



# Sage MAS 500 – The Foundation for Future Growth

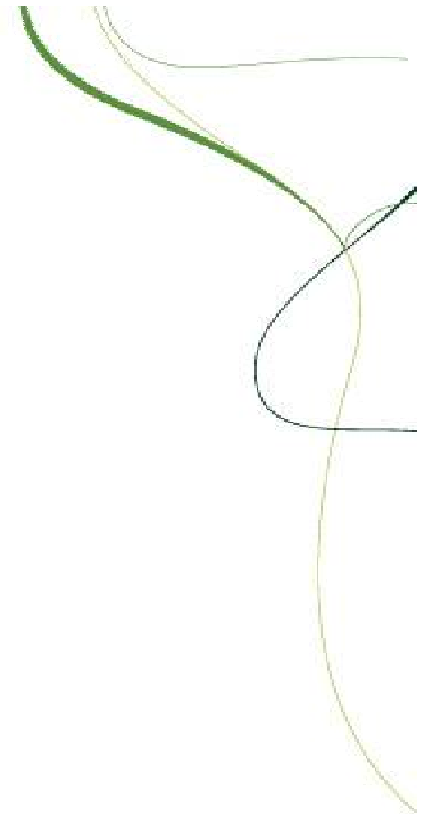
Presented by

Bob Zuckerman

President

Zuckerman Consulting

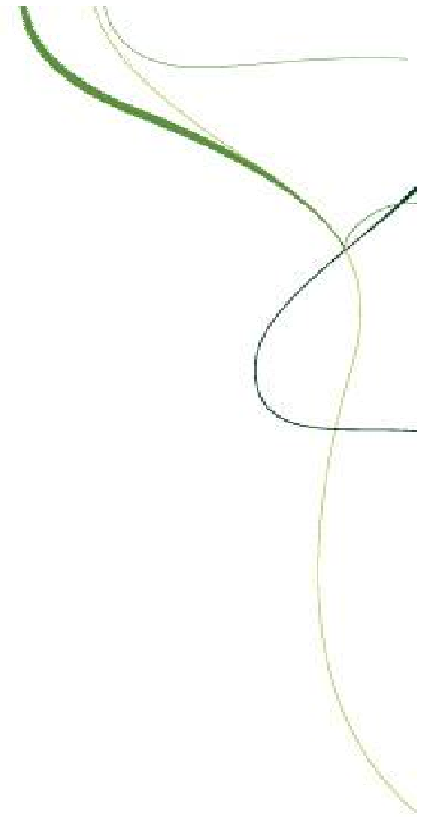
A Partner of the WAC Consulting Group,  
LLC





## Sage MAS 500 – Flexible & Powerful

- Complexity of business model
- Technology as a competitive advantage
- Size of business
- Target Markets
- Multiple Companies



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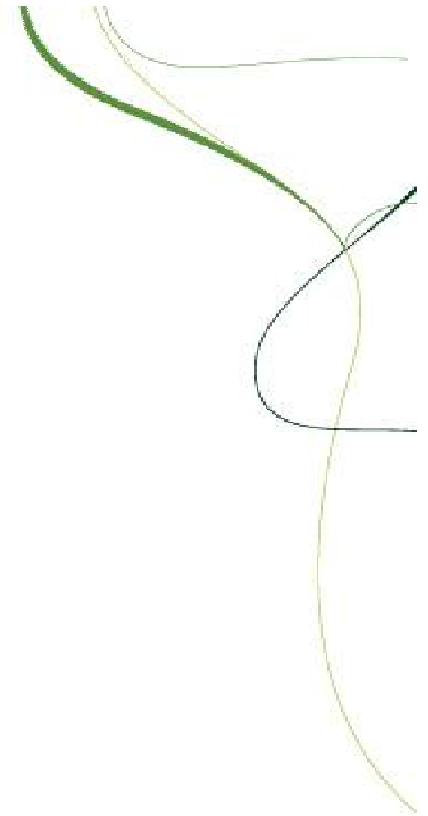
## **Business Intelligence – built in!**

Customize your Queries

Reports in Crystal

Business Insights Explorer & Analyzer

Business Insights Dashboard



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## Business Insights Explorer – Sales Order Lines

Explore - Sales Orders

File Edit View Preview Drill Into Analyze Manage Insights Tools Window Help

Setting Standard

Filter

And/Or Column Operator Value Value

Customer Is equal to Aldebaran, Inc.

