

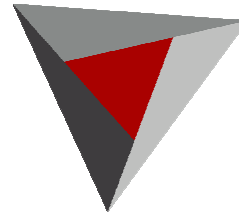
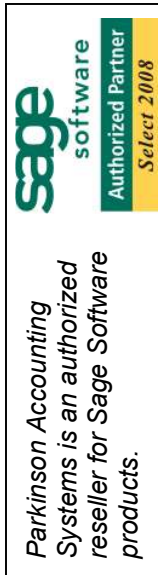


PARKINSON
ACCOUNTING SYSTEMS

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.



The
PASSAGE

A Newsletter for Clients of Parkinson Accounting Systems

Fall 2008

Volume I, Issue XXII

IN THIS ISSUE

- ◆ PAS News
- ◆ Client Spotlight: North Marin Water District
- ◆ Module Spotlight: Visual Integrator
- ◆ Business Insights Explorer
- ◆ Sage Extended Enterprise Suite



welcome
New Clients!

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Delano Markets, San Rafael

A community-focused grocery retailer with 8 locations serving San Francisco and Marin Counties.

Vista Verde Associates, Portola Valley

Provides computer and technology consulting services throughout the South Bay Area.

Perfect Pushup, Mill Valley

Founded in 2002, the company's innovative fitness products have been featured in top publications and television shows.

Verus Technology Solutions, San Rafael

Offers technology strategy and services to small and mid-sized companies throughout the Bay Area.

Hagel & Company, Puyallup, WA

A Sage Software certified Business Partner specializing in human resources and payroll systems.

PAS NEWS



Parkinson Accounting Systems adds Sage MAS 90/200 Extended Enterprise Suite

Sage MAS 90 and 200 Extended Enterprise Suite allows customers to unify every element of their business. The EES includes a suite of MAS modules, Sage CRM, and Sage Fixed Assets all on one integrated platform. If you are interested in adding an integrated CRM solution to your existing MAS 90 or MAS 200 installation, please ask us about this exciting opportunity.

Parkinson Accounting Systems adds Sage BusinessWorks

Sage BusinessWorks Accounting bridges the gap between off-the-shelf, entry-level products like QuickBooks and more powerful systems such as MAS 90 or MAS 200. Its modular design is ideally suited for growing small and mid-sized businesses that require more muscle than basic bookkeeping software can provide.

Nancy Matranga from PAS has provided technical support for BusinessWorks with Sage, and we are pleased to become certified Sage partner to both sell and support this product.

Parkinson Accounting Systems acquires Fox/Clement Associates

Lee Ann Fox, owner of Fox/Clement Associates, has agreed to merge her company into Parkinson Accounting Systems. Fox/Clement has provided software and support in the SF Bay Area and Eastern California since 1984. The company has specialized in Sage PFW software (formerly known as Platinum for Windows).

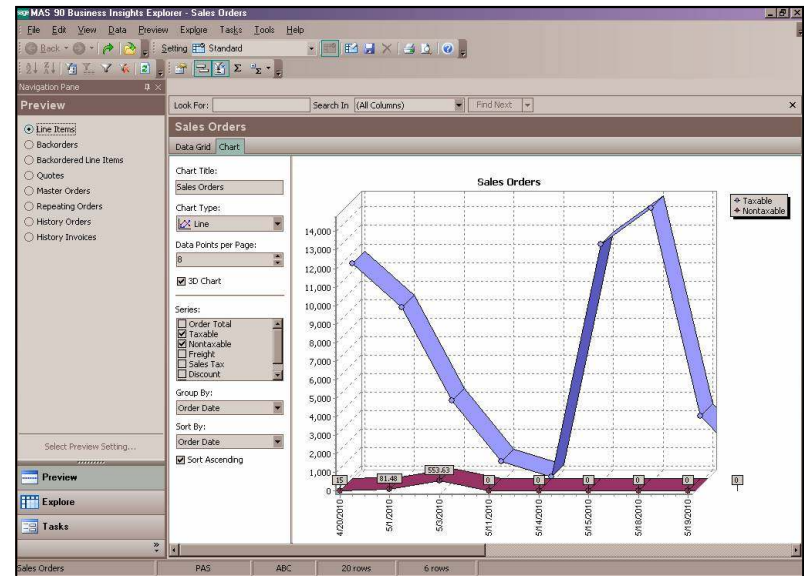
Fox/Clement will continue to service their PFW clients, and work with Sage BusinessWorks through PAS.

