The PASSAGE

A Newsletter for Clients of Parkinson Accounting Systems

IN THIS ISSUE

CONTACT INFO

Jon Parkinson
Tel: 415-499-9959 x101
E-mail: jon@pas90.com

Kurt Kunselman
Tel: 415-499-9959 x102
E-mail: kurt@pas90.com

Nancy Matranga
Tel: 415-499-9959 x105
E-mail: nancy@pas90.com

Theresa Bavero
Tel: 415-499-9959 x104
E-mail: theresa@pas90.com

Aaron Edwards
Tel: 415-499-9959 x107
E-mail:aaron@pas90.com

welcome *New Clients!*

Depomed, Inc., *Menlo Park*

TLC Child & Family Services, *Sebastopol*

Thermal Technology, *Santa Rosa*

Stonecrest Financial, *San Jose*

The Baking Company of Ukiah, *Ukiah*

PAS NEWS

Sage Software just ended their semi-annual performance measurement on March 31st. PAS continues to maintain our high ranking with Sage. Thank you to all of our clients for helping us achieve this goal.

We have been very busy lately. January, February, and March all set new records for hours. A lot of companies are really excited about the new features of MAS 90 and MAS 200 and we are doing a lot of upgrades. If you are still using an older version of MAS, talk with us about the benefits of upgrading. It will be a fairly big job, but we think the benefits are worth it. Why wait?

We are looking forward to Sage's Insights 2008 to be held near Washington DC in May. Usually, Sage makes some kind of big announcement at the conference. We will bring you all the details in the next issue of The Passage.

Jon Parkinson's son, Andre (age 9), is playing little league baseball for the first time this year. Last game Andre was 3 for 3 with an RBI. Go Padres!

Employment Opportunities
If you are looking to hire a new employee or are seeking employment please contact Theresa Bavero at (415) 499-9959 extension 104 for a list of potential candidates.

Sage Conference Review
Emeryville, February 21, 2008

Sage Software came to Emeryville back on February 21st to present information to prospects and existing customers. The prospects portion was held in the morning. Existing customers met in the afternoon.

We were glad to see several of our clients attending the afternoon meeting. Thank you to all of you who attended.

The first part of the afternoon meeting presented some of the advanced distribution features of MAS 500; the top of the line Sage product. Honestly, I doubt anyone at the meeting was very interested in this part. Finally Sage turned to

presenting MAS 90 and MAS 200 version 4.30 which is due to start shipping in late summer this year.

The biggest news about the new release will be that most paperless office enhancements will now be included at no additional charge! If you are currently using paperless office, you will no longer be charged a maintenance fee every year. These enhancements will automatically keep a PDF copy of every journal and register and organize them for easy retrieval. This will free up a lot of file cabinet space and make finding data a lot easier in the future.

The Business Insights Explorer, a very popular part of version 4.20, will be expanded in 4.30 to include data from AP and GL modules. Also 4.30 will be supported on 64bit Microsoft operating systems.

Note: We will need to wait until version 4.40 in 2009 for the purchase order and inventory modules to be upgraded to the new business framework.

Special
Thank Yous
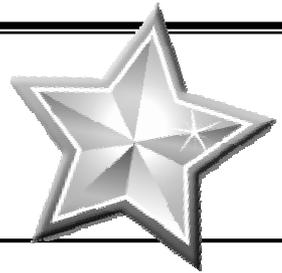
Thank you to all those who have kept us in mind when speaking to colleagues and friends. We would especially like to thank *Greg Mallozzi from Coastside Communications* for his referral. Greg's company installed our phone system. If you need assistance with your phone system, feel free to contact Greg at 415-885-1440.

We also enjoyed meeting *Jim Cooper of Advanced PC Systems* in Windsor. Thank you for your recent referral Jim.

Also, another thank you to *Valerie Chick from Sage Software* for all her assistance this last quarter.

Thank you *Tim Tikalski from RINA Accountancy Corporation* for your assistance with recent changes to the tax law relating to software purchases.

The Secrets of
General Ledger...

Many of our clients have been using the General Ledger module for years. Did you know that many of you are only utilizing 20-30% of the module's capabilities? The Sage MAS 90 and MAS 200 General Ledger module is rich with user-friendly features that can help you make more timely and business-critical managerial decisions.

