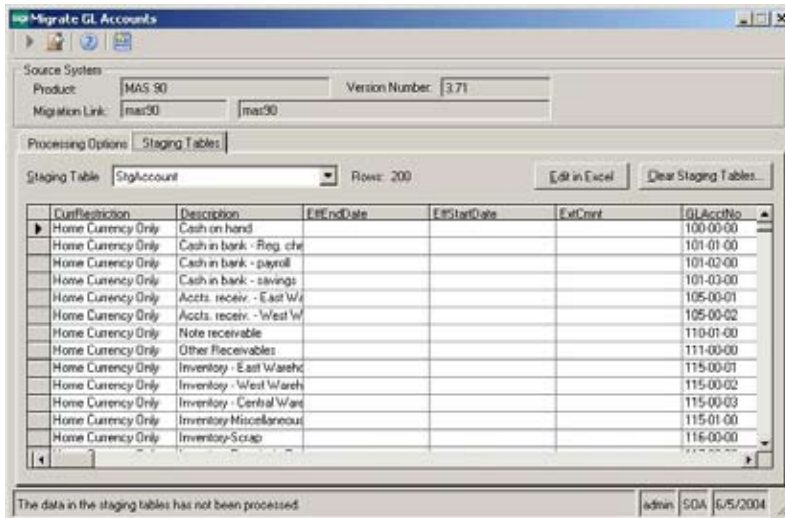
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The Conversion Process

The data in your current system contains years, if not decades, of valuable information that you don't want to lose. Most companies want to convert items such as customers, vendors, inventory items, open items, and beginning balances. Sage has developed a data migration tool that converts Sage MAS 90 and 200 data quickly and accurately to Sage MAS 500.

Data Migration Overview

Sage has several options to make the transition to Sage MAS 500 easy on your company's budget.

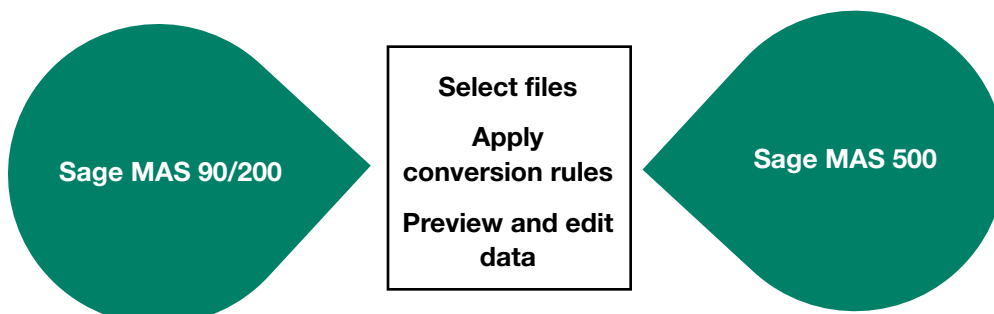


Migration utilities extract and convert data from Sage MAS 90 or 200 then insert it into Sage MAS 500

The ability to take data from a Sage MAS 90 or 200 system and bring it into Sage MAS 500 in a usable format is a valuable tool in Sage MAS 500. The migration process is unique, however, in that it not only extracts the data, it also converts the data into acceptable Sage MAS 500 formats.

For example, a field which contains “yes/no” values in Sage MAS 90 may translate to “1/0” in Sage MAS 500. In addition, after the data is extracted from Sage MAS 90 and converted, it is available for review and editing before it is uploaded into Sage MAS 500. This helps you ensure data integrity before it is loaded. Of course, this intermediate check is optional, so you have the ability to bypass this and load the data directly into Sage MAS 500.

