



Sage 100 Newsletter

From Business Computer Associates, Inc.

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MIGRATING FROM SAGE 100 CLASSIC TO 100c

By now, you've certainly heard about **Sage 100c**. It's a modernized version of the classic Sage 100 software (formerly MAS 90 / MAS 200) that customers have been using for decades. With so many customers that have already migrated to Sage 100c and many more considering it, we wanted to take a moment to discuss the migration process which is actually quite simple.

Sage 100c Migration At a Glance

Here's what the migration process looks like from Sage 100 Classic to Sage 100c:

1. **Change Your License** - you'll need to change your current Sage 100 *perpetual* license (classic) to a Sage 100c *subscription* license.
2. **Check Your Version** - your current Sage 100 Classic installation needs to be version 2016 or higher. If you're running an older version, perform an upgrade before applying your new Sage 100c license keys.
3. **Apply Your New License Keys** - the new license keys provided by Sage (in Step 1) will unlock all the new features and modernized interface of Sage 100c.

Within hours of installing the new license keys, you'll be up and running. It's as simple as that.

What Do You Get?

Sage 100c delivers added functionality that you don't get with the classic version. Here are some of the most important features you'll unlock with your new Sage 100c license:

Modernization - modernized interface and desktop that's easier to use and highly customizable.

Advanced Inventory - more advanced features for inventory like Sage Inventory Advisor Basics and Multi-bin management.

Manufacturing - a full-featured advanced job management suite for manufacturers.

Process Automation - streamline core accounting functions with features for AP Automation and electronic invoice (eInvoicing).

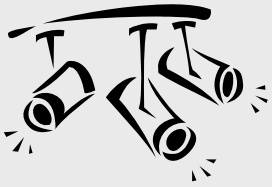
Perhaps the most important thing to note is that going forward, Sage 100c will likely receive most of the attention and development effort from Sage in terms of adding new features, connecting with external applications, and continued modernization of the technology and interface.

Should You Migrate?

It's a question that has a different answer for each company and situation. In a nutshell if you're happy with your current Sage 100 Classic software, there's no need to change and you'll continue to receive product support for a long time. But if you want access to more advanced features for reporting, inventory management, manufacturing, process automation, and an overall modern interface, a migration to Sage 100c might be worth considering.

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SCANFORCE WAREHOUSE MANAGEMENT

What's In Your Warehouse?

If an efficiency expert came into your warehouse, what would they see? Chances are they'd find room for improvement. Yet operational efficiency in the warehouse is key to reduced costs and faster, more accurate order fulfillment.

Are you leveraging your Sage data in the warehouse? Here are some areas you can automate for maximum efficiency.

Visibility Into Accurate, Real-Time Data

Does your warehouse have instant access to your Sage data?

Whether they're receiving goods, transferring or issuing inventory, performing physical counts, or packing and shipping, they are performing activities that directly relate to your Sage data. Easy access to the information they need to fulfill orders, along with a simple way for them to document all the inventory transactions they perform will make operations more accurate and efficient.

Do your sales and customer service teams have immediate visibility into the warehouse through Sage? Are they waiting for inventory to be keyed in and hoping that it's done accurately?

Manual entry of inventory transactions is error-prone and slow, leading to unreliable data. The more you can automate these processes, the more confident your front office can be that they have the latest and greatest data on quantities on hand to sell.

If you're manufacturing products, are you able to easily track both finished products and components/raw materials used to make them?

If you're relying on your warehouse to manually document these activities, there's a lot of room for error in tracking this crucial supply chain information.

Productivity Through Mobility

The solutions to these problems can be literally in the palm of your hands.

