

What's Inside

Page Two

Managing Your Inventory
CONTINUED

Page Three

Fixed Asset Accounting
Check 21 Act

Page Four

Meet Carmen
In The Spotlight:
Sage MAS 90
Inventory Extended Solutions

Headline News

Sage Software made the *Manufacturing Business Technology* magazine's prestigious Global 100 for the fifth consecutive year.

Sage Software ranked number 24 on the list overall, and ranked fifth in the **Enterprise and Supply Chain Application** category. Selection to the list is determined by a combination of data extracted from user surveys, leading market analyst firms, and expert editorial opinions.

Inventory Solutions

See page 4
for more info!

Managing Your Inventory The Inventory And Bar Code Modules

Every company that maintains a perpetual inventory has at least two major issues to fret about: what's on hand and what's it worth? A company cannot enjoy long-term profitability without a firm handle on inventory count and costs. The **Sage MAS 90 Inventory Management** and **Sage MAS 90 Bar Code** modules offer features and tools that enable companies to manage their inventory with complete control and awareness. Let's take a closer look.

Inventory Management

Flexible Counting

No matter how effective you are at maintaining an accurate inventory, you will likely continue to perform periodic physical inventory counts. Everyone who takes part in this task knows what a daunting and time-consuming project this can be. Some companies perform a full physical count just once a year because of the time required. However, performing a complete yearly physical inventory does not ensure that counts will remain accurate during the year. How many items will still have an accurate available quantity in the computer 12 months after the physical count?

The Inventory Management module supports full physical inventories. What's more, it

supports cycle counting, the process of counting a portion of your inventory more frequently. The Inventory Management module offers flexible cycle counting tools. Users can count specific product lines, cycle codes, valuation methods, warehouses, or even a range of item numbers in a specific count session. Such flexibility allows you to set up a cycle-count system in which popular products are counted more often than slow moving inventory, and items particularly susceptible to theft are counted every day. Research by distribution industry analysts shows that the process of

cycle counting can result in a more accurately stocked inventory.

Take advantage of the cycle counting feature in Sage MAS 90 to increase the accuracy of the information you depend on. Your business does not have to stop during cycle counts; Sage MAS 90 will accurately reconcile quantities sold and received while a count is in process.

Detailed History

Sage MAS 90 does an excellent job of maintaining detailed transaction history and audit trail information throughout its modules and the Inventory Management module is no exception. History is retained indefinitely, and you can produce a transaction audit trail for the specific period of time you may be interested in.



The Inventory Management module offers features to help you manage your inventory with confidence.

Managing Your Inventory CONTINUED

Drill-down capabilities in the Inventory Management module give you quick and ready access to data. For example, when viewing an item's sales history, you can see all the invoices that contain the item sold to a particular customer. From the invoice, you can drill down further to the invoice line item to see the details of the price and quantity sold.

The Right Stock Level

The key to successful inventory management is keeping the right quantity on hand to fill demand without overstocking. The Inventory Management module's **Reorder Report** lists items whose stock on hand has reached the reorder point you have specified for the item/warehouse. The software gives you the flexibility to base that reorder quantity on an economic order quantity, maximum stock quantity, or a reorder point.

The Inventory Stock Status Report offers invaluable information useful on a daily basis. Current stock levels and pending Purchase Orders, Sales Orders, and Back Orders are summarized by warehouse. A quantity available for sale is calculated by subtracting the quantities on Sales Orders and Back Orders from the quantity on hand.

Flexible Pricing And Costing

Having an accurate count of the items in your inventory is just part of the picture. Without accurate costing information, you cannot determine the true profitability of your operations. Flexibility in fixing costing methods may allow you to reduce taxes and to adhere to government reporting regulations. The Inventory Management module provides for a highly flexible and extremely accurate inventory costing system, offering you a choice of several different costing methods. Regardless of the costing method you choose, a standard, last, and average cost is maintained for each item.

You can establish detailed price schedules based on customer price levels or even specific schedules for each customer. The schedules can vary based on the quantity sold. Prices can be calculated as a discount from the standard price or a markup of the item cost.

If you need landed cost capabilities, Sage

MAS 90 allows you to include estimated non-product costs such as freight and customs duties when an item is received from a vendor.

To stay atop of what your inventory assets are worth, use the **Inventory Valuation Report**. This report shows the total value of the on-hand quantity for each item, using the item's specified valuation method. Print the report for all or selected items, and one or all product lines, product types, or warehouse locations.



Bar codes add to the efficiency and improve the accuracy of your inventory management process.

Bar Code Module

Adding Efficiency

The use of bar codes in some capacity has become standard for most distributors. The Sage MAS 90 Bar Code module adds broad functionality to allow your company to take advantage of this technology. When combined with handheld computers for remote data collection, the result is a turnkey inventory management solution.

Bar Code Printing

With the Bar Code module you can print bar codes in either Code 39 or Code 128 format from a variety of locations within the software. Design item labels including bar code fields to print during inventory receipts, purchase order receipts, and Bill of Materials production.