And

**Preview**

- Sales Order Lines
- Shipped Items
- Open to Ship
- Pick Lists
- Shipments
- Invoices
- Change Orders
- Open Work Orders
- Active Memos

**Sales Orders**

| Sales Order   | SO Amt    | SO Date   | Status | Customer        | Slsprsn | Open Amt  | Cr Hold                  | Hold                     | Contact  | Order Total | Total Sales | Trade Disc | Freight | Sales Tax |
|---------------|-----------|-----------|--------|-----------------|---------|-----------|--------------------------|--------------------------|----------|-------------|-------------|------------|---------|-----------|
| SD-0000000170 | 0.0       | 1/19/2008 | Closed | Aldebaran, Inc. | Alfred  | 0.0       | <input type="checkbox"/> | <input type="checkbox"/> | Jeff Cox | 0.0         | 0.0         | 0.0        | 0.0     | 0.0       |
| SD-0000000172 | 9,276.75  | 1/19/2008 | Closed | Aldebaran, Inc. | Alfred  | 9,500.00  | <input type="checkbox"/> | <input type="checkbox"/> | Jeff Cox | 9,276.75    | 9,500.00    | 950.00     | 0.0     | 726.75    |
| SD-0000000182 | 4,784.85  | 1/18/2008 | Closed | Aldebaran, Inc. | Alfred  | 0.0       | <input type="checkbox"/> | <input type="checkbox"/> | Jeff Cox | 4,784.85    | 4,900.00    | 490.00     | 0.0     | 374.85    |
| SD-0000000186 | 7,177.28  | 1/18/2008 | Closed | Aldebaran, Inc. | Alfred  | 7,350.00  | <input type="checkbox"/> | <input type="checkbox"/> | Jeff Cox | 7,177.28    | 7,350.00    | 735.00     | 0.0     | 562.28    |
| SD-0000000238 | 195.30    | 4/18/2008 | Open   | Aldebaran, Inc. | Alfred  | 200.00    | <input type="checkbox"/> | <input type="checkbox"/> | Jeff Cox | 195.30      | 200.00      | 20.00      | 0.0     | 15.30     |
| SD-0000000244 | 32,400.00 | 6/12/2008 | Open   | Aldebaran, Inc. | Alfred  | 36,000.00 | <input type="checkbox"/> | <input type="checkbox"/> | Jeff Cox | 32,400.00   | 36,000.00   | 3,600.00   | 0.0     | 0.0       |
| SD-0000000245 | 29,700.00 | 6/12/2008 | Open   | Aldebaran, Inc. | Alfred  | 33,000.00 | <input type="checkbox"/> | <input type="checkbox"/> | Jeff Cox | 29,700.00   | 33,000.00   | 3,300.00   | 0.0     | 0.0       |
| SD-0000000246 | 10,800.00 | 6/12/2008 | Open   | Aldebaran, Inc. | Alfred  | 12,000.00 | <input type="checkbox"/> | <input type="checkbox"/> | Jeff Cox | 10,800.00   | 12,000.00   | 1,200.00   | 0.0     | 0.0       |
| SD-0000000251 | 19,942.53 | 6/5/2008  | Open   | Aldebaran, Inc. | Alfred  | 8,012.90  | <input type="checkbox"/> | <input type="checkbox"/> | Jeff Cox | 19,942.53   | 10,612.90   | 1,061.29   | 0.0     | 10,390.92 |
| SD-0000000254 | 2,655.85  | 6/5/2008  | Open   | Aldebaran, Inc. | Alfred  | 2,950.94  | <input type="checkbox"/> | <input type="checkbox"/> | Jeff Cox | 2,655.85    | 2,950.94    | 295.09     | 0.0     | 0.0       |
| SD-0000000269 | 1,172.10  | 6/5/2008  | Open   | Aldebaran, Inc. | Alfred  | 1,215.97  | <input type="checkbox"/> | <input type="checkbox"/> | Jeff Cox | 1,172.10    | 1,215.97    | 121.60     | 0.0     | 77.73     |
| SD-0000000271 | 153.21    | 6/5/2008  | Open   | Aldebaran, Inc. | Alfred  | 157.99    | <input type="checkbox"/> | <input type="checkbox"/> | Jeff Cox | 153.21      | 157.99      | 15.80      | 0.0     | 11.02     |

