



# Sage Accpac ERP Newsletter

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## Introducing Accpac Inquiry Queries On-The-Fly for the Regular Guy

An accounting or ERP system is only as good as the reports, information and analytics that it provides. After all, what good is it to spend time and effort entering data if you can't get it out again in a meaningful format? That's where the new Accpac Inquiry comes in – one of the most important, and exciting, features of Sage ERP Accpac Version 6.

### Getting Data Out Can Be Difficult

With Sage ERP Accpac, Crystal Reports is built right in and you get a variety of stock reports “out of the box.” But if a one of the standard reports doesn't cut it, you might find yourself exporting data to Excel and using other tools outside the system (which isn't the best approach). Let's face it ... Crystal Reports can be intimidating if you don't have the proper training or technical background. But those days are behind us now with the introduction of Accpac Inquiry.

### No Technical Skills? No Problem

Accpac Inquiry allows YOU – the casual user, financial guy, or manager – to create totally personalized database queries and reports on-the-fly. No need for an IT degree or intimate knowledge of the Sage ERP Accpac database structure. That means minimal training, maximum control, and no need for IT support.

This new ad-hoc query tool is a fantastic alternative to creating expensive, customized reports for individual users. You can pull list-like data into Accpac Inquiry and then sort, filter, and group information as needed. You can also subtotal, sum, average, and crunch the numbers right in your Accpac system. The initial release with Version 6.0 includes pre-defined data domains for A/R Customer and Transactions, A/P Vendor and Transactions, G/L Accounts and Net Changes, and G/L Accounts and Transactions.

Accpac Inquiry boasts a web-based interface that's clean, organized, and easy to use.

Customer Number	Customer Name	City	Func. Curr. Outstanding Balance
1100	Bergan Mart - San Diego	Anytown	3,124,100
1105	Bergan Mart - Oakland	Anytown	2,328,510
1200	Mr. Ronald Black	Los Angeles	3,124,100
1210	ACME Plumbing	Kansas City	2,688,500
1240	The Courtyard	Fairbanks	1,912,110
1400	Coastal Electric Company	Seattle	737,430
1500	Custom Contract	Richmond	2,126,400
1520	Mr. Stephen VanHise	Richmond	1,589,300
1580	Break-Away Designs	Sacramento	4,416,140
1600	Dr. Cliff Fink	Oxy Horses	385,640
1970	Mr. Ronald English	Fairbanks	172,430
4030	The House Doctors	Newark	1,804,920
7100	Shelton Building	San Francisco	25,340
7200	The House Doctors	Newark	172,430
7300	The Royal Cavendish Co.	Ottawa	793,380
7400	The Vanilla Gardens	San Francisco	199,340
8030	The Paper Mangers	Aspenlake	182,040
SAPPMART	Bergan Mart Stores Inc.	Anytown	500,000

### Looks Great and Shares With Others

The developers at Sage paid close attention to keeping the design simple and accessible. The result is a web-based interface with a fresh look that's clean, organized, and easy to use. Plus when you're ready to share your analysis with others, you can easily export to an Excel or PDF file.



[Contact us](#) to learn more about getting started with Accpac Inquiry or to discuss an upgrade to Sage [ERP Accpac Version 6.0](#).



Authorized Partner

# New Credit Card Processing Module

Sage recently unveiled a new payment processing system that's totally integrated with your Sage ERP Accpac software. And perhaps best of all, it's totally Free. Let's take a look at this new module.

## Payment Processing Made Easy

The new Sage Accpac Payment Processing Module is powered by [Sage Exchange](#) and offers a complete credit card processing solution for all types of businesses. Merchants can process, void or preauthorize credit card payments, capture preauthorized payments, and perform voids or refunds when necessary.

## Integration Means No More Hassle

Seamless integration with Sage Accpac means that you can process credit card transactions directly in your Order Entry or Accounts Payable screens. There's no need to re-key data which makes transaction processing a snap, reduces errors, and enables quick and easy reconciliation.

## Secure and Compliant

Naturally, the Sage Accpac Payment Processing Module is equipped the tightest security and adheres to PCI-DSS compliance requirements so your customers have the peace of mind knowing that their sensitive credit card data is safe. The [Payment Processing Module](#) also incorporates CVV2 to verify credit card authenticity and safely stores credit card data in the Sage Payment Solutions Vault.