Sage MAS 90 and 200 Migration



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Other Data Import Utilities

Sage MAS 90 and 200 migration process is just one feature of Assisted Company Setup (ACS), a powerful application that presents all of the tasks required to set up a company in the system in the recommended setup order. From this centralized setup-management application, each task can be assigned to individuals to complete, and the status of the conversion process is monitored. Each task can have several data setup methods, so that you have maximum flexibility when setting up your new system. In addition to the Sage MAS 90 and 200 data migration above, other ACS data tools include:

- DataPorter—imports data from a spreadsheet
- Copy—copies data already created in one company to another company
- Data Import Manager—quickly and easily imports selected data from external applications such as third-party payroll systems, billing services, in-house databases, and much more
- Create—automatically generates certain data records



ACS guides you through the required setup steps and provides you with the available data migration tools for each step

More information on data conversion is in the Sage white paper Data Migration and Sage MAS 500, available from your Sage Authorized Reseller.

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Supported Migration Data

The following data can be converted from Sage MAS 90 to Sage MAS 500 using the migration tool.

Major Entities

- General ledger accounts
- Vendors and vendor classes
- Customers and customer classes
- Items, both inventory and non-inventory
- Bills of material (BOMs)
- Routings
- Tax schedules
- Pricing, including: price sheets, contract pricing, product group pricing, and customer/product group pricing
- Customer items
- Vendor items
- Warehouses

Transactions and Balances

- General ledger transactions
- General ledger account history
- Posted invoices (open and closed)
- Posted vouchers (open and closed)
- Inventory cost tiers
- Bin quantities
- Bank transactions
- Sales orders (open and closed)
- Purchase orders (open and closed)

Other Entities

- Tax classes and codes
- Processing cycles
- Product categories
- Commission classes
- Natural accounts and account segments
- Budgets
- Sales tax accounts

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- Journals
- Allocations
- Banks
- Bank accounts
- Tender types
- Buyers
- Shipping methods
- Product price groups
- Purchase product lines
- Sales product lines
- Noninventory items
- Bins
- Vendor payment terms
- Sales terms
- Salespersons
- Sales territories
- Customer payment terms
- Work centers
- Operations
- Tools
- Manufacturing employees

Supported Sage MAS 90 and 200 Versions

Sage MAS 500 converts data from Sage MAS 90 version 4.05 and 4.1, Sage MAS 200 client-server version 3.61, or Sage MAS 200 SQL version 3.7. If you have an earlier version, your Authorized Reseller will simply upgrade your version to one that can be converted.

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Feature Comparison

As you upgrade your system, you may be asking what new features you can expect in Sage MAS 500 that you don't have in your current system. The following section will present the answer to these questions in table format. For additional information on key areas of difference, please be sure to review the next section to compare workflow between the two systems.

Available Modules

Sage MAS 500 Modules (Modules may require separate purchase)	Sage MAS 90 and Sage MAS 200	Sage MAS 500
Financials		
General Ledger	•	•
Accounts Payable	•	•
Accounts Receivable	•	•
Cash Management	•	•
Fixed Asset Accounting	•	•
Fixed Asset Inventory	•	•
Active Planner		•
Advanced Allocations		•
Multicurrency Management		•
Distribution		
Warehouse Management		•
Inventory Management	•	•
Inventory Replenishment		•
Purchase Order	•	•
Sales Order (and RMAs)	•	•
eOrder	•	•
Advanced Kitting		•
Product Configurator		•
Shipping Manifest	•	•
Warehouse Automation		•
Credit Card Processing	•	NEW in Version 7.3

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Sage MAS 500 Modules (Modules may require separate purchase)	Sage MAS 90 and Sage MAS 200	Sage MAS 500
Manufacturing		
Light Mfg (includes Bill of Material)	•	•
Advanced Mfg (includes Work Order)	•	•
Advanced Planning & Scheduling		•
Engineering Change Management		•
Estimating		•
Material Requirements Planning	•	•
Product Configurator		•
Shop Floor Control		•
Human Resources/Payroll		
Employee Attendance	Abra	Abra
HR Management	Abra	Abra
Payroll	•	Abra
CRM		
eCustomer	•	•
eSalesforce		•
Project Accounting		
Project Accounting		•
Sage TimeSheet	•	•

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Business Intelligence		
Alerts	•	•
Business Insights Dashboard	•	•
DataPorter	•	•
Business Insights Explorer	•	•
Crystal Reports®	•	•
Business Insights Analyzer		•
FRx	•	•
Customization		
Software Development Kit		•
Customizer	•	•
Source Code (by module)		•