MAS 90 / 200 Version 4.30 – Update

We are now upgrading our clients to the latest version of MAS 90/200 – 4.30. This version has proven to be the best version of MAS to date. Clients who are using this version really appreciate the included paperless office feature, as well as having selection options presented on the same tab as the report options. Please call us to schedule your upgrade if you haven't already.

For example, if you want to see the backorders associated with an order in the primary view, simply select that option from the Preview section and you will see that as the subset for the order you have selected in the primary view.

The Sales Order View is just one of twenty three pre-designed views bundled with version 4.30, each of which can be customized to display only the information that you want to see. Additionally, each view can be summarized in the form of a graph, line, area, or bar chart. The corresponding line chart for the Sales Order View above looks like this:



Of course, this is just the tip of the iceberg on the exciting functionalities of the BIE! Please check it out, and be sure to call us with any questions or requests for personalized training.

Business Insights Explorer

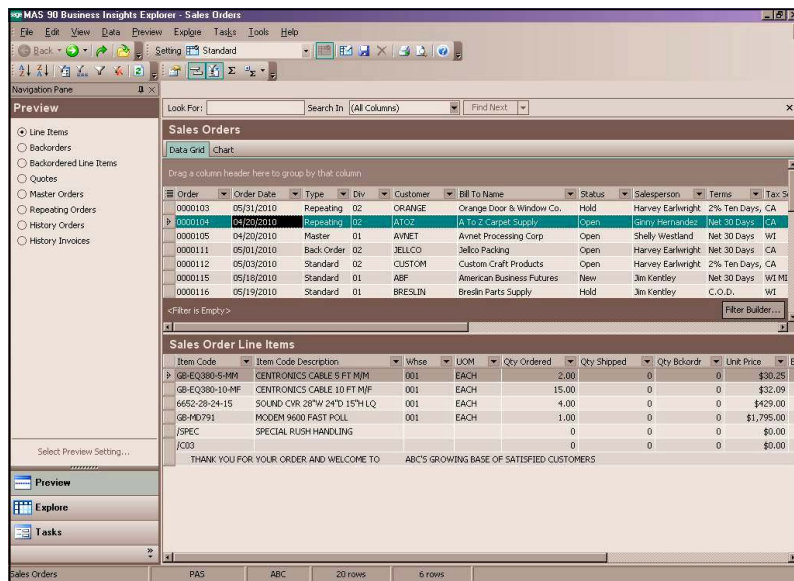
By Nancy Matranga



The Business Insights Explorer (BIE) is an exciting new tool that has been added to your MAS 90/200 product. It is intended to provide you with a consolidated place to gather the information that is most useful to you in your daily accounting activities.

With the release of version 4.30, the BIE is now included in General Ledger, Accounts Receivable, Accounts Payable, Inventory Management, Sales Order, Purchase Order, and Return Merchandise Authorization.

The BIE allows you to quickly preview information about a specific entity and then view related transactions using its drill down capabilities. Each module comes with a set of predefined views. For instance, the first view available in Sales Order is the Sales Order View. It looks like this:



By clicking on the order number on the top of the screen (primary view), all of the corresponding line items for the order are displayed on the bottom part of the screen (subset). The preview section on the left side of the screen allows you to change the subset of information that is displayed for each order.