**Sales Order Lines**

| Sales Order   | SO Line | SO Date   | Whse   | Item         | Description                             | Qty Ordered | UOM  | Unit Price | Ext Amt      | Status | Cust    | C Hold                   | Hold Reason |
|---------------|---------|-----------|--------|--------------|---|-------------|------|------------|--------------|--------|---------|--------------------------|-------------|
| SD-0000000029 | 1       | 2/22/2008 | Rialto | Gateway400C  | Desktop Intel Celeron 400 mhz 128 cache | 113.0000    | Each | 899.000    | 101,587.00   | Closed | Aldebrn | <input type="checkbox"/> |             |
| SD-0000000029 | 2       | 2/22/2008 | Rialto | Gateway500SE | Intel Pentium III 500mhz 512 cache      | 143.0000    | Each | 1,599.000  | 228,657.00   | Closed | Aldebrn | <input type="checkbox"/> |             |
| SD-0000000029 | 3       | 2/22/2008 | Rialto | Gateway700   | Desktop Intel Pentium III 700 mhz       | 250.0000    | Each | 1,999.000  | 499,750.00   | Closed | Aldebrn | <input type="checkbox"/> |             |
| SD-0000000029 | 4       | 2/22/2008 | Rialto | GatewayE5200 | Scaleable Workstation Vx1               | 270.0000    | Each | 2,099.000  | 566,730.00   | Closed | Aldebrn | <input type="checkbox"/> |             |
| SD-0000000029 | 5       | 2/22/2008 | Rialto | GatewayE5250 | Deluxe 550 Workstation                  | 284.0000    | Each | 4,099.000  | 1,164,116.00 | Closed | Aldebrn | <input type="checkbox"/> |             |
| SD-0000000029 | 6       | 2/22/2008 | Rialto | NEC15        | 15" Monitor                             | 1,242.0000  | Each | 250.000    | 310,500.00   | Closed | Aldebrn | <input type="checkbox"/> |             |
| SD-0000000029 | 7       | 2/22/2008 | Rialto | NEC17        | 17" Monitor                             | 1,825.0000  | Each | 300.000    | 547,500.00   | Closed | Aldebrn | <input type="checkbox"/> |             |
| SD-0000000029 | 8       | 2/22/2008 | Rialto | NEC19        | 19" Monitor                             | 2,085.0000  | Each | 400.000    | 834,000.00   | Closed | Aldebrn | <input type="checkbox"/> |             |
| SD-0000000029 | 9       | 2/22/2008 | Rialto | HP19         | 25" Monitor                             | 1,775.0000  | Each | 600.000    | 1,065,000.00 | Closed | Aldebrn | <input type="checkbox"/> |             |

Drill Into

Analyze

Manage





## Business Insights Analyzer – Pivot Table

| And/Or | Column    | Operator   | Value    | Value      |
|--------|-----------|------------|----------|------------|
| And    | Post Date | Is between | 1/1/2007 | 12/31/2007 |
| And    |           |            |          |            |

