



**Volume 4
Issue 5
Sept 2004**



Headline News

Start Magazine, a publication focused on solving manufacturing industry business issues through technology, named Best Software one of its *Hottest Companies of the Year*. Start recognizes companies for their contributions and accomplishments in delivering technology to the manufacturing sector. Only 40 companies were selected as Hot, and Best Software is one of only 17 repeat winners. Congratulations Best Software.

**National
Accounts
Extended Solutions**
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for more info!

New Release Scheduled For Year End Preview Of MAS 90 Version 4.05

Earlier this year Best Software released MAS 90 Version 4.0 with a substantial set of new features. Not resting on its laurels, Best Software announced Version 4.05, slated for release near the end of 2004. The release includes maintenance for Version 4.0, and will deliver any year-end legislated changes required for Payroll, Accounts Payable, and Magnetic Media. This release also incorporates **23 Extended Solutions** into the core MAS 90 product, as a subscription benefit for existing customers. These extended solutions deliver often asked for functionality to the Job Cost, Accounts Payable, and Payroll modules. Let's take a closer look at the features Best plans to include in this upcoming release.

Payroll Changes

The seven Extended Solutions selected for inclusion into Version 4.05 of Payroll are intended to add flexibility when posting by department and offer better integration with the Job Cost module.

Enhanced Validation And Default Options

Included in Version 4.05 is a feature that will help provide a safeguard for your Payroll data integrity. During Employee Maintenance, if you enter a social security number that is already on file, the program will reject the duplicate number. If you prefer, you can configure the option to warn the

user, but allow the matching entry. To speed up payroll processing, you now will be able to specify the default values for the **Auto Pay** and **Auto Deduction** prompts that appear during Payroll Data Entry.

Benefit Accrual By Department

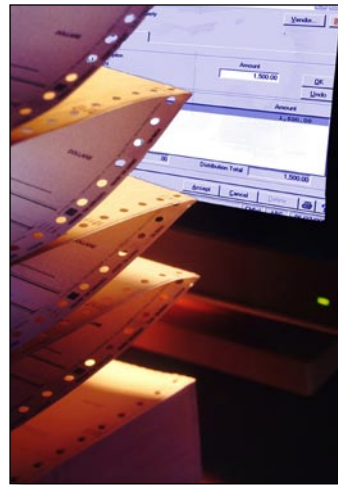
The benefit time your employees accrue is typically considered a liability to your company. Until now, you've had no simple way to account for this liability. Version 4.05 incorporates a feature to allow you to specify a liability and corresponding expense account for each benefit type (sick, vacation, other). During the update of the Payroll Check Register, one posting per department is made that summarizes the benefit liabilities for each employee in the department.

Earnings Codes And Voluntary Deductions

MAS 90 supports the posting of labor expenses by department in Department Maintenance by allowing you to specify up to 10 earnings codes and their corresponding expense accounts. In Version 4.05, you

will no longer be limited to 10—you will be able to maintain a list of any number of **Earnings Codes** and the expense account to be used instead of the standard payroll expense account.

A similar feature for **Deduction Codes** is provided as well. From a new screen in Depart-



In Version 4.05 Best incorporates 23 Extended Solutions into MAS 90.

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ment Maintenance, you will be able to maintain an unlimited list of Deduction Codes and the specific accrual account you wish to use when posting from this department. Then, during the Check Register Update, if there is a department-specific Accrual Account matching the Employee's Home Department for a Deduction Code, it will be used in place of the account named in Deduction Code Maintenance.

Workers Comp Codes

Here's a new feature that helps you configure the Job Cost and Payroll modules to better suit the way you do business. From Worker's Compensation Maintenance, you may enter a list of Job Cost Codes you wish to associate with this Worker's Comp Code. Then, during Payroll Data Entry, as you type in a Cost Code, the first Worker's Comp Code that references this Cost Code is returned to override the existing value in the Worker's Comp Code field.

Wage Expense By Labor Code

Another popular user-requested feature incorporated into Version 4.05 is the ability to post wage expenses by Labor Code. A new field is added to Labor Code Maintenance for Wage Expense Account. The account number you enter here may consist of a full account number or an account number masked with wildcard characters. During the Check Register Update process, the Wage Expense Account Number is first determined in the usual manner, from Earnings Code Maintenance and Department Maintenance. Then, each non-wildcard character from the Labor Code setup is substituted into the corresponding position of the wage expense account.

Job Cost Changes

Six Extended Solutions selected for Version 4.05 Job Cost add enhanced reporting capabilities and a new Perpetual Job Cost History enhancement.

Enhanced Reporting

Incorporating another often-requested feature, Version 4.05 allows you to include the employee name as part of the posting comment to Job Cost. When posting labor from TimeCard or Payroll to Job Cost, the posting comment can consist of the Employee Last Name, First Initial,

and the Payroll Period End Date.

Printing the **Job Transaction Detail Report** can generate an enormous amount of paper. In Version 4.05, you'll have an option to suppress the printing of jobs with no activity in the selected date range. This report also will have an option to include the **Bill Amount** and **Labor Units** for each job's labor transactions.