Customer Satisfaction Survey Results

Thank you to all who participated in the recent customer satisfaction survey from Sage Software. PAS had 11 clients fill out the on-line questionnaire, where they rated their experiences on scales of 1 to 10. We are pleased that our overall satisfaction score averaged 9.27.

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. You can also refer to page 5 for a detailed listing of opportunities.

Fall 2008 PAS Client Conference

An introduction to Crystal Reports will give you the skills to create your own reports and add them to the MAS 90 custom reports menus. Attendees will learn how to find and select MAS 90 data, formatting, grouping, totaling, and much more! Every person attending the conference will have their own personal workstation and the opportunity to ask specific questions that relate to their company's business management systems.



When: October 24, 2008 9:00 AM—12:00 Noon

Where: Learn iT! Computer Training Center
33 New Montgomery St.
San Francisco, CA
www.learnit.com

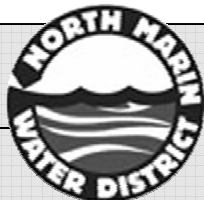
Cost: \$100 per person—you will be reimbursed with a \$100 voucher upon attendance.

If you are interested in attending, please contact Theresa at (415) 499-9959, ext. 104 or register online at www.pas90.com/training.



North Marin Water District

North Marin Water District, formed in April 1948, is an independent special district governed by a five member Board of Directors. The company serves a suburban population of 61,000 people in and about the city of Novato as well as several small improvement districts in the West Marin area near the coast.



COMPANY PROFILE

Headquarters:
Novato, CA

Type of Business: Water & Sewer Service

Number of Locations: 1

Number of Employees: 63

SYSTEM PROFILE

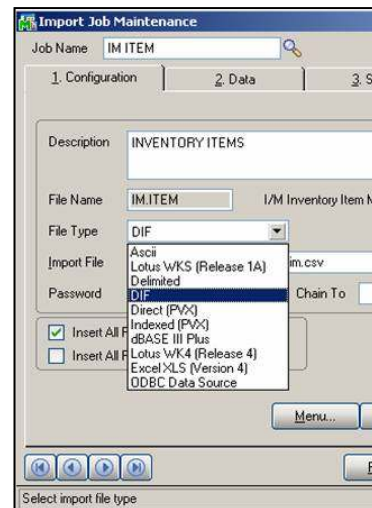
MAS 90 Modules

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Bar Code
- General Ledger
- Inventory Management
- Job Cost
- Payroll
- Purchase Order
- Sales Order
- Visual Integrator
- Direct Deposit
- Timekeeper

North Marin Water District's mission is to provide an adequate supply of safe, reliable, and high quality water along with continuous sewer service to their customers at a reasonable cost consistent with good conservation practices and minimum environmental impact.

For many years North Marin Water District utilized SBT Accounting software to handle the company's business needs. In early 2006 they began to research solutions as the software was outdated and upgrades were no longer available. While several options were initially considered, MAS 90 ultimately proved to be the best solution as it provided the integration, modules, and capabilities that North Marin Water District was looking for.

The Job Cost module is a key feature as North Marin Water District is involved in numerous construction jobs as well as internal improvement projects. The Job Cost module enables streamlined tracking of an assortment of information including payroll, payables, inventory, vehicles, and overhead. Dianne Landeros, Accounting and Human Resources Supervisor, also makes great use of the Accounting Payable module, stating the benefits include "the drill-down capabilities

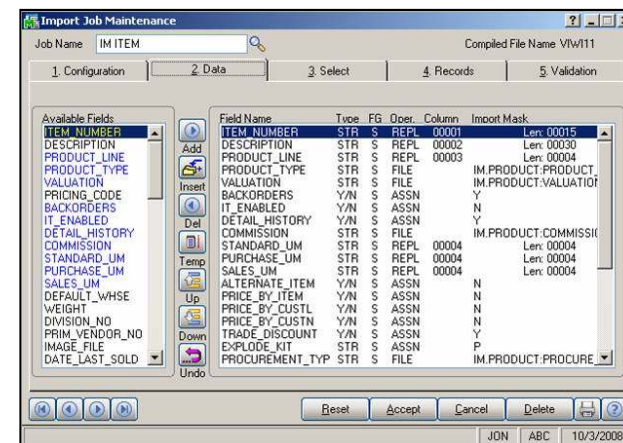


can create a Visual Integrator job to select customers based on your criteria, and import the change you need. Hundreds of customers can be changed in a few seconds, instead of hours of manual work.

