

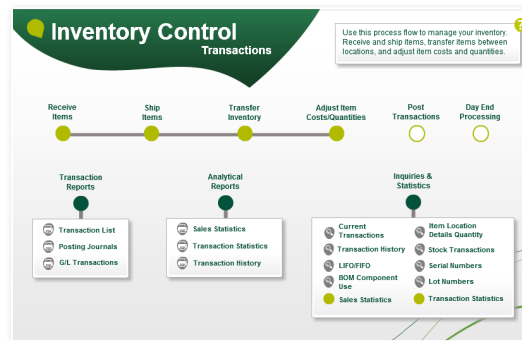
# Sage 300 ERP 2012

## What's New in Sage 300 ERP 2012?

Sage 300 ERP 2012 enhancements simplify and improve your experience with easier access to information, streamlined processes, and increased mobility. Additional new customer requested features will help you complete transactions more efficiently such as Entered By, On Hold Reason, and Requested By fields in Order Entry, copy order and create PO directly from Order Entry, and reverse GL batches. Enhanced Intelligence Reporting and Sage CRM functionality help you stay connected, collaborate successfully and reach your business goals by improving visibility into your business, simplifying forecasting, and mobilizing your workforce.

### Sage Visual Process Flows Simplify Processes

New Sage Visual Process Flows reduce time navigating business processes by providing a graphical process-oriented interface that illustrates the steps and tools required to complete a task. Get started quickly using predefined process flows, or easily create your own custom flows to match your unique needs and specific roles. Particularly helpful for new employees learning Sage 300 ERP and your business processes, Visual Process Flows will guide you through standard tasks, as well as rarely performed tasks, such as year-end.



### Sage Advisor Facilitates Product Updates

The new Sage Advisor Update functionality will enable you to keep your Sage 300 ERP 2012 system current with the latest product updates and enhancements. Automatically identifying your installed software, Sage Advisor conveniently allows you to set preferred notification options, review information, download and install available updates from the Sage Advisor Update Console - even monitor your Sage Business Care account status. Look for future Sage Advisor enhancements, such as "show me how" videos, on-screen help, and quick access to business advice.

The screenshot shows the Sage 300 ERP Inquiry tool interface. It includes a search filter section for 'Purchase Order Number' and 'Purchase Order Date'. Below the search area is a table with the following columns: Purchase Order Number, Vendor Number, Vendor Name, Purchase Order Date, Purchase Order Total with Tax, and Currency. The table contains 15 rows of data.

Purchase Order Number	Vendor Number	Vendor Name	Purchase Order Date	Purchase Order Total with Tax	Currency
PO00000001	1450	Intercontinental B.	01/08/2010	637,800 USD	
PO00000002	1500	Quail Manufacturer	01/08/2010	1,711,470 USD	
PO00000003	2000	Terrington Ltd.	01/08/2010	14,960,100 USD	
PO00000004	6010	J. D. Gerner Dist.	01/08/2010	34,254,700 USD	
PO00000005	7100	Stewart Office B.	01/08/2010	4,960,800 CAD	
PO00000006	7938	Berry Sweets	01/08/2010	5,993,000 CAD	
PO00000007	4540	Lezer Industries	01/08/2010	6,790,200 GBP	
PO00000008	4540	Lezer Industries	01/08/2010	4,491,200 GBP	
PO00000009	4540	Lezer Industries	01/08/2010	3,748,100 GBP	
PO00000010	4540	Lezer Industries	01/08/2010	4,748,100 GBP	
PO00000011	1450	Chloride Systems	01/04/2010	3,765,500 USD	
PO00000012	1450	Intercontinental B.	01/11/2010	18,880 USD	
PO00000013	1450	Quail Manufacturer	01/12/2010	395,500 USD	
PO00000014	2000	Terrington Ltd.	01/11/2010	8,457,540 USD	
PO00000015	2000	Chloride Systems	01/23/2010	391,100 USD	
PO00000016	7100	Stewart Office B.	01/23/2010	4,240 CAD	

### Accelerate Operations Inquiry with 2012 Enhancements

Sage 300 ERP 2012 introduces new inquiry functionality in the Inventory Control, Order Entry, and Purchase Orders operations modules. The Sage 300 ERP Inquiry tool enables you to easily create a customized ad-hoc query without the need to reference databases, programming, or web technologies. Save valuable time while getting greater visibility and insight into your business.