System Options

System Options	Sage MAS 90 and Sage MAS 200	Sage MAS 500
Export Data to Excel®	•	•
Group form customization by employees, departments	•	•
Run multiple companies from one installation of the software	•	•
Open multiple companies at the same time	•	•
Security and customizations applied by user by company	•	•

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System Options	Sage MAS 90 and Sage MAS 200	Sage MAS 500
Track why transactions occur through Reason Codes		•
Notify customers and vendors of transactions by e-mail	•	•
Postal code and phone number masks		•

General Ledger

General Ledger	Sage MAS 90 and Sage MAS 200	Sage MAS 500
G/L account number size	32	100
Number of G/L account segments	1-12	1-15
Mark G/L accounts as inactive	•	•
Number of G/L accounting periods	1-13	Unlimited
Number of Budgets	Unlimited	Unlimited
Reference Codes		•
Post recurring transactions	•	•
Drill down/drill around	•	•
Multiple currency support	third party	•
Calculate realized and unrealized gains/losses		•
Automated intercompany journal entries and allocations		•
Track financial and statistical information in a single account		•

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Accounts Receivable

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Accounts Receivable	Sage MAS 90 and Sage MAS 200	Sage MAS 500
Customer number size	7, plus 2	12
Merge customers function	•	
Track commissions by item		•
National accounts: credit checking, billing, payment, orders		•
Enter invoices and payments in multiple currencies		•
Customer-specific tax schedules	•	•
Assign reference codes to invoices		•
Automatic write-off tolerances		•
Assign different customers to companies	•	•
Ability to track customers' URL addresses	•	•
Temporary customers	•	•
Multiple credit cards per customer	•	NEW in version 7.3
Automatic voucher creation for commission payment to outside salespeople		•
Invoice and statement format defined by customer	•	•
Custom fields	•	•
User-defined tender types	•	•
Multicurrency customers		•
Sales teams		•
Unapplied cash receipts		•
Automated e-mail of invoices, debit memos, and credit memos	•	•

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Accounts Payable

Accounts Payable	Sage MAS 90 and Sage MAS 200	Sage MAS 500
Vendor number size	7, plus 2	12
Assign different vendors to companies	•	•
Assign reference codes to vouchers		•
Enter vouchers and payment in multiple currencies		•
Intercompany vouchers		•
Print checks using MICR	third party	third party
Generate 1099s on magnetic media	•	•
Merge two accounts together	•	NEW in version 7.3
Apply A/R invoices to vendor balances	•	•
One-time vendor payment	•	•
Payment by credit card	•	NEW in version 7.3
Create a fixed asset from voucher entry	•	•
Online edit list for payments	•	•

Inventory

Inventory	Sage MAS 90 and Sage MAS 200	Sage MAS 500
Inventory valuation costing methods supported	Average, Standard, LIFO, FIFO, Lot, Serial	Average, Standard, LIFO, FIFO, actual (Lot, Serial)
Support of replacement costs	•	•
Item ID Size	30	30
Support of customer level pricing	•	•

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Inventory	Sage MAS 90 and Sage MAS 200	Sage MAS 500
Track by lot, serial, or both	lot or serial only	•
Merge two inventory items together	•	
Item aliases support	Customer, Vendor, General	Customer, Vendor
Two and three-step transfers between warehouses	two-step only	•
Multiple bins per warehouse	third party	•
Track quantities by bins		•
Multiple items per bin and bins per item		•
Order processing during physical inventory	•	•
ABC inventory ranking		•
Inventory cycle counting	•	•
Customizable inventory calendar		•
Separate units of measure for stocking, buying, selling, pricing	Stocking, buying, selling only	•
Kit assembly and disassembly processes		•
Support preassembled kits and build-to-order kits	Build to order	•
Include noninventory items in kits		•
Forecast demand of inventory		•
Seasonality forecasting		•
Shelf life tracking		•
Organize inventory into catalog format	•	•
Assign reference codes to inventory transactions		•
Separate purchase and sales product lines for inventory		•