## It Might Just Save You Some \$\$\$

Sage Payment Processing is one of the most commonly used platforms in North America which allows Sage Payment Solutions to provide some of the most competitive rates in the industry. So even if you're already using a credit card payment processor today, it's worth taking a look at the

new Sage solution and compare the costs ... you might just save some money. Plus, there's no need to change banks and the Sage Payment Solutions team can help make your transition seamless.

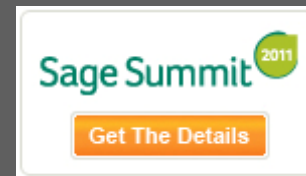
## Best of All, It's FREE!

The Sage Payment Processing module is available for free to customers on a current [Sage Business Care](#) plan. Payment Processing is available beginning May 20, 2011 for Sage ERP Accpac v6.0 and in early-July for customers using v5.6.



**Need More Info?** [Download the brochure](#) and learn how Sage Accpac makes it easier than ever for your customers to buy your products and services.

## Sage Summit is Coming!



If you haven't heard by now, Sage Summit is coming and it's just around the corner. It's the single best

education and training event of the year for Sage customers. This year, the conference will be hosted at the Gaylord National Hotel in Washington, DC from July 12 - 15, 2011.

For the agenda, details, or to register, go to:

[www.SageSummit.com](http://www.SageSummit.com)

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# SAGE CRM AND SAGE ERP ACCPAC Integrated Front- and Back-Office

2ND QUARTER - 2011

## Sage CRM Version 7.1

Earlier this year, Sage announced the launch of Sage CRM v7.1 which boasts a powerful new Microsoft Exchange integration and a choice of cloud, hosted, or on-premise implementation. Let's take a quick look at what v7.1 has to offer.

### Sage CRM Interactive Dashboard

This is the feature that Sage CRM customers are most excited about. The new Interactive Dashboard is a customizable workspace that helps you manage your appointments, tasks, activities, and anything else you need to get your job done effectively.

As the name "Dashboard" suggests, it's a visual snapshot of the Sage CRM elements that are most important to you. You can drag and drop pre-built dashboard gadgets from the Sage CRM library or create your own custom gadgets for your favorite websites, RSS news feeds, top CRM reports, and more. You can also perform daily activities like sending email, scheduling appointments, and perform LinkedIn searches right from your dashboard workspace.

Check out the [Sage CRM Interactive Dashboard Video](#) demo on YouTube.

### Social Media Integration

By now, you've probably discovered that Social Media has drastically changed the way people interact and engage with companies, products, and services online. That's why Sage CRM v7.1 features integration with both Twitter and LinkedIn – two very important social media platforms that have a tremendous impact on how companies today are engaging customers and prospects, networking, and building meaningful business partnerships.

Download the [Sage CRM and Social Media Brochure](#) to learn more about using LinkedIn and Twitter directly within your Sage CRM screens.

### Built-In Email Marketing

The new Sage E-Marketing feature offers a simple 3-step wizard that helps you execute email marketing campaigns choosing from over 90 professional design templates. Just select your template, choose your recipients, add a personal message, and off it goes. Then sit back as the results of your email marketing (opens, clicks, etc) are automatically synchronized back to Sage CRM. You can even "clone" successful campaigns and run them again.



Go to [www.sagecrm.com/v7.1](http://www.sagecrm.com/v7.1) and take a peek at the newest version of Sage CRM. And be sure to [contact us](#) to discuss the benefits of the powerful integration between Sage CRM and Sage ERP Accpac.

### Sage CRM Apps & Extras

Have you visited the Sage CRM Community online at <http://community.sagecrm.com>? If not, then you probably haven't seen the collection of **FREE** Apps and Extras that are available for Sage CRM. Posted by members of the Sage Development and Sage CRM teams, this collection of nearly 100 downloads includes:

- HubSpot Integration for Sage CRM
- Integrated Google Maps App
- Appointment and Route Planner Add-ons
- Social Media and Event Manager Add-ons

Go to <http://community.sagecrm.com>, click the "Apps & Extras", and take a look at what you've been missing!