### BENEFITS

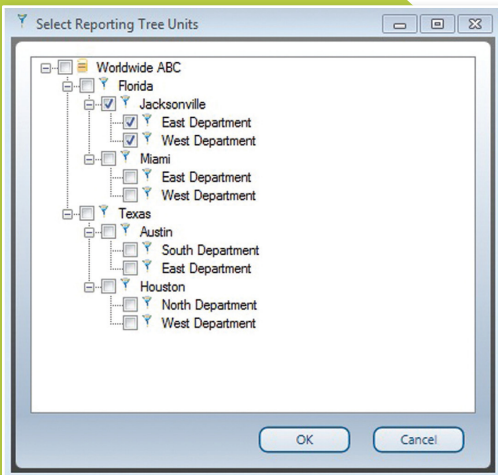
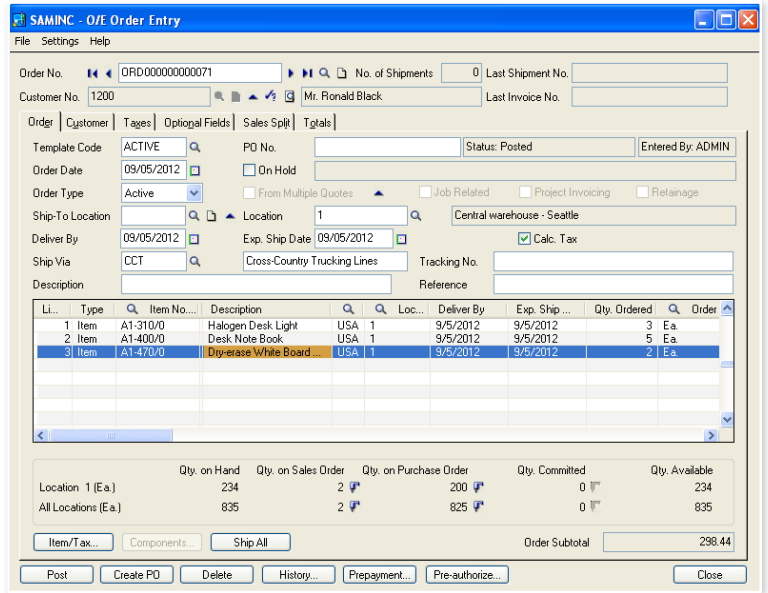
- Reduce time navigating business processes with Visual Process Flows
- Improve productivity with customer-requested enhancements throughout your system
- Get additional benefits delivered in value-packed enhancements throughout the year
- Simplify the process of applying Product Updates with your new Sage Advisor Update
- Access the information you need faster with easier to read tables, an improved finder, and Help
- Save time when processing credit card payments
- Make informed decisions using flexible, powerful, and comprehensive reporting
- Expand your customized reporting with enhanced capabilities
- Accelerate growth and stay connected with Sage CRM enhancements
- Ship cost-effectively and efficiently while improving delivery times





### User Interface Enhancements

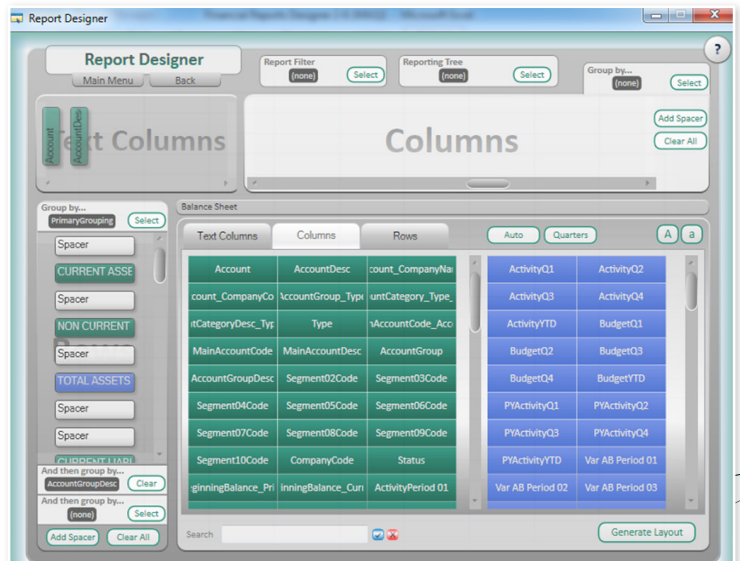
Access multiple companies in Sage 300 ERP 2012 on the same computer using one user license. For improved readability, your grids will display alternate line shading, dynamically persisting even if you insert or delete rows.