Jobs can be triggered manually or run on a user defined schedule automatically. The data being imported must pass validation tests before becoming part of your database. For example, importing an invoice with an invalid customer/vendor number will not be allowed. After the job is run, a log file is automatically generated that will identify any records that failed validation. The Visual Integrator module will protect your database from becoming corrupted by invalid entries.

Visual Integrator jobs can also be used to import data into user defined fields (UDFs). Multiple jobs can be chained together. Fields can be calculated during import based on the data in other fields. For example, the extended amount can be calculated as the quantity field multiplied by the price field. You can also create conditional import fields, or assign manual values.

This powerful module can be added to your existing MAS 90 or MAS 200 installation for \$1665 including first year software maintenance. Please contact us to find out more about this module. If you are not sure if you have a registered copy of Visual Integrator, look at the modules listed on the MAS desktop. If it is listed, try to open "Import Job Maintenance" from the main menu. If you receive a message saying the module is not registered, then you will need to purchase the module. If you are able to enter the screen, congratulations, you own a registered copy.



3. Will Payroll or Direct Deposit be included in Extended Enterprise Suite?

Payroll and Direct Deposit are available for additional purchase to Extended Enterprise Suite at the current suggested list price.

4. What version of Sage MAS 90 or 200 has a migration path for customers interested in moving to Extended Enterprise Suite?

Our Customers on 4.2 or 4.3 will be able to migrate to Sage MAS 90 or 200 Extended Enterprise Suite. If you are currently running an older version of MAS 90 or 200, we will first have to upgrade you to 4.2 or 4.3 and then migrate.

5. Is the feature set of Fixed Asset in Extended Enterprise Suite the same as the Sage MAS 90 and 200 module?

Yes, Extended Enterprise Suite v1.0 includes MAS Fixed Assets, which effectively manages up to 1,500 assets.

6. Is their an unlimited assets option available for Extended Enterprise Suite?

Not at this time. The Extended Enterprise Suite currently provides Sage MAS Fixed Assets, the 1500 asset version. A new unlimited option is in the works and will be available at a later date for an additional fee.

For more information on EES contact Kurt Kunselman at kurt@pas90.com.



Visual Integrator: *An indispensable tool for MAS 90 and MAS 200 users*

By Jon Parkinson, CMA

Visual Integrator can provide two major benefits to MAS users. First, you can import data from virtually any external source, including spreadsheets, Word documents, ASCII files, or any ODBC compliant system. Visual Integrator

is designed to make external systems and MAS 90/200 work together. Data can be imported into ANY data file. Importing customers, invoices, payments, general ledger entries, pricing tables, etc. are all possible.

Secondly, using the same functionality, Visual Integrator can be used to make mass changes to your existing MAS 90/200 database. For example, let's say you wanted to make significant changes to your customer price levels. You

and the ability to write separate checks to vendors, place specific invoices on hold, and make partial payments." The inventory and bar code modules are also essential in helping the company accurately track inventory. The Crystal Reports feature is a favorite as it bridges the gap to customizations and creates quality reports that can be distributed to management and staff in a variety of formats.

"MAS 90 has enough configuration options, along with Crystal Reports capabilities, to provide us with a customized system that can still be upgraded to newer versions, allowing us to live with MAS 90 for many years to come" concludes Landeros.

Landeros also emphasizes the benefit of partnering with Parkinson Accounting Systems, noting that "Jon Parkinson is probably the best troubleshooter we've met. His intimate knowledge of MAS90 and Crystal Reports has been a tremendous help in suggesting solutions to our needs."