During our **General Ledger Part II Seminar** we will be covering advanced features and secrets to help your business utilize the General Ledger module and make your Accounting Department more efficient.

- **Multiple Budgets:** MAS 90/200 allows you to tighten your financial controls and manage your budget throughout the year, not just once a year. Your software allows you a virtually unlimited amount of budgets. Budget revision entries enable you to create budgets based on percentage increases from previous budgets, actuals and previous years.

- **Importing Budgets:** The General Ledger exchange feature allows you to import your budgets directly into MAS 90/200 from an Excel worksheet. This feature allows you to stop wasting valuable time keying in budgets line by line.

- **Managerial Accounting Reports:** Your Financial Reporting tools already built-in to your existing MAS 90/200 system allows you to create Cash Flow statements, Quarterly Financial Reports, Financial trending reports and Departmental Financial Reports. Did you know there is a way to choose any 2 or 3 departments that are not sequential? We will show you how.

- **Standard Journal Entries:** Using the Standard Journal feature in General Journal entry means no more wasting time on keying in Payroll entries and other entries that use the same accounts each month.

- **Implementation of the Recurring Journal Entry feature:** All users can make better use of your time by not keying in the same prepaid, leasing and other identical entries each month using the Recurring Journal Entry function.

- **Transaction Journal Entry:** Released in version 4.x, the Transaction Journal Entry feature allows you to transfer money between Bank accounts and record Cash Disbursements such as employee Stock Purchases. Transaction Journal Entry is the secret to linking journal entries to the Bank Reconciliation module. We are very excited to show you this feature which has been on the wish list of many customers.

- **Allocation Selection:** Allocation Entries allow you to allocate account balances such as Utilities, telephone, rent and insurance based on head count, percentages and other basis. Rather than using an Excel spreadsheet each month, allow the built-in allocation utility to do the work for you.

- **Reprint Journals:** Did you need to reprint a journal entry or Subledger journal? Simply use the 'Reprint Journals' utility to put your mind at ease and help research and reconcile your general ledger.

- **Exception Report:** The Exception report allows you to quickly determine accounts that need to be researched and is a guide to give you a better handle on your overall General Ledger database.

- **General Ledger Analysis Report:** Quickly view an overall analysis of your financials and see the important financial ratios to help your company make more sound financial decisions.

Secrets of General Ledger Seminar Information

The PAS Client Seminar will be held on May 23, 2008 from 9:00 AM—12:00 Noon at the Learn iT! Center located at 33 New Montgomery Street in San Francisco.

The cost of the seminar is virtually free! Here's how it works. Registration is $100. Attendees will receive a $100 gift certificate at the seminar good for software or consulting services provided within 90 days of the conference.

Register online at *www.pas90.com/training* or contact Theresa at (415) 499-9959, extension 104.

Sage Credit Card Processing

What is the Sage Credit Card Processing powered by Sage Payment Solutions Module?

The credit card processing module provides the ability to record and process credit card transactions within Sage MAS 90 and 200 and connects to the actual merchant processor via the Sage Payment Solutions gateway, giving Sage MAS 90 and 200 customers the benefits of comprehensive business management coupled with the profitability of credit purchase processing, all from Sage Software. What's more, having all payment processing in-house with Sage Payment Services enables Sage Software to pass savings onto customers, resulting in a lower total cost of ownership.

Studies show that more and more purchases are being made with credit cards each year, and vendors accepting credit cards increase their sales by 15 to 50 percent. Sage MAS 90 and 200 customers can take full advantage of this opportunity with the ease and efficiency offered by fully integrated credit payment processing.

Credit Card Processing powered by Sage Payment Solutions provides a complete credit card processing solution for mail order, telephone order and Internet businesses, including corporate and government purchasing cards. Data can be entered through the Sales Order and Accounts Receivable modules and .store and .order e-Business Manager applets.
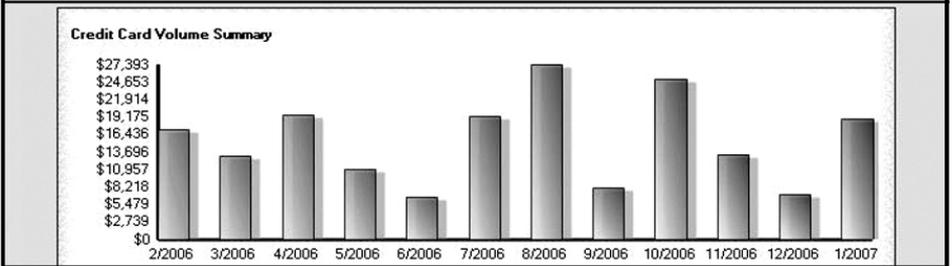
Transactional information, such as authorization codes, is captured and stored for historical and reconciliation purposes.