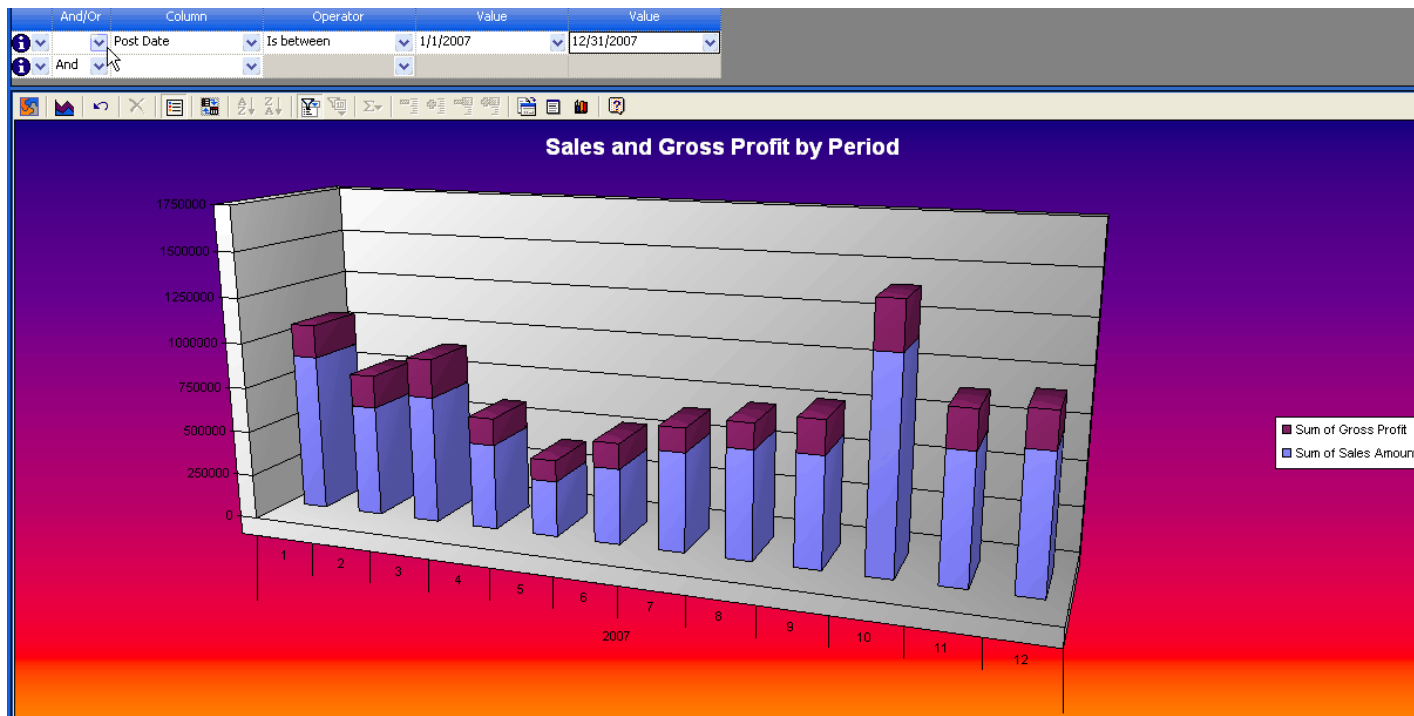
  

| Customer Sales History Analyzer |               |              |              |         |              |              |         |              |              |         |              |              |         |              |  |  |
|---------------------------------|---------------|--------------|--------------|---------|--------------|--------------|---------|--------------|--------------|---------|--------------|--------------|---------|--------------|--|--|
| Drop Filter Fields Here         |               |              |              |         |              |              |         |              |              |         |              |              |         |              |  |  |
|                                 |               | Fiscal Year  |              |         | Fiscal Per   |              |         |              |              |         |              |              |         |              |  |  |
|                                 |               | 2007         |              |         |              |              |         |              |              |         |              |              |         |              |  |  |
|                                 |               | 1            |              |         | 2            |              |         | 3            |              |         | 4            |              |         | 5            |  |  |
|                                 |               | +/-          |              |         | +/-          |              |         | +/-          |              |         | +/-          |              |         | +/-          |  |  |
| Customer Class Name             | Customer Name | Net Sales    | Gross Profit | GP Pcnt | Net Sales    | Gross Profit | GP Pcnt | Net Sales    | Gross Profit | GP Pcnt | Net Sales    | Gross Profit | GP Pcnt | Net Sales    |  |  |
| North East Territory            |               | \$348,313.19 | \$32,772.69  | 9.41%   | \$213,922.00 | \$72,349.50  | 33.82%  | \$191,380.76 | \$56,756.39  | 29.66%  | \$136,889.00 | \$45,387.97  | 33.16%  | \$110,599.00 |  |  |
| North West Territory            |               | \$42,894.08  | \$19,066.08  | 44.45%  | \$11,826.20  | \$3,939.21   | 33.31%  | \$19,292.00  | \$4,704.00   | 24.38%  | \$12,326.00  | \$3,173.00   | 25.74%  | \$134,710.00 |  |  |
| South East Territory            |               | \$60,959.40  | \$21,394.35  | 35.10%  | \$7,759.60   | \$2,473.60   | 31.88%  | \$41,227.00  | \$18,972.00  | 46.02%  | \$67,790.00  | \$30,875.00  | 45.55%  | \$287.00     |  |  |
| South West Territory            |               | \$325,104.50 | \$112,801.74 | 34.70%  | \$386,428.50 | \$106,132.88 | 27.47%  | \$471,039.00 | \$137,672.79 | 29.23%  | \$265,084.60 | \$72,566.34  | 27.37%  | \$68,495.00  |  |  |
| Grand Total                     |               | \$777,271.17 | \$186,034.86 | 23.93%  | \$619,936.29 | \$184,895.19 | 29.82%  | \$722,938.76 | \$218,105.18 | 30.17%  | \$482,089.59 | \$152,002.30 | 31.53%  | \$314,091.00 |  |  |