Sage-integrated **Warehouse Management Software** (WMS) from [ScanForce](#) allows you to mobilize and optimize your warehouse team by putting the data they need in their hands. With wireless barcode scanning devices, they can roam the warehouse un-tethered quickly performing and capturing any activity, including:

- Inventory transactions including warehouse transfers, inventory issues, inventory receipts, etc.
- Physical counts/cycle counts
- Lot and serial number validation
- Receiving goods right on the dock and printing labels on the fly
- Shipping activities
- Packing list printing

Wireless Mobile Sales lets you close business from the field even when you don't have access to Sage. Reps can:

- Create quotes, sales orders, invoices, and credit memos
- View stock quantities across warehouses for real-time availability details
- View customer past purchase history to determine opportunities for sales
- Capture signatures, print receipts, even calculate sales tax and close the deal on the spot with mobile credit card processing.

[Get in touch](#) to learn more about **ScanForce Warehouse Management** for Sage 100.



Sage 100 2017.2 Now Available

With this newest release, Sage 100 and 100c customers get improved payment options with Sage Exchange and a Sage 100 Direct Deposit service processing window. In addition, there's now a wizard that helps set up credit card, ACH payments, and direct deposit options. With these enhancements, Sage 100 continues to make payment processing fast and hassle-free.

For full details about all the changes and bug fixes, check out the [release notes](#). Sage 100 2017.2 is available for download on the [Sage Customer Portal](#).

New Service Status Website for Connected Services

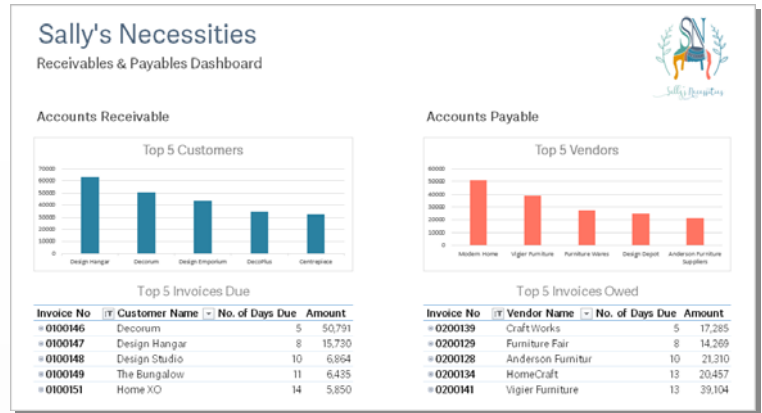
If you're using a Sage 100 online connected service like Direct Deposit, you'll want to bookmark the following new website: <https://trust.sage.com>

There you'll find the latest availability status so you can quickly determine whether a service is currently down. You'll also have visibility to scheduled maintenance so you can plan ahead to avoid potential processing delays or interruptions to your workflow.

Sage Intelligence Training: Getting Ahead with Sally

Sage has launched the third installment of the popular **Sage Intelligence Sally Series**. You've learned the basics and now it's time to get ahead of the competition.

It all began with part 1 of the series entitled **Starting Out with Sally**. Sally is a fictitious business owner that leads you through practical ways to make sense of the numbers and



improve your reporting skills with Sage Intelligence. Part 1 included 5 videos that have been [archived here on YouTube](#).

The second installment, entitled **Gearing Up with Sally**, kicks things up a notch as Sally guides you through the Financial Report Designer. The reporting techniques focus on Pivot Tables, Pivot Charts, and Dashboards. Part 2 includes 5 videos which have been [archived here on YouTube](#).

This third time around, entitled **Getting Ahead with Sally**, she focuses on designing reports from scratch using the Sage Intelligence **Connector module**. As she creates a dashboard combining Accounts Payable and Accounts Receivable in a single view, you'll discover how to define the specific data you want for your reports - making this series slightly more advanced than the previous two. In this series, the following topics are covered:

- Part 1:** Connecting with the Connector
- Part 2:** Get your game on with the Graphical Join Tool
- Part 3:** Stepping it up with SQL
- Part 4:** Expressing yourself through custom Expressions
- Part 5:** Visualizing the result in Excel



Click to join the list and have the video series sent directly to you: [Join the Video Guest List](#)

We focus on your technology, you focus on your business

With over 20 years in the industry, BCA has worked with progressive companies and organizations that know the value of technology and want to get the most out of their Enterprise Resource Planning (ERP) investments.



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