Print bar-coded sales orders for use during shipping to reduce data entry tasks and potential errors. The sales order number, item number, and quantities can be printed as bar-coded fields so that they can be scanned as goods are packed and shipped. When you use this feature

in conjunction with bar-coded item labels, you can verify that the item scanned for shipping matches the item number on the order. Picking Sheets also can be bar coded for use during shipping.

The receipt of goods process can be streamlined by printing a purchase order receiver document with bar-coded purchase order number, item numbers, and quantities to be scanned as goods are received in your warehouse.

Upload Handheld Data

Once you've collected the Inventory, PO Receipt, SO Invoice, and Bill of Materials data in your handheld computer, simply plug it in and the Bar Code module will upload the data from the handheld device automatically.

Import Transactions

Import Inventory Sales, Issues, Transfer, and Receipt information from the handheld computer into Inventory Transaction Entry. Additionally, physical count information can be imported into Physical County Entry. During the import of physical count data, multiple quantity records for the same item are accumulated, rather than overridden.

That Purchase Order receipt data you gathered also can be imported directly into Receipt of Goods/Receipt of Invoice Entry.

Likewise, the shipping information collected on your handheld computers can be imported into Sales Order Invoice Data Entry or Shipping Data Entry. Once the data is imported, you are free to review and edit the transactions before updating.

Handheld Hardware Options

There are a number of moderately priced hardware solutions that will serve you well in automating your company's shipping, receiving, and counting processes. We would be pleased to work with you to construct a solution.

Tools Of Choice

The Sage MAS 90 Inventory Management and Bar Code modules are extraordinarily powerful and flexible tools for managing the items you stock and sell. We've highlighted just a few of the many features here, please call us for complete information or a demonstration. ★

Fixed Asset Accounting For Sage MAS 90

Did you know that most companies lose or do not properly record 5 to 12 percent of their assets? A typical company need only lose track of 7 percent of its Fixed Assets to significantly overpay taxes, a burden compounded by replacement costs for assets lost or stolen. You know its wise to insure those assets, but are you over insuring due to inaccurate depreciation calculations? Over insuring your Fixed Assets results in lost revenue that is compounded every year it goes uncorrected. Keep those assets working for you in every way by using Sage FAS Fixed Assets. FAS Fixed Assets will enable you to accurately track your company's fixed assets, throughout their entire life cycle, ensuring you aren't wasting money.

About FAS Fixed Assets

Sage FAS Fixed Assets is the market leading fixed asset accounting solution, part of the FAS Business Solutions Suite from Sage Software. With over 300,000 IRS tax rules and dozens of GAAP supported depreciation calculation engines, FAS Fixed Assets is a comprehensive solution for asset tracking that integrates seamlessly with your Sage MAS 90 software.

Integration With Sage MAS 90

FAS Fixed Assets integrates with the Sage MAS 90 General Ledger module through a specialized link built into the software. The Link creates accurate depreciation expense postings in General Ledger for your review and update. The Link Posting Report provides you with printed verification of the activity performed.

Automatic Depreciation Calculations

FAS Fixed Assets can automatically create AMT and ACE schedules using your choice of the dozens of depreciation methods, including MACRS 150% and 200%, ACRS, Straight Line, Modified Straight Line, Declining Balance, and Sum-of-the-Years Digits. There are other automatic calculations available, such as: Full Month Convention, Mid Quarter Convention, and Half Year Convention to Section 179, ITC, Gain/Loss, Salvage Value, and Tax Preference Amounts. If one of the many included methods does not meet your needs, FAS Fixed Assets provides the flexibility to create customized methods.

Flexible To Suit Your Organization

You can customize FAS Fixed Assets fields, reports, groups, templates, images, and more. For example,

you can change the field's title, entry mask, default value, entry order, and message prompt to suit the needs of your organization.

Use the FAS Fixed Assets Group Manager to set up customized groups. This feature allows you to sort and report in a flexible and efficient way. By establishing custom asset groups, you can find the data you need more quickly. You can group by department, administrator, location, and asset type, whatever makes sense for your organization.

Rich Reporting

FAS Fixed Assets includes more than 20 standard reports, each offering user-defined sort and range criteria on all fields. Using the optional FAS Report Writer, you can create custom reports to suit your business needs. Standard reports can be fully customized with the FAS Report Writer, including adding/removing columns to rearrange the display of data, adding unique headers and footers, and more.

Find The Data You Need

A built-in search function makes it easy to find the asset you are searching for. You can view the details of a single asset from all seven books: Internal, Tax, ACE, AME, State, and two user-definable books—all from a single screen. A useful help function means most of your answers are just a mouse-click away.

Easy To Use

FAS Fixed Assets Asset Accounting is designed to be user-friendly and makes the job of tracking and reporting upon your company's assets easier and more accurate. For example, templates can provide an easy way to create a new asset. When you add a new asset, the selected template automatically fills out the asset information, saving time and reducing errors.

You also can store image files associated with your assets. Keep a photo of an asset, a scanned copy of the maintenance agreement, or warranty easily accessible with this feature.