The **Job Close Out Report** changes the status of Completed jobs to Closed so they can be purged during the next period-end processing. With this new release, you are granted finer control over which jobs will be closed out when running this report. You can enter a cutoff date on the report's selection screen. Job Cost transactions dated after the cutoff will be excluded from the report and the subsequent update to Job Cost and General Ledger. Only those jobs that have no transactions beyond the cutoff date will have their status changed to Closed. If you prefer, an additional option allows you to indicate that no jobs should have their status changed.

Perpetual Job Cost History

A consistent complaint of MAS 90 Job Cost users is that during month-end processing, completed jobs are purged, leaving no history to draw on in the future. **Perpetual Job Cost History** is part of Version 4.05, acting to preserve those purged jobs by writing them into a new set of history files. You can report on these historical jobs and even restore the job back into the active files if needed.

Accounts Payable Changes

Seven Extended Solutions for Accounts Payable are added with the Version 4.05 upgrade.

Vendor Sort Fields

In Version 4.05, you can use a range of Vendor Sort Fields on the AP Invoice Payment Selection screen. Select by a range of Regions, Payable Managers, or whatever informative value your Sort Field holds.

Added Flexibility

With Version 4.05 you can select invoices to pay based on a new **Greater Than Or Equal To** or **Less Than Or Equal To** value you specify. Only vendors whose Balance Due fits within the parameters you indicate are selected for payment.

If your vendors utilize a separate payment

processing center, the address you send your payments to is a different one from the vendor's mailing address. Version 4.05 adds a new **Remit To Address** to the Vendor Masterfile. New form fields allow you to print the Remit To Address on standard and manual checks.

Many businesses treat their different divisions almost as separate companies, with separate bank accounts. Version 4.05 includes a feature to facilitate this type of processing by providing the ability to post to a separate Cash Account number for each AP Division. You can enter a full account number or an account mask using wildcard characters. During the update, the account number is determined by combining this new account mask with the cash account number from bank code maintenance.

As each AP transaction is posted to the General Ledger, MAS 90 constructs a posting comment that becomes part of each individual transaction. Version 4.05 adds a high degree of flexibility to choose the information that makes up that posting comment. You can choose from seven formats, many of which include the vendor number, vendor name, the invoice header comment, the line detail comment, and/or the invoice number.

Other Enhancements

This new version offers tighter control over the posting process, ensuring that only activated cost codes for a job are used. Now from Job Posting Entry, Accounts Payable, Purchase Order, TimeCard, and Inventory, users are prevented from entering a cost code that has not been activated for the job. If you choose, you can elect to allow a non-active cost code if the user enters a password set up for this purpose. MAS 90 Version 4.05 is feature packed, offering flexible, productive tools to further ensure MAS 90 meets the needs of your business.

For those of you who use MAS 200 SQL, release 3.72 will offer the same features as MAS 90 4.05, plus it will include Paperless Office Journals and Registers.

We'll keep you posted on the availability of the release, as well as other feature details as they become available. ★

Two New Versions Of StarShip Deliver A Wealth Of New Features

V-Technologies has announced two new versions of StarShip, the comprehensive freight manifesting system for MAS 90 and MAS 200. Version 8.3 was released in July and includes several powerful new features. Version 8.5 is scheduled to follow toward the end of 2004. If you are on StarShip's subscription plan, you should receive each of these versions automatically, as soon as they are available. Here we will highlight the enhancements to 8.3 that you can begin taking advantage of now, and also preview the proposed enhancements in Version 8.5.

Compatibility

StarShip Version 8.3 is compatible with MAS 90 and MAS 200 v3.71 and v4.0. As the release date for StarShip Version 8.5 draws closer, Best Software will test and confirm compatibility with the upcoming MAS 90 v4.05. However, contact us before you install any new software to ensure its compatibility with MAS 90 and your other business applications.

USPS Enhancements

Beginning with Version 8.3, StarShip is USPS MAC (Manifest Analysis and Certification) and MAC Gold certified. Using MAC certified manifesting software such as StarShip speeds the local authorization process. Being MAC Gold certified means you will no longer need to go through local certification to begin manifesting or using confirmation services. You will, however, need to meet the minimum requirements of 200 packages or 50 pounds of mail per manifest. MAC Gold supports the following services and options: First Class, Priority, Parcel Post, Confirmation Services, and Insurance. If you need manifesting support for other services, you will still need to get local certification.

StarShip 8.3 is also fully certified to support Confirmation Services including Delivery and Signature Confirmation. This version supports a new concatenated bar code that eliminates the need for the large 4" x 8" labels when you ship with Confirmation Services and use the bar coded label discount.

Improved Multi-Account Functionality

If you ship from more than one physical location, this set of features is sure to please. With StarShip's 8.3 Multi-Account option, you can

ship against multiple UPS accounts from the StarShip ship screen—eliminating the need for multiple installations of StarShip. Using Citrix or Terminal Services, separate locations access a single StarShip installation. You buy a single StarShip license, plus a multi-account license for each additional shipper number. One subscription plan covers updates for all your accounts, providing a significant savings to you.

