

Sage Rebranding

As announced in July during Sage Summit, the majority of Sage's product names such as Accpac, Timberline, and even Peachtree will soon become a memory as major rebranding efforts will result in much of the software becoming simply the company name and a number. Across Europe the Sage brand is widely known, and its products all have the Sage brand followed by a number. The company's goal is to have North American products more in line with the rest of Sage, solidifying the company's identity among its customers. Product name changes in North America are expected to begin as early as April 2012 and will continue throughout the year. Sage ERP Accpac will become Sage 300 ERP however Sage CRM will remain the same.

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Holiday Wish List: **Getting Better, Faster and Smarter in 2012**

Technology improvements have taken a back seat over the last three years thanks to the recession. Unfortunately the timing for this was terrible, as many companies were slated for updates in 2007/2008 to keep the systems they put in place for Y2K current. What this means today is that most organizations are well behind the technology curve and not able to take advantage of efficiencies that are available now when they need them the most. Mid-sized companies have been especially impacted by the lack of current technology, and many have been holding on by a thread trying to keep their businesses alive. However, there are ways to take advantage of today's technology without replacing your ERP system. This edition of "Insight" is focused on our top picks for your Holiday Technology Wish List along with a few recommendations to help you wrap up 2011, and start out 2012 with the tools you'll need to stay competitive:



#1: **Keep your Sage ERP Accpac solution current**

The best way take advantage of technology is to keep your system current. New versions are typically packed with enhancements inspired by you – the end user. These enhancements streamline processes, keep up with changing regulations and technology, and provide more flexibility to your company. All of this adds up to time and cost savings. [Sage ERP Accpac version 6.0](#) is a great example of this. If you haven't upgraded, take a look today by clicking on the above link.

#2: **Utilize Business Intelligence Tools & Forecast with Confidence**

Forecasting meetings are happening in most businesses this month as we prepare for the coming year. Forecasting can become a guessing game unless you have tools that help you to make realistic projections based on historical data. Business Intelligence (BI) can be easily customized to reflect your specific needs. For instance, when planning a budget for the coming year, BI can automatically start with annualized actuals from the current year. Year-over-year adjustments can be applied across-the-board and fine-tuned. Users can do forecasting and budgeting with any combination of sales parameters, such as salesperson, product category, product and customer. Any kind of time parameters can be used, such as days, weeks or months. BI can populate future budgeting and forecasting amounts based on prior actuals or from information from an outside source (like customer feedback) or a combination of both. Later, users are able to monitor actuals versus budgets for any time period. The system can also be set up to work with a large number of —official and —provisional budget/forecasting versions.

#3: **Integrate Customer Relationship Management (CRM) to Achieve a Better ROI**

Set new standards for customer service, improve loyalty and retention, and boost sales. When Customer Relationship Management (CRM) is integrated as part of your system, you can easily profile, track and target customers for a better bottom line. You get immediate visibility to critical customer data and increase productivity throughout your business with real-time

Learning Opportunities

IWI Webinars

Don't miss our 4th Quarter IWI Webinar offerings! Registration is easy. From our home page, click on webinars, then the webinar listing you want to attend, and you'll be taken to a simple registration form.

Sage FAS

(November 21st 2011
10:00AM EST)

Sage Accpac Financial

(November 24th 2011
10:00AM EST)

Sage HRMS

(November 28th 2011
12.00PM EST)

Sage Accpac Inventory Management

(November 30th 2011
10:00AM EST)

Service Manager

(December 7th 2011
10:00AM EST)

What's New in Sage Accpac v6

(December 14th 2011
1:00PM EST)

Tips and Tricks Videos

If you use the Sage ERP Accpac Extended Enterprise Suite you'll want to check out our new Tricks and Tips videos. New Sage ERP Accpac and SageCRM videos are available on our website monthly. Visit www.iwigroup.ca/tips_tricks.php or click on the Tips and Tricks icon on the right side of our home page.

access along with improved data integrity to eliminate the potential for costly order processing errors. Additionally, you can gain remarkable efficiencies by allowing your salespeople to issue sales orders, perform customer inquiries, or view detailed orders and invoices from their accounting system. With your sales force connected with all the data in your ERP system, you'll be able to watch your productivity and profitability rise. Get the tools you need to find new customers, close sales faster, and access transaction history, to build lasting, more profitable relationships.

#4: Implement a Barcoding Solution

The accuracy of your inventory data directly impacts stock levels, customer service, employee theft deterrence, and more. In order to maintain accuracy, many companies perform a yearly inventory audit. Dreaded by most, annual physical inventory counts tend to conjure up memories of long hours spent in excruciatingly hot or unbearably cold warehouses trying to count every-single-last item in stock. Fortunately, much of the pain within this process can be avoided by implementing a barcoding solution. While there is an initial investment required to purchase handheld barcode devices and implement the technology, many companies see an ROI in less than 18 months. Bar-code technology can assist you in reducing your physical count time and resources by 75%-80%. This means an inventory count that previously took a week behind closed doors can now be completed in a matter of hours. This method removes the necessity of two man teams and instead enables just a single person with a handheld to count an entire section of your warehouse. In addition, it eliminates manual data entry and clerical errors because the counts can be downloaded directly from the bar-code readers into your computer.

#5: Manage Sales Tax Liability

As you plan your 2012 budget, take time to evaluate your current sales tax management solution. Many accept this function as necessary overhead but do you know what you're actually paying? Have you considered compliance risks you may face? Whether you manually calculate sales tax or use some level of automation, you may be paying too much. If you use struggle keeping up with tax jurisdiction changes, use manual methods, spend days or weeks preparing returns for filing, or need to cut costs in your budget we encourage you to contact us today to take the next step in managing your sales tax liability.

#6: Go Paperless with Document Management

Document management software (DMS) rests in a central place that can be accessed right from your computer. Documents are scanned in then indexed so that you can search for the document in any way that you may need. Most DMS systems have built in indexing options but you always have the option of customizing the indexing prompts to meet your company's specific requirements. DMS takes accessibility a step further by making any phrase in the document searchable. If the field you need to find has not been indexed, you can type in the information you do know and the DMS will search through the text to find it. When documents are stored electronically they can be accessed by multiple users simultaneously. Document management systems are a huge advantage to companies that have piles of paperwork to manage and struggle to organize it all. It essentially takes the guesswork out of organization by storing everything in a central location and making all the content easily searchable.

Contact IWI to learn more about any of the solutions presented here. Take the time today to focus on how to run your business better, faster and smarter to thrive in tomorrow's economy.



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