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**A Sneak Peek: Sage MAS 90/200 v 4.4**

As the world of business is constantly evolving, so must your business management software. The team at Sage has been working directly with their extensive customer base to develop new functionality, improve processes, and enhance productivity to help users get more out of their solution.

As a result, we are pleased to announce that Sage MAS 90 and 200 version 4.4 has been scheduled for release in the first quarter of this year. The key enhancements provide new features for workflow and business processes for all customers. In 4.4, new features and functionality have been added with little or no impact on total cost of ownership (TCO), and for some customers' TCO will be reduced.

**Power of Business**

**Framework™** Standards have been added to Purchase Order, Inventory Management, Bill of Materials, and Bar Code. Simple tools can be used to create and

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**Five Cost Cutting Strategies for Using Technology**

*Learning from CPA firms*

By: Kim Andersen, MAS Software Solutions

Some may not classify CPA firms as technology trend setters but you would be surprised at the many lessons we can learn from this high-tech bunch. According to a recent article in the AICPA Insider Four Fast and Easy Tech Fixes, "IT strategies must start at the top, with the users in alignment and constant re-alignment with overall plans and strategies." The article goes on to say that without executive-level champions; they may not get the support they need to do anything at all. That leaves accounting office's adrift and falling behind. CPA firms have implemented technology strategies that are resulting in decreased costs and increased productivity.

So what technology lessons can we learn from CPA's? Here are some of the fastest and easiest strategies to implement, with some of the best ROI.

1. **Use multiple monitors.** Talk to anyone who has ever used dual monitors and see if they would ever go back to one monitor. The ability to have MAS90 on one screen and Excel, Word, or Outlook on another monitor will greatly improve efficiency. CPA's have caught on to this strategy and seen a reduction in task time by 20 percent.
2. **Get a good mouse.** What is your current mouse costing you in efficiency? Do you spend more time cleaning your mouse than using it? A good mouse can increase efficiency and decrease stress. Some time saving features in a good mouse include two modes for the scroll wheel so you can spin through long documents quickly; a shape that suits both left- and right-handed users; programmable buttons; and laser tracking for precision on many surfaces.
3. **Document Management.** Storing documents on your hard drive immediately cuts costs and improves accuracy. CPA's have been doing this for years with the help of scanners. However, applying this to other businesses is easy. Storing all of your documents as pdf copies on your hard drive



can reduce costs in many ways including printing, administrative support and storage space. The last release of Sage MAS 90 and 200 v 4.3 included the Paperless Office feature allowing users to make this first step towards a complete Document Management System. If you don't have v 4.3 there are many free or minimal cost pdf writers on the market today such as Cute PDF.

4. **Move backups offsite.** Web based backup is affordable and ensures that you always have a backup of your data off-site. We have been doing this for several years. You can choose from eVault, Global Data Vault, Iron Mountain and NetRescue.
5. **Upgrade to Office 2007.** If you use Excel often this strategy is for you. In older versions of Excel we were limited in the worksheet size 65,536 rows and 256 columns but with Office 2007 the size of your worksheets increases to over 1 million rows and over 16,000 columns, which is a big deal for heavy excel users providing much greater efficiency.

In addition to the lessons learned from CPA's we recently attended the Heartland Technology Conference and saw a new time saving tool that we just love. It's called Nuance Dragon Naturally Speaking. Most people speak over 120 words per minute but type less than 40 words per minute. This new software application allows you to create email, documents and spreadsheets simply by speaking. Additionally, you can control your PC just by talking to it, starting programs, using menus, surfing the web, etc. This new tool turns voice into text three times faster than most people type which can save you time.

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modify existing reports, and add user defined fields lowering TCO. Additionally, Business Insight Explorer, Memo Manager, wizard-based report creation, personalized data grids, and maintenance task hyperlinks have been added for even more functionality.

### Enhanced Visibility with Business Insights Explorer (BIE)

This powerful ad-hoc reporting tool will continue to provide visibility into every business; additional BIE views will include the following views:

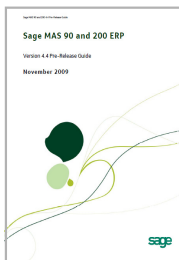