UPS Return Services

Upcoming StarShip 8.5 will offer three easy options for return services, making it simpler for your customers to return products or paperwork to you. You can have UPS print and mail a return label to your customer. For added con-



StarShip enhancements are designed to make your shipping tasks easier and more efficient.

venience, you'll be able to print the return label so it can be included in the package you send to your customer. Or you can email a return label to your customer that they can then print and affix it to the package.

StarShip 8.5 will support the new Oversize 3 designation from UPS. The Oversize 3 designation is in addition to the existing Oversize 1 and Oversize 2 categories already supported by StarShip. The Oversize 3 surcharge applies

when the combined width and girth of a package is between 130 and 165 inches.

Additionally, StarShip 8.5 will use a new dimensional weight calculation, used to compute weight based on dimensions. Previously the formula was (Length x Weight x Height)/6000 cubic centimeters. The new formula is (Length x Weight x Height)/5000 cubic centimeters.

FedEx Server Enhancements

StarShip 8.5 will add support for FedEx Ship Manager Server Version 0685. Included will be the ability to print commercial invoices for ground shipments and dangerous goods certificates. It also will provide additional control over printing bar coded shipping labels.

Not Yet Using StarShip?

StarShip is a complete shipping solution, supporting multiple carriers in one user interface while storing shipment history in a central location. StarShip was designed to easily integrate with MAS 90 and MAS 200 making your shipping process more efficient and error-free. StarShip is a tremendous time and money saver, automating much of the mundane shipping process. With StarShip you'll be able to shop rates across carriers, save money with third-party parcel insurance, print bar coded, carrier-approved labels, and exchange address and shipping charge data with MAS 90.

When integrated with MAS 90 and MAS 200, shipping information is sent from Sales Order Processing to StarShip to be processed. Usually only the weight of the package needs to be added. Once the shipping information is approved, a shipping label is printed for the appropriate carrier. The tracking number and freight cost is automatically sent back to MAS 90 or MAS 200 to be stored with the shipping history for each sales order. An electronic scale interface allows you to weigh each package and send the weight directly to StarShip. StarShip can even email advance shipping notices directly to your customers.

If you have questions about how StarShip can fit into your company's operations, please give us a call. ★



MAS 90 In The Spotlight: Customers With National Accounts

MAS 90 And MAS 200 Extended Solutions



When you do business with a nationwide distributor or retailer, you may deal with each location or store for order processing, but chances are that headquarters will pay the invoices for all stores or locations. You receive one check to pay the invoices for many different stores. This makes cash receipts processing time consuming and error prone.

You'd like to keep detailed sales history for each store or location, so it makes sense to treat each as a customer in its own right. Yet a comprehensive history of the national customer also is valuable.

Many enterprise-market accounting solutions support this type of processing, often referred to as national accounts processing, and now MAS 90 can too. With the Extended Solution, AR-1068, **Customers With National Accounts**, you can produce invoices and track sales for individual customers while processing payments and producing statements for the national account customer. Let's examine just how AR-1068 works.

Setup And Configuration

You can approach the setup of Customers With National Accounts in two ways. Either visit the customer masterfile of each of your national accounts and list the Sold-To customers that belong to the account, or visit each Sold-To account and fill in the national account's customer number.

Using Divisions As A Designator

A convenient way to manage your national accounts is to designate one AR division as the **Sold-To** division and another as the **Bill-To** or national account division. This segregation simplifies processing and is supported by AR-1068. If you use divisions in this way, in Customer Maintenance you are prevented from entering a customer number in the National Accounts Field if it is not in the national accounts division. In addition, fields are relabeled dynamically in the Customer Masterfile to refer to Bill To or Sold To, depending on the division of the customer being maintained. You do not have to segregate your receivables by division to use AR-1068; but it provides a convenient way to manage the relationships.

In either case, in customer maintenance, if the customer is a national account you can view a listing of all the Sold-To Customers referencing this account, adding and deleting Sold-To customers as necessary.

Processing

During order and invoice entry in the **Sales Order** and **Accounts Receivable** modules, if the sold-to customer entered on the transaction references a national account, AR-1068 fills in the national account customer number into the comment field as a reference. Orders and invoices are otherwise entered normally.



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During the update of the Sales Journal, several processing changes take place:

- ▶ An open invoice is created for the national account only.
- ▶ **AR Sales Analysis** information will post to either the national account or to both the national account and the Sold To customer, depending on how you have configured AR-1068.
- ▶ **AR Invoice History** is updated normally, using the Sold To customers' account number. The national account number is written to the history file as the invoice comment.
- ▶ Postings to the General Ledger, based on division, are substituted with the division associated with the national account customer.

Since statements draw on the Open Invoice file, they can be produced for national account customers only. However, the Sold To customer name can be printed in the line detail of each statement.

Give us a call to learn more about Customers With National Accounts or any other Extended Solution. ★

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