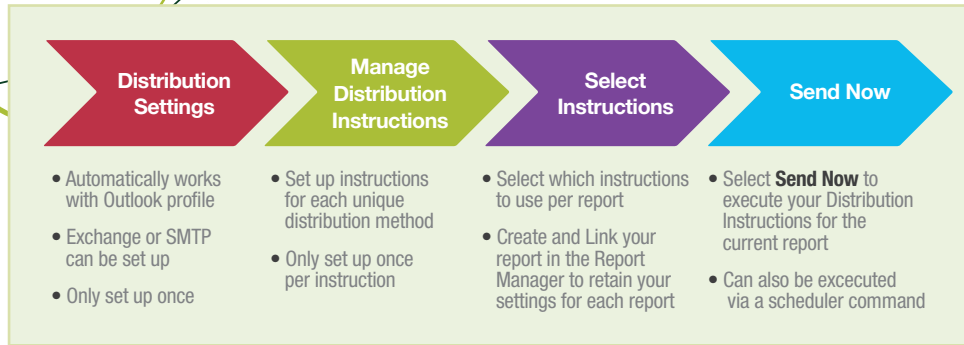


### Improve Visibility with Intelligence Reporting

New Reporting Trees, Report Designer, and enhanced report distribution capabilities empower your informed business decisions with powerful financial reporting and analytics. Create and attach Reporting Trees to Report Designer layouts, and distribute meaningful information in Microsoft® Excel. Intelligence automatically consolidates data from multiple companies, divisions, and data sources for in-depth analysis. With the click of a button the new Reporting Trees allow you to model a reporting structure and view your organization in many different ways. Easily add or change reporting units without changing your financial data—accommodating reporting structures from simple to very sophisticated.

Build customized financial reports using the Report Designer graphical interface to drag and drop, add pre-defined calculations, multi-level groupings, and create additional calculated fields. Conveniently use the "What If Analyzer" to dynamically change amounts on the report for forecasting and budgeting, or to create projections. Maximum flexibility allows you to group by page or columns, or by any field such as Segments, Companies, or Regions. The Consolidated Financial Report Designer supports multi-company consolidation.





Improve your workflow and increase business process efficiencies using Sage 300 ERP Intelligence Reporting to establish automated report distribution, send reports to a file, publish to an FTP site, and send via email. Choose the reports you want to distribute, who will receive them, and customize each email format using your existing Microsoft® Outlook profile and address book.

### Mobilize Your Sales Force

Sage CRM dynamically links your mobile teams with your main offices, providing an end to end view of every opportunity on mobile and tablet devices. Sage CRM gives full visibility of what is happening with every prospect and customer, simplifies forecasting and strengthens pipeline management while dramatically reducing the time salespeople spend on administration - freeing them to spend more time selling.

Sage eMarketing for Sage CRM enables execution of high-quality, targeted email marketing campaigns, automatically delivering email communications to the right people at the right time for maximum impact. A simple three-step wizard helps you create effective e-marketing campaigns with ease using over 90 templates. Hot leads are efficiently delivered to your sales team members, making it easy to track results and calculate accurate ROI.

Several Mail Merge enhancements allow for easier implementation, development and execution of your campaigns. Use a custom template regardless of which web browser you're using - Internet Explorer (IE), Safari, Firefox, or Chrome. Pre-upload screening of file quantity, size, and type including the ability to exclude specific document extensions and to limit files by size (Firefox, Chrome and Safari).

In your Quote to Order workflow you can view, update, or change the salesperson of record, and commission splits.

Sales Split			
	Salesperson Code	Salesperson Name	Percentage
Salesperson 1 (Primary)	BB	Bill Bhaission	80.00000
Salesperson 2	DS	David Sanjos	20.00000
Salesperson 3			0.00000
Salesperson 4			0.00000
Salesperson 5			0.00000

## New Specialized Features and Functionality for Sage 300 ERP 2012

**Sage 300 ERP Sales Tax** by Avalara is a web-based solution that automatically performs address validation, sales tax jurisdiction research, and rate calculation for you on the fly. An expertly maintained tax engine is accessed over a secure internet connection to apply address, jurisdiction, and rate information to your every transaction—within the same order-entry or customer set-up screen you typically use. The integration is seamless with Sage 300 ERP and all sales tax jurisdictions in the USA and Canada are covered.

**Sage 300 ERP Shipping** by SmartLinc helps you get your products in the hands of your customers quickly and efficiently. Streamline your shipping activities for all parcel carriers, Truck Load and Less Than Truckload (LTL) shipments, and Company Vehicles over the web. Shipping offers easy and secure methods to use the best rates to deploy quickly, either on-premise or in the cloud, and manage your shipping processes all the way to the printed labels, and originate shipments from the USA or Canada.

**Sage 300 ERP Alerts and Workflow** by Vineyardsoft is an invisible assistant that monitors your business for events and conditions that require awareness and immediate response. Identify elements that are crucial to the success of your business, and personalized alerts will be sent via email, fax, pager, cell phone and screen pop-up. Dynamically analyze data between multiple business functions (e.g., Accounting, Inventory, and CRM) and take the right action quickly.