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Inventory	Sage MAS 90 and Sage MAS 200	Sage MAS 500
System-calculated safety stock		•
Common non-inventory or miscellaneous items for sales and purchasing	•	•
Track and value non-inventory items		•
Item pricing by customer or national account	customer only	•
Product price group pricing by customer or national account		•
Matrixed pricing by product price group and customer price group	•	•
Pricing by product price group	•	•
Pricing by list or standard price		•
Promotional pricing	•	•
Pricing by item by customer price group	•	
Pricing by warehouse by item		•
Wave/zone picking and process transactions through wireless handheld device		•
Wireless data collection		•
Offline data collection		•

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Sales Order and Returns

Sales Order, including returns processing	Sage MAS 90 and Sage MAS 200	Sage MAS 500
Create different ship-to addresses and delivery dates by line item	•	•
Designate drop-shipped items by line	•	•
Ship from multiple source warehouses in one order	•	•
Freight rate table	•	•
Recently ordered items for a customer display in SO entry	•	•
National account pricing, credit checking		•
Modify kits in sales order	•	•
Process sales orders in any currency		•
Support non-inventory returns	•	•
Support the return of partial kits		•
Tag an order to an outstanding PO		•
Capable To Promise Inquiry		•
Product Configurator available at Order Entry		•
View phantom schedule of production for SO line item		•
Create Work Order for specific Sales Order line		•
Assign reference codes to Sales Orders		•
Automatic e-mail of Sales Order acknowledgements and RMAs	•	•
Support preassembled kits and build-to-order kits	build-to-order kits only	•

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Purchase Order

Purchase Order	Sage MAS 90 and Sage MAS 200	Sage MAS 500
Vendor performance reporting		•
Generate POs from requisitions		•
Support three-way matching of PO, invoice, and receiver	•	•
User-defined PO matching tolerances	•	•
Support blanket POs	•	•
Create different ship-to addresses or shipping method for each PO line		•
Automatically generate POs based on forecasted demand		•
Purchase product line distinct from sales product line		•
Generate a PO from the sales order screen	•	•
Tag a PO to open sales order items		•
Support optional blind receiving		•
Support intercompany POs		•
Create a fixed asset from PO entry	•	•
Auto Issue PO Cost to Work Order		•
View MRP for items on PO		•
PO Integration with outside or subcontracted processing		•
Assign reference codes to Purchase Orders		•
Automatic e-mail of POs	•	•

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Manufacturing

Manufacturing	Sage MAS 90 and Sage MAS 200	Sage MAS 500
Unlimited quantity of co-products		•
Assign labor or material to specific co-products instead of allocating costs to all co-products		•
Disassemble products into base components	•	•
One-step production reporting using backflushing	•	•
MRP by Sales Order	•	•
Real-time labor and production reporting		•
Workflow for managing engineering changes		•
Integrated routing and bill of material		•
Outside process (subcontractor) tracking		•
Group machines into work centers and work centers into departments		•
Schedule to the work center or machine		•
Purchase to-the-job functionality	•	•
Capable To Promise		•
Actual, Average, Standard, LIFO, and FIFO Costing	•	•
Product Configurator		•
MRP integration with Project Accounting		•
MRP considers forecasted demand	•	•

Sage MAS ERP

Sage MAS 500 Conversion Guide
for Sage MAS 90 or 200 Customers

Manufacturing	Sage MAS 90 and Sage MAS 200	Sage MAS 500
MRP considers warehouse transfers		•
Supports MRP for multiple sites	•	•
Drag-and-drop scheduling		•
Rules-based scheduling		•
What-if scheduling and MRP		•
Work Center Availability can vary by day of the week		•
Finite, infinite, or excluded work centers		•
Global MRP generation or MRP by Sales Order, Work Order, or Estimate		•