If your company is using PC Charge credit card processing, you may switch to Credit Card Processing powered by Sage Payment Solutions at no additional charge. The new system is available ONLY for version 4.20 of MAS 90 or MAS 200. Sage has indicated that they will meet or beat existing processor charges, so you have nothing to lose. If you do not have an integrated credit card system, give PAS a call. We look forward to being of assistance.

Credit Card Monthly Summary

View	Merchant ID	Month/Year	Sales Count	Sales Volume	Credit Count	Credit Volume	Avg Ticket
🔍	3948000031000953	01/2007	11	$18,947.35	0	$0.00	$1,722.49
🔍	3948000031000953	12/2006	2	$7,000.00	1	$5,000.00	$3,500.00
🔍	3948000031000953	11/2006	5	$13,250.00	1	$890.22	$2,650.00
🔍	3948000031000953	10/2006	18	$25,154.69	5	$6,750.00	$1,397.48
🔍	3948000031000953	09/2006	7	$8,070.77	1	$500.05	$1,152.97
🔍	3948000031000953	08/2006	15	$27,392.54	2	$3,000.00	$1,826.17
🔍	3948000031000953	07/2006	10	$19,255.23	1	$200.00	$1,925.52
🔍	3948000031000953	06/2006	3	$6,600.00	3	$1,100.00	$2,200.00
🔍	3948000031000953	05/2006	14	$11,088.21	2	$3,500.00	$792.02
🔍	3948000031000953	04/2006	10	$19,591.14	1	$500.00	$1,959.11
🔍	3948000031000953	03/2006	10	$13,072.46	2	$2,500.00	$1,307.25
🔍	3948000031000953	02/2006	15	$17,267.00	1	$1,000.00	$1,151.13
			120	$186,689.39	20	$24,940.27	$1,555.74

3 Second(s)

Credit Card Volume Summary

```
$27,393
$24,653
$21,914
$19,175
$16,436
$13,696
$10,957
 $8,218
 $5,479
 $2,739
    $0
       2/2006 3/2006 4/2006 5/2006 6/2006 7/2006 8/2006 9/2006 10/2006 11/2006 12/2006 1/2007
```

Increases operational efficiency with full online reporting, including historical data. Real-time reports allow you to see: Settled batches, Deposit amounts, Statements (current and historical), Chargebacks, Transaction history, Returns and Credits, ACH information

FEATURES:

- Credit Verification Version 2 (CVV2)
- Address Verification Services
- User-Level Password Protection
- Data File Encryption
- Merchant Account provided by Sage Payment Solutions—Sage Payment Solutions has made it easy for businesses to accept electronic payments for more than 17 years. Funds collected from credit card transactions are automatically deposited into your existing business bank account.
- Online Reporting—Secure online access to all your key transaction information is included for your merchant account, 24/7, at *www.myvirtualreports.com*.

Cook Paging, a privately owned corporation, is a West Coast Provider of messaging and pager service in Washington, Oregon, California, and Arizona. The company's mission is to provide reliable services at a low cost an to maintain exceptional customer service.

To meet its growing business needs Cook Paging decided to switch from a DOS package to a Windows based software. After reviewing industry ratings and features of several software solutions, Cook Paging implemented MAS 90 in 2005. "It seemed to fit our needs as the best solution," states David Yam, Controller, adding "We liked the feel of the software, the ability to navigate easily, and the report-writing features with drill-down options." The report-writing features are a great advantage as the supporting reports needed to be prepared by hand prior to implementing MAS 90. Yam makes great use of the FRx Reporting capabilities noting that he can now "prepare a variety of financial reports and then send specific information to multiple users via email." Additionally, the reports can be printed or exported into popular formats resulting in timely and accurate processing of information.