Streamline And Save Money

The cost of losing track of a valuable piece of equipment or overpaying on insurance or taxes for an item quickly exceeds the software and time investment involved in implementing FAS Fixed Assets. Simply having a fixed asset tracking system in place tends to deter theft. It also simplifies valuations, reconciliation, and audits. Call us for more details and pricing. ★

Check 21 Act

What Is Check 21?

Check 21 (Check Clearing for the Twenty-First Century Act) is a law in effect since October 2004. Check 21 was an initiative by Congress to revise the rules governing the exchange of checks between financial institutions. Essentially, it allows banks to transmit electronic copies of your checks to other banks for payment, instead of requiring that the actual paper copy be presented.

What Changes With Check 21?

If your company does not currently receive paper copies of its canceled checks from the bank along with the statement, you may see little change from the enactment of this law. If however, you currently receive the original cancelled paper check, you may soon start seeing substitute checks or IRDs (image replacement documents). The IRD appears as a copy of the front and back of your check, with a notation saying that it is a legal copy of your check and to use it in the same way you would use the original check.

By law, your bank is not required to return your original check to you, and Check 21 ensures that substitute checks are afforded the same legal protections as the original paper check. In fact, it adds some additional protections such as an expedited refund in the event that you find an error because of the substitute check.

What Should I Know?

It is widely expected that banks will begin to impose stringent guidelines requiring checks to be ANSI (American National Standards Institute) compliant. ANSI is a set of standards imposed by the financial institutions in the United States. Check 21 will allow banks to insist upon compliance with ANSI standards, and banks may elect to penalize customers with additional charges for checks that are not ANSI compliant.

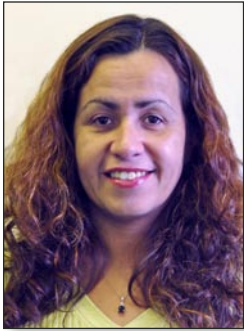
One immediately felt result of this change is that your checks could clear your bank the same day they are written. No longer can you rely on that day or two float as your paper check works its way through the system.

Where Can I Get More Information?

For more information on the Check 21 law, visit: www.federalreserve.gov/pubs/check21/consumer_guide.htm. ★



In The Spotlight: Meet Carmen



Carmen Brito

We're pleased to introduce you to Carmen Brito. Carmen was recently hired into the position of Software Consultant, which means you'll hear her friendly voice and receive her expert assistance as you seek support for Sage MAS 90 and Sage MAS 200.

Before joining Eagle, Carmen served as the Accounting Manager for a local business that used Sage MAS 90. Carmen's experience with both business accounting and the specific operation of Sage MAS 90 will no doubt make her a valuable asset to clients seeking advice, training, and assistance.

Is she looking forward to being on the other side of the support equation?

"I am really looking forward to working with clients, helping them get the most value out of MAS 90," says Carmen, "I spent years working with MAS 90 and I know I can put that experience to work for Eagle's clients."

Carmen was born and raised in Brooklyn, and visits family in Puerto Rico frequently. In her free time Carmen loves to escape the city and spends time hiking, boating, and relaxing with friends and her two children ages 17 and 22.



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Sage MAS 90 Inventory Solutions

UPC Code Creation

If your company's products are destined for retail sale, you likely are already familiar with UPC (universal product code) labels. Virtually everything we buy from grocery stores, department stores, and mass merchandisers has a UPC bar code printed on it. UPC codes consist of a manufacturer number, an item number, plus a check digit.

Manufacturers apply to the Uniform Code Council (UCC) to receive a manufacturer identification number. As the manufacturer you are responsible for assigning the item number and calculating the check digit. The check digit allows the scanning equipment that ultimately will read your number determine if it read the number correctly. The check digit is calculated using a formula specified by the UCC.

If your company needs to produce UPC labels, you'll be interested in the Extended Solution available for Sage MAS 90 called **UPC Code Creation (IM-1237)**. This Extended Solution adds a UPC Maintenance option to Inventory Maintenance. You will enter your company's manufacturer number into the solution's set-up screen. Inventory Maintenance then has a new UPC button that launches the UPC Number Maintenance screen. From the maintenance screen, you enter a unique five digit item number and press the Generate button. The program will combine your manufacturer number and the item number with a

valid check digit it calculates, resulting in a unique UPC number for the item. The UPC value is written to the Alias Item file to help you locate an item by its UPC code.

Inactive Items

There could be any number of circumstances when you might want to designate an inventory item as *Inactive*. Maybe it is a seasonally available item, or perhaps you've oversold and are not accepting future orders. Whatever your reason for making an item inactive, **Inactive Item Designation (IM-1244)** can help. This solution uses a check-box type Inventory Item Custom Office UDF, that allows you to designate an item as Inactive. Sales Order Entry, Purchase Order Return of Goods Entry, and Inventory Transaction Entry will not allow entries against Inactive items.

Item Receipt Labels

Sage MAS 90 Inventory Management allows you to print one bar code receipt label for each receipt line or one label for each quantity received. When you need more control than that, turn to **Quantity to Print by Line for Item Receipt Labels (IM-1254)**. This Extended Solution allows you to specify the number of Barcode Receipt labels to be printed by line in Inventory Transaction Receipt Entry.

Call us for more information and pricing.

