



# Sage 100 Newsletter

From Matrix Integrated Solutions

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## JOB COST 2.0

### A Closer Look at Enhancements in Version 2018

With the release of Sage 100 and 100c Version 2018 late last year, the Job Cost module was totally redesigned and modernized to improve performance and usability. In this article, we'll take a closer look at the improvements.

### Enhancements Summary

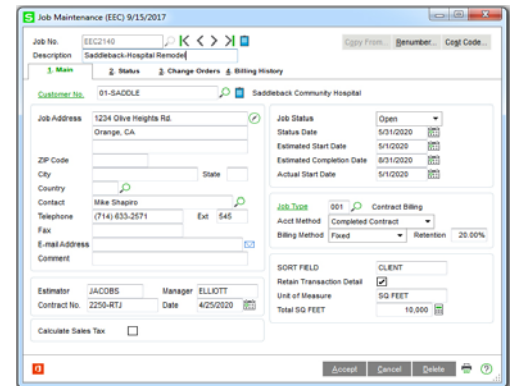
At a high level, the following enhancements were applied to Job Cost 2018 (aka Job Cost 2.0):

- Integrates with Payroll, A/R, and A/P along with implementation of a better file structure for improved performance
- Better and more seamless reporting
- Screens easier to use and personalize along with a new copy capability
- Better integration with 3rd party products
- Allows you to manage deferred revenue and expense

### Improved Data Entry and Workflow

Job Cost tasks, screens, and functions have been enhanced to improve workflow and make it easier to access data including the following updates:

- Data entry grids used to improve efficiency
- Selection grids are available on most report task windows
- Calculator buttons have been added to dollar amount fields
- Calendar buttons have been added to date fields
- Hyperlinks to related tasks have been added where applicable



In addition, you can enable **Batch Entry** mode in Job Posting, Job Billing, and Field Report entry tasks as well as set the next batch number on the Entry Tab in Job Cost Options.

### Better Reporting

Report setting options now appear on the header of the applicable report window and with the ability to save settings, you can avoid reentering parameters each time you run a report. Plus, selection grids have been added to streamline report data filtering. In addition, SAP Crystal Reports is now used for all reports and forms which provides better output and performance.



Be sure to [get in touch](#) with questions about Job Cost 2.0 or Sage 100 Version 2018.



Authorized Partner



# SAGE CRM

## Introducing Sage CRM 2018

Sage CRM 2018 is now available. Enhancements in this newest version focus on continued calendar improvements, ease of use, and simplified navigation across the product. Let's take a closer look.

### Sage CRM 2018 Calendar

You may have noticed that enhancing Calendar functions has been a focus over the last couple of new releases and version 2018 continues that trend. Because the Calendar is at the heart of so many activities in Sage CRM, the following improvements are now available:

**Task Quick Complete** - Allows you to complete a task with a single click. Completed tasks are automatically removed from the screen when filtering by 'Pending'.

**Drag and Drop Calendar Appointments** - Appointments can be moved by dragging and dropping it to a new time in the Day, Week, Work Week and Month views.

**Calendar Filter by Pending** - User and Team Calendars now default to filter by pending in the Agenda and Task views area. Changes to filters persist for the duration of your Sage CRM session.

**Quick Tasks Creation with Attached Documents** - You can drag and drop files to the 'Drop files here' area in the Tasks view of the My CRM and Team CRM calendars to quickly create tasks with attachments.

### Simplified and Easier to Use

A collection of smaller enhancements that, together, make a big impact on workflow efficiency and usability include:

**Simplified Tabs** - You can quickly move rarely-used tabs out of the way and into a new 'More' tab option, freeing up screen space and allowing faster access to the functions and areas you use most often for daily tasks.

Date	Time	Event	Person	Company	Action	Status	Complete
01 Friday December 2017	4:00 PM	✓ Check in with Susan - forecast			To Do	Pending	<input type="checkbox"/>
04 Monday December 2017	10:00 AM	✓ Set up lunch with Eurolanda	Kieran O'Toole	Eurolanda	To Do	Pending	<input type="checkbox"/>
08 Friday December 2017	11:00 AM	✓ Prepare presentation	Daniel Padden	American Gage	To Do	Pending	<input type="checkbox"/>
13 Wednesday December 2017	8:00 AM	✓ Submit Expenses			To Do	Pending	<input type="checkbox"/>

**Quotes and Orders Screens** - Various changes have been made to improve usability and make it even easier to create and manage quotes and orders.

**MailChimp Integration Updates** - Sage CRM now checks the format and validity of email addresses being sent to MailChimp, as well as detecting duplicate email addresses. Any issues found will appear as a Sage CRM notification.

### Even More Integrated

With each new release, integration with your existing accounting software is a primary focus for the development team at Sage. The expressed intent is to make Sage CRM a no-brainer solution for anyone currently using a Sage ERP product. A seamless exchange of data and transactions between sales in the front office and accounting in the back office allow Sage CRM and Sage ERP to work together as one single system.

### Upgrading to Sage CRM 2018

You can upgrade directly to Sage CRM 2018 R1 if you are currently running any of the Sage CRM v7.3 or Sage CRM 2017 versions. If you're running other versions, additional steps may be necessary. [Contact us](#) if you need help or have questions before upgrading.

## Perpetual License Pricing Change Coming in March 2018

While many software providers have moved solely to subscription-based licensing, Sage continues to offer both **subscription and perpetual** license options to customers. In order to accommodate the added cost of maintaining both options, Sage announced that they'll be adjusting the price of Sage Business Care prices for Sage 100 perpetual licenses.

Beginning in March, Perpetual customers will see an annual **increase of 20%** on their renewal notification for any Sage Business Care plan renewing on or after **March 1, 2018**.

Sage states that pricing adjustments are determined based on an annual review across their entire solution portfolio which considers market conditions, the cost of doing business, added value delivered through major product releases, and various other factors. The price increase reflects the added personnel and resources required to support both subscription and perpetual license models.

**Note:** the increase does not affect Sage 100c subscription licenses which remain the same.

## Sage 100c Name Change

Just when you thought you had the different product names figured out, we learned that Sage will be changing the name of Sage 100c. Effective in March 2018, Sage 100c will be renamed to **Sage 100cloud**.

It's primarily a marketing change designed to align Sage 100c with other cloud-focused products and services. However, there's no new licensing or features to become familiar with. Same product, different name.

## Sage Sessions Live Events Coming to a City Near You

Earlier this year, Sage announced that in lieu of hosting a big annual Sage Summit event like we've seen in years past, the company has decided to take the show on the road and get closer to customers on their home turf.

The newly-formatted "**Sage Sessions**" tour is comprised of a series of live regional events throughout the U.S. and Canada. Similar to Sage Summit but more compact, Sage Sessions is a single-day event featuring a keynote, breakout sessions, product demos, and a lunch & mingle reception that provides networking opportunities. Each stop will also feature a scaled-down trade show and opportunities to speak with product experts from Sage and third parties.

There are currently 10 stops scheduled in the U.S. and Canada as follows:

Los Angeles - February 13 ([Registration Now Open](#))

Chicago - April 25

Toronto - May

Dallas - May

Atlanta - June 5

Montreal - June 26

Edmonton - July 11

New York City - July 24

Seattle - August 7

Vancouver - September 18

Pricing is \$29 for early birds (up to 1 week prior to the event) and \$49 standard after that.

[Get Full Details and Agenda ...](#)

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