## Business Insights Analyzer – Chart

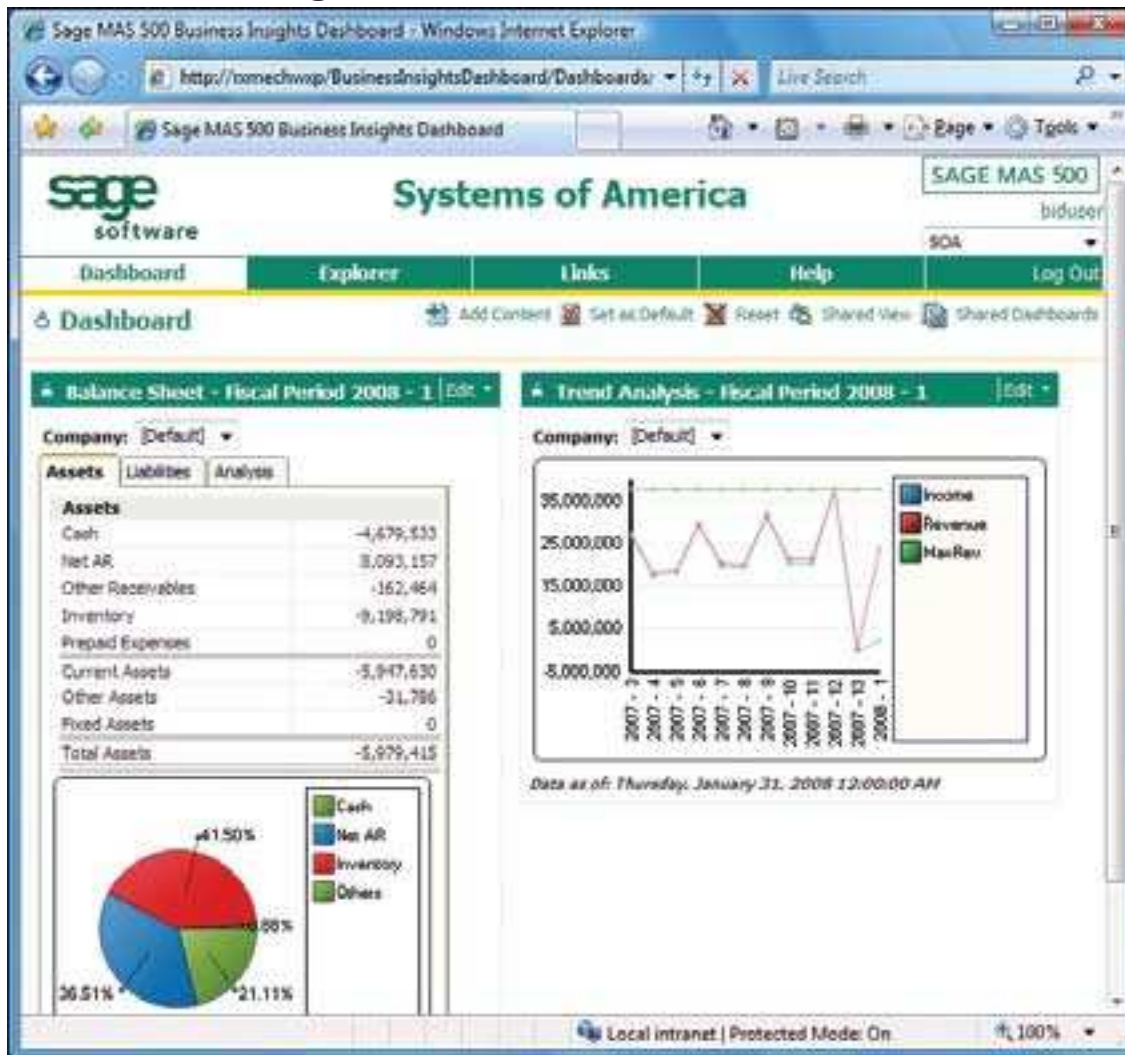


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## Business Insights Dashboard