Employment Opportunities



Seeking Employment

Candidate looking for a position in Inventory Management, Credit Management that would afford the opportunity to grow as a professional and offer ongoing challenges. Qualifications include AR, AP, collections, warehouse management and billing, inventory management and purchasing, and customer service.

Looking to Hire

Bay Area company looking to fill a full-time Controller position. Candidate will be charged with supervision, training, and review of work of all finance and accounting staff. Requirements include a BA in Accounting and a minimum of three years experience with solid knowledge of accounting principles and practices, proficiency with MS Excel, Word, and integrated accounting systems. MAS 90 experience a must.

For more information on employment opportunities or to notify PAS of candidates seeking employment or available positions, please contact Theresa Bavero at (415) 499-9959 extension 104.



Sage MAS 90 and 200 Extended Enterprise Suite

By Kurt Kunselman, MBA



The new Sage MAS 90 and 200 Extended Enterprise Suite provides a complete system that delivers end-to-end capabilities throughout your entire enterprise.

Comprehensive End-to-End Solution

- Information seamlessly flows within your business functionality: Finance modules, Distribution modules, Manufacturing modules, SageCRM, and Business Intelligence.
- Sales and Customer Service teams using SageCRM can access Real-Time Pricing, Inventory Availability, Order Status, and more!
- Business Insights Explorer provides SageCRM users with your customer's Sales History, Credit Status, Order Status, and more!
- Goods received can be designated as Fixed Assets and automatically flow into the Fixed Assets Module, immediately taking all allowed depreciation tax savings.

Streamline Critical Business Processes

- Streamlines the quote to order process utilizing SageCRM and MAS core modules
- Ensures the front office user generates accurate quotes and orders with SageCRM and MAS integration
- Eliminates dual data entry and reduces errors with SageCRM and MAS integration
- Pushes service levels to new heights, improves loyalty and retention, and boosts sales with SageCRM and MAS integration

Extended Enterprise Suite Advantages:

- Single Install: The Extended Enterprise Suite Single DVD includes all required components for Sage MAS 90 or 200 v4.3, SageCRM v 6.1, Sage MAS Fixed Assets v2008.1.1, Crystal Reports 10, and FRx 6.7.10.
- Single Sign-on
- Simplified Registration
- Simplified Per User Pricing – A licensed seat
- Single Maintenance Plan and Support Number

Simplified Per User Pricing: EES Migration

Sage MAS 90 to MAS 90 Extended Enterprise Suite			
	Fee	Product	Maintenance
5 User Migration	\$2,500	\$0	\$2,138
Adding 5 EES Users	\$0	\$10,125	\$1,924
Work Order Migration	\$0	\$0	\$352
Remaining Plan			(\$1,200)
	\$2,500	\$10,125	\$3,214
Grand Total	\$15,839		

Product Information

1. What modules are included in Sage MAS 90/200 Extended Enterprise Suite?

- Library Master
- Business Insights
- Paperless Office
- General Ledger
- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Fixed Assets
- FRx Desktop – Single User
- Crystal Reports Designer - 2 user
- Inventory Management
- Sales Order
- Purchase Order
- Return Merchandise Authorization
- Credit Card Processing by Sage
- Bill of Materials
- Customer Relationship Management
- Custom Office
- Visual Integrator
- Federal and State eFiling and Reporting

2. What modules are available for additional purchase?

- Work Order
- MRP
- Bar Code
- Job Cost
- TimeCard
- Payroll
- Direct Deposit
- Electronic Reporting
- e-Business Manager
- .inquiry
- .order
- .store
- Business Alerts
- StarShip Parcel
- StarShip Freight
- Sage MAS Sales Tax
- Sage TimeSheet
- Abra HR
- Extended Solutions (for Sage MAS 90 and 200 4.3)
- Credit Card Processing by PC Charge Payment Server
- Additional users for FRx and Crystal Reports