

# Sage 100 ERP

## At-a-glance version enhancements

### Version 2014



#### Top ten reasons to upgrade from previous versions

1. **Use national account management features and functionality** to streamline your branch and corporate customer billing and sales order processing while keeping unique accounts.
2. **Efficiently handle increasing complexities of payroll processing** with new methods of deduction calculations, benefits accruals, and recalculations.
3. **Beat the competition with flexible pricing** set by combinations of totals, items, groups, and customers.
4. **Allocate products by lot and serial numbers;** reserve limited-quantity products for loyal customers or to match previous shipments.
5. **Improve cash flow** with streamlined purchase orders created from sales orders.
6. **Increase efficiencies of your system** with easy-to-download product updates.
7. **Reward your sales teams** with automatic split commissions.
8. **Choose to migrate to Sage 100 Premium ERP** for more efficiency, scalability, and flexibility.
9. **Lower the cost of personalizing your system** with easier and more powerful methods of applying customizations that will not be impacted by upgrades.
10. **Establish Reporting Tree structures** in Sage 100 ERP Intelligence Reporting, ranging from simple to sophisticated hierarchies, and use the new distribution features to automatically provide information to key team members.



#### Top ten reasons to upgrade from 4.5 to Sage 100 ERP 2013

1. **Reduce time navigating through your system** using Visual Process Flows, which you can customize for your business and by user role.
2. **Simplify the process of matching vendor invoices** by using the expanded Accounts Payable Invoice Number field.
3. **Experience increased flexibility of credit card processing** through Sage Exchange including card-swipe capabilities, charges for repetitive invoices and Accounts Receivable invoices, and more.
4. **Efficiently designate customers and vendors as Inactive** without losing historical information.
5. **Streamline bank reconciliation** by viewing relevant bank information in convenient places, such as cleared checks in Accounts Payable Vendor Maintenance.
6. **Easily design new reports and modify existing ones** using new Sage 100 ERP Intelligence Reporting Report Designer enhancements.
7. **Align multiple ERP companies** or divisions to a single CRM database.
8. **Process Sage 100 ERP quotes and orders** in the familiar Sage CRM environment through Quick Order Entry screens without installing Sage 100 ERP on the workstation.
9. **Efficiently and cost effectively manage your shipping process** and streamline rate shopping.
10. **Simplify your software update process** using the new Sage Advisor Update console.



#### Top ten reasons to upgrade from Sage 100 ERP 2013 to Sage 100 ERP 2014

1. **Connect your business through the Sage Data Cloud,** enabling you to easily connect and expand your business with mobile and cloud solutions.
2. **Get paid faster and empower customers to pay invoices online** through Sage Billing and Payment.
3. **Increase revenue per salesperson and impress customers** using the Sage Mobile Sales app on your iPad.
4. **Empower your field technicians to deliver great customer service** so you get more referrals and repeat business using Sage Mobile Service.
5. **Reduce stock outs and excess inventory and increase profitability** with Sage Inventory Advisor.
6. **Connect your salespersons** through an iPhone app and track sales with Windows 8 using Sage CRM.
7. **At a glance see the profitability of customers, products, and salespeople** using the Profitability Dashboard for Sage ERP Intelligence Reporting.
8. **Find customers, vendors, and items quickly** by name or description in customer number, vendor number, and item code entry fields with Autocomplete.
9. **Make custom reporting easier** by keeping the custom report window open after preview and print.
10. **Find invoices easier** with an invoice list button in Accounts Payable Invoice Data Entry, Accounts Payable Repetitive Invoice Entry, and Accounts Receivable Repetitive Invoice Entry.