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Let's review One powerful feature

Inventory Replenishment



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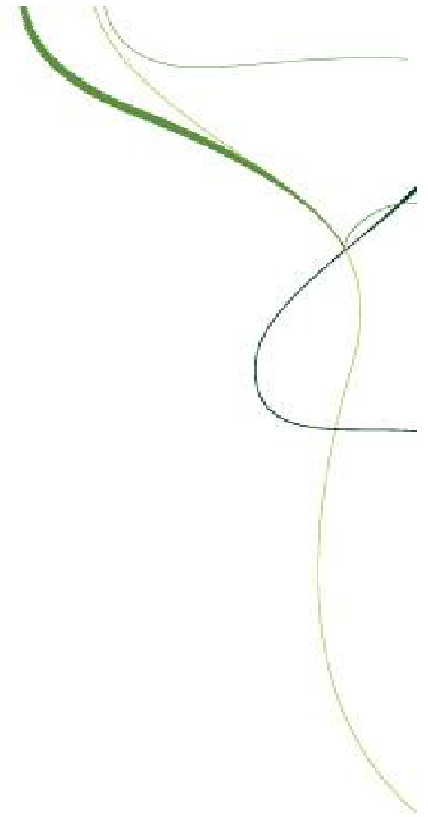
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## Replenishment – What a difference!

*“With \$4 million in inventory, 300 different products, and four warehouses, we appreciate how robust and accurate Sage MAS 500 is. Our raw material and labor costs vary depending on location. Sage MAS 500 lets us monitor each item independently—something not many systems can do. Inventory replenishment at our distribution site is so much more efficient that we’ve reduced our workload by 80 percent.”*

— Janet O’ Neal, Director Supply Chain Management,  
Kellogg Garden Products



The Sage logo, featuring the word "sage" in a bold, green, lowercase sans-serif font.

The Sage MAS 500 logo, featuring the word "sage" in a bold, green, lowercase sans-serif font, with "MAS 500" in a smaller, lighter green font below it.



## What is Replenishment?

Increase profitability by finding the optimal balance between  
(a) accelerating inventory turnaround, and  
(b) maintaining adequate stock levels to meet demand

How much do we have onhand, and where?

How much is committed?

How much is on order?

How much do we sell/use?

How long will the current inventory last?

How much do we need to keep onhand?

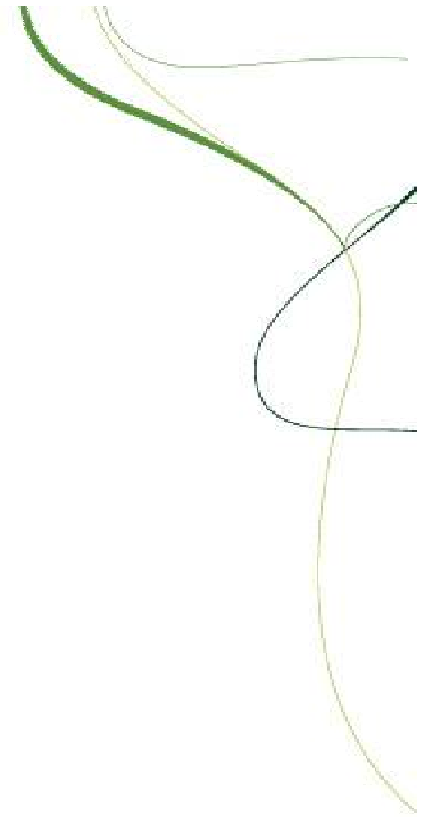
What is the lead time for supplier/item/warehouse combinations?

What's the most economical way to purchase (qty, frequency, price breaks?)

Should we be transferring inventory?

When should we purchase/transfer next?