In addition to the MAS 90 modules, Cook Paging took advantage of custom enhancements such as the PAS AP Repetitive Invoice Processor. The MAS 90 screen requires the user to complete information about the Cycle, Vendor No., and Reference for each invoice to be processed. Unless the invoices to be selected have common attributes such as Cycle or Reference, each invoice has to be selected one at a time.

Cook Paging has telephone and rent vendors, each with a large number of accounts and therefore selected one invoice at a time is

COMPANY PROFILE

Headquarters: San Rafael, CA

Type of Business: Unified Messaging Service

Number of Locations: Five

Number of Employees: 30

SYSTEM PROFILE

MAS 90 Modules
- Accounts Payable
- Bank Reconciliation
- Business Objects Interface
- General Ledger
- FRx Report Writer
- Visual Integrator

laborious and time-consuming. The PAS Repetitive Invoice Processor allows the user to see all the repetitive invoices on one screen and make desired selections for as many or few invoices at the same time in one process. This was the selling point for Yam who notes that the enhancement has allowed invoice information to be more accessible and the selection process less cumbersome.

"Working with Jon and the PAS team has been very enjoyable. I always get an immediate response and a resolution to any issues encountered," concludes Yam.

Client Server (CS)
Open Database Connectivity (ODBC)

Do you want your reports to go faster? If you are using MAS 200 version 4.20 and have the need for faster reporting speed then Client Server ODBC is the solution for you! Client Server ODBC, or CS ODBC for short, allows you to run reports at server speed right from your workstation.

As Sage is upgrading MAS 90 and MAS 200, the new modules are using Crystal Reports to maintain all forms and reports. This gives us some great advantages for customization, but since Crystal runs on your workstation rather than the server, your reporting speed is now more limited by your network bandwidth. If you are running MAS 200 from a remote location from your server, you will almost certainly need the CS ODBC for printing forms and reports.

How does it work? When a report is requested is sent over the network to the server from the workstation of the user that requested it. The MAS 200 process on the server then processes the query for all the data necessary to generate the report and sends it back over to the workstation. Once it arrives, the workstation then processes it again by sorting and filtering it to get only the information that was requested by the user, in the order that it was requested to be presented in. Both the process of sending the data and organizing the data on the workstation level take a tremendous amount of resources.

This is where the CS ODBC comes in. It allows MAS200 to process the report entirely at the server. So, only the finished product of the report is sent back over the network to the workstation for display. Viola! CS ODBC runs your report at server speed.

If you are interested in learning more about CS ODBC, give PAS a call. We look forward to being of service.

PARKINSON ACCOUNTING SYSTEMS
Custom Enhancements

PAS Picking Control Center: *A Revolution in Distribution*

Expand	Order #	Status	Order Date	Ship Date	Cancel By	Customer	Name	PO Number	BO Allowed?	Priority	% in Stock	SHIP	Order Amt	Credit Avail	Deposit Amt	All Orders
+	0000111	Backorder	5/1/2010	5/1/2010		02-JELLCO	Jellco Packing	VERBAL	Yes	1	100%	☐	$9,231	$100,000		$9,231
+	0000112	New	5/3/2010	5/1/2010	5/8/2010	02-CUSTOM	Custom Craft Products	VERBAL	Yes	1	100%	☐	$4,740	$37,300	$3,000	$5,517
+	0000115	New	5/18/2010	5/31/2010		01-ABF	American Business Futures	VERBAL	No	1	100%	☐	$8,600	$5,500		$9,085
+	0000116	New	5/19/2010	5/31/2010		01-BRESLIN	Breslin Parts Supply	90-1004	Yes	1	100%	☐	$3,369	$10,000		$3,792
+	0000143	New	5/15/2010	5/15/2010	5/20/2010	02-ALLENAP	Allen's Appliance Repair		No	2	98%	☐	$9,915	$30,000	$500	$9,915
+	0000149	Backorder	5/23/2010	5/23/2010		02-AMERCON	American Concrete Service		No	2	95%	☐	$3,202	$8,000		$3,202
+	0000152	Backorder	5/11/2010	5/11/2010		01-BRESLIN	Breslin Parts Supply		Yes	2	100%	☐	$423	$5,000		$3,792
+	0000153	Backorder	5/11/2010	5/13/2010		01-ABF	American Business Futures	XX-8902...	Yes	2	66%	☐	$485	$10,000		$9,085
+	0000156	New	5/15/2010	5/31/2010	5/25/2010	02-ATOZ	A To Z Carpet Supply		No	3	10%	☐	$160	$1,000		$160
+	0000157	New	5/15/2010	5/31/2010		02-CUSTOM	Custom Craft Products		No	3	13%	☐	$777	$0		$5,517
+	0000158	New	5/15/2010	5/31/2010		02-AUTOCR	Autocraft Accessories		No	3	30%	☐	$1,800	$3,200	$320	$1,800
+	0000159	New	5/18/2010	5/31/2010		02-GREALAR	Greater Alarm Company		No	3	58%	☐	$3,500	$3,700		$3,500