Project Accounting

Project Accounting / Job Costing	Sage MAS 90 and Sage MAS 200 Job Costing	Sage MAS 500 Project Accounting
GL integration	•	•
AP integration for manual entered vouchers	•	•
AR Integration for manual entered Invoices	•	•
Inventory Management Integration	•	•
Payroll Integration	•	
PO Integration for manual entered POs	•	•
MRP Integration		•
6 GAAP profit recognition methods		•
Burden/Cost Rates	•	
Overhead Rates	•	
Expense claim mark-ups		•

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Project Accounting / Job Costing	Sage MAS 90 and Sage MAS 200 Job Costing	Sage MAS 500 Project Accounting
Time and materials projects	•	•
Fixed Price Projects	•	•
Fixed Price +		•
Estimates and Change Order support	•	•
Forecasting		•
Automated Billing	•	•
Time Capture		•
Expense Capture		•
Automated Voucher Creation for Expenses		•
Automated PO Generation		•
Defined Resources		•
Team Roster and Project Rosters		•
Rate Matrix Support		•
Crystal Output for Invoices and Vouchers	•	•
All reports in Crystal		•

eCustomer (eBusiness)

eCustomer	Sage MAS 90 and Sage MAS 200	Sage MAS 500
Allow items to be displayed in more than one category	•	•
Support multiple images per item	•	•
Automatic e-mail of acknowledgements	•	•
Display the order, catalog, item details, and images on one screen		•
Assign user purchase limits		•
Assign supervisor rights to view other users on the same customer account	•	•
Grant self-service administrative rights to your customers	•	•
Support online requisitions	•	•
Save orders and return to them later	•	•
View relationship between invoices and related payments	•	•
Pricing displays based on customer-specific pricing rules	•	•

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CRM/SalesLogix Integration

SageCRM/SalesLogix Integration	Sage MAS 90 and Sage MAS 200 and SageCRM	Sage MAS 500 and SalesLogix
Synchronize Customer Records	•	•
Synchronize Inventory Records	•	•
Synchronize Standard Price	•	•
Synchronize Customer History		•
Enter opportunities offline		•
Salesperson convert opportunities to orders	•	•
Sales visibility to order issues real-time, such as price changes and credit limits	•	•
Back office orders track the salesperson originating the opportunity	•	•
Convert prospects to back office customers	•	•
Location of Synchronization Engine	Separate Server	Sage MAS 500 Database
Synchronization Engine Technology	Proprietary	SQL Server
Convert service contracts and unbilled tickets to AR invoices		•
Real-time configurable queries		•

System Differences

While Sage MAS 90 and 200 and Sage MAS 500 are part of the same Sage family, there are differences in the workflow and features between the systems. For instance, in Sage MAS 90 and 200, the general ledger posts to the Bank Reconciliation module; Sage MAS 500 has the opposite flow of data. Some of these differences may alter or improve the current workflow of Sage MAS 90 and 200 customers, as they are designed to optimize performance and provide flexibility.

Complexity

Because Sage MAS 500 generally allows more options and flexibility in setting up system options to match optimal workflow, it is more complex than Sage MAS 90 and 200. For example, Sage MAS 500 allows multiple accounts per bank; Sage MAS 90 and 200 allow only one. Sage MAS 500 also has advanced features, such as inventory demand forecasting that automates much of the procurement process.

Consistency

Sage MAS 500 uses a standardized user-defined list of codes, such as units of measure, select cycles, and FOB terms. This provides consistent usage and reduces data entry errors. In general, Sage MAS 500 is stricter than Sage MAS 90 and 200 in preventing users from creating non-standard transactions and in maintaining data integrity. This means that in Sage MAS 500 you may not be able to do some types of transactions, such as one-sided entries, that you were able to do in Sage MAS 90 and 200.

Batch Processing

Many Sage MAS 90 and 200 customers use batch processing options throughout their systems to handle multiple open batches or to provide audit tracking capabilities. Sage MAS 500 provides batch processing in most financial and distribution transactions. However, future versions of Sage MAS 500 may remove the batch processing option from distribution to accommodate better warehouse workflow.

Sage MAS 500 leverages the scalability of SQL Server to accommodate multi-user processing of transactions. In addition, Sage MAS 500 provides full audit capabilities so that transactions can be tracked back to the user who entered them without the need to use the batch feature.



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