**MAS 500 will set up proposed purchase orders and transfers!**



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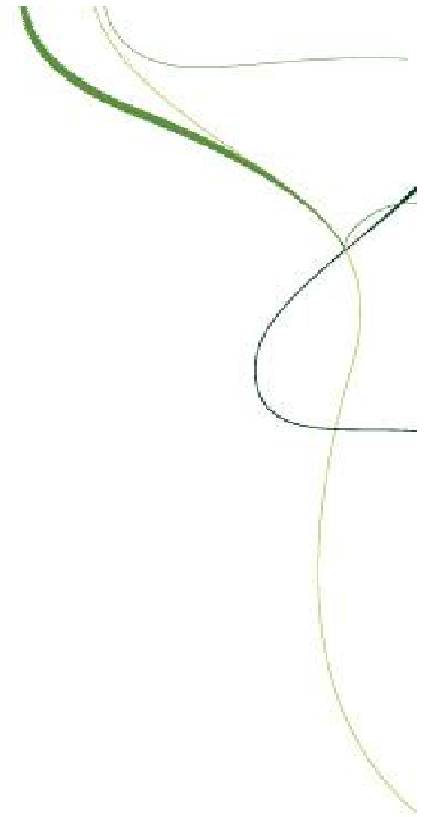


## **Sage MAS 500 –**

**Is a comprehensive modular system.**

**Start with the functions you need,**

**Add more as you grow.**

The Sage logo, consisting of the word "sage" in a lowercase, green, sans-serif font.A second Sage logo, identical to the one above but rendered in a lighter, semi-transparent green color.



## Sage MAS 500 Modules, Add Ons & Options

### FINANCIAL SUITE

- General Ledger
- Accounts Payable
- Accounts Receivable
- Cash Management
- Purchase Order
- Multicurrency Management
- Allocations
- Active Planner
- Sage FAS Fixed Assets

### DISTRIBUTION AND SUPPLY CHAIN MANAGEMENT

- Inventory Management
- Inventory Replenishment
- Purchase Order
- Sales Order
- Sales Tax, Powered by AvaTax
- eCustomer
- eOrder
- Advanced Kitting
- Product Configurator
- Warehouse Management
- Warehouse Automation
- StarShip Parcel
- StarShip Freight

The Sage logo, consisting of the word "sage" in a lowercase, green, sans-serif font.The Sage MAS 500 logo, featuring the word "sage" in a light green font above the text "MAS 500" in a darker green font.



## More Possibilities!

### MANUFACTURING

- Light Manufacturing • Advanced Manufacturing • Advanced Planning & Scheduling
- Engineering Change Management • Estimating • Project Management
- Material Requirements Planning (MRP) • Product Configurator • Shop Floor Control

### TIME AND PROJECT MANAGEMENT

- Project Accounting • Microsoft Project Link • Sage TimeSheet

### HR & PAYROLL

- Sage Abra Payroll • Sage Abra HR • Sage Abra Attendance

### IMPLEMENTATION, CUSTOMIZATION & INTEGRATION

- Assisted Company Setup • Data Import Manager • Data Migrator
- Import Utilities • Customizer • Software Development Kit • Source Code

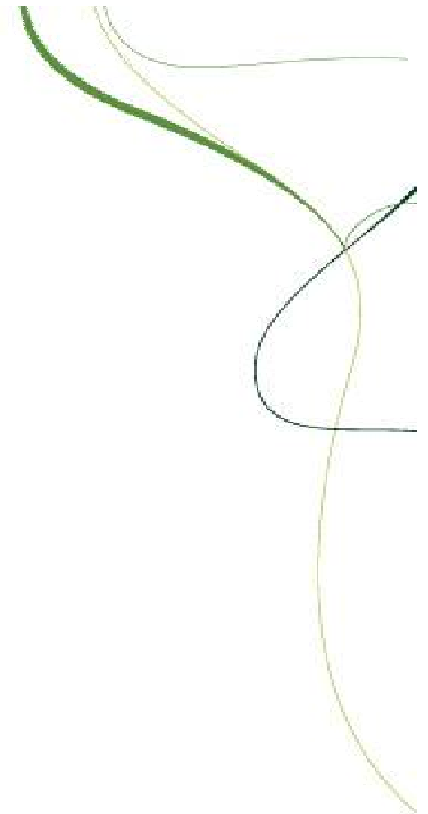
### CUSTOMER RELATIONS MANAGEMENT

- Sage SalesLogix Sales • Sage SalesLogix Marketing
- Sage SalesLogix Customer Service • Sage SalesLogix Support

### SOLUTIONS FROM SAGE DEVELOPMENT PARTNERS

- Process Manufacturing • Document Routing • Document Management • Database Alerts
- Point of Sale • EDI • Collection Management • Compliance and Internal Controls

- ETC!





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