Every distribution company ships products to customers. Maintaining customer satisfaction and managing inventory are two challenges facing the shipping department. Prioritizing which orders should be shipped each day is a large part of both of these challenges.

The shipping manager needs answers to many questions:

- Do we have all items in stock?
- Does the customer accept backorders?
- Does the order have a ship date? A cancel if not shipped by date?
- What is the priority of this customer?
- Is the customer on credit hold or over their credit limit?

The current MAS system is paper based. All picking sheets are printed, and then prioritized manually. The **PAS Picking Control Center** will display all open sales orders, identify the highest priority orders, label which orders can be sent 100% complete, and present the percentage on others, show the order, promise and cancel dates, and the customer activity level, credit limit, and open balance.

The list can be automatically prioritized or sorted by any field, and each order and/or group of orders can be selected for picking sheet printing. As each order

is selected for shipping, the available quantities to the other orders are adjusted appropriately. When all of the shipping has been selected, the picking sheets can be automatically printed.

Note: This new enhancement to MAS 90 and MAS 200 will be available to the general public in June 2008. It requires version 4.10 or higher and the Business Objects Interface.

Pricing Information:
List Price = $2000 plus $500 annual maintenance.

PAS AP Repetitive Invoice Processor:
A must for all Accounts Payable users

Selecting repetitive invoices in standard MAS 90 or MAS 200 AP is cumbersome and prone to human error. Many clients choose to manually enter their rent, phone, utility, and other regular monthly bills because using this feature is so difficult. It is impossible to see what you are selecting until after you have processed your selection. It is also difficult to select a single invoice for processing.

With the new **PAS AP Repetitive Invoice Processor,** all important fields are displayed for the user's reference and each invoice may be selected individually. The list may be re-sorted in any sequence by clicking on the column heading. You can eas-

ily see if the invoice has been previously processed, and after processing the invoice will be removed from the window to prevent duplicate selection.
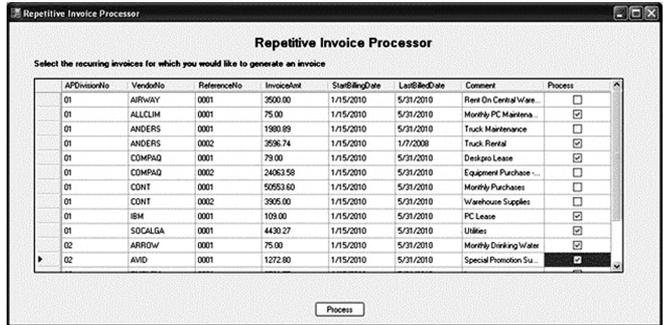
This enhancement also enables users to setup invoice templates for vendors with a set of multiple GL accounts. Each GL account can be pre-entered and dollar amounts can be edited after processing.

Note: AVAILABLE NOW!

SPECIAL PRICING! This enhancement may be purchased through 5/31/2008 for $295 plus $100 annual maintenance - a total price of $395 including installation. After 6/1/2008 the price will be $495. The enhancement requires using version 4.20 of MAS 90 or MAS 200 and the Business Objects Interface.

PARKINSON
ACCOUNTING SYSTEMS

24 Professional Center Parkway
Suite 120
San Rafael, CA 94903
www.pas90.com
415-499-9959
"Personal & Professional"

FEEDBACK FORUM

We welcome your feedback. Please feel free to send us your feedback at any time. Using e-mail is a good way. Send to: office@pas90.com with "Feedback" in the subject line. With your feedback we can provide you with better and more accurate customer service.

sage
software
Authorized Partner
Select 2008

Parkinson Accounting Systems is an authorized reseller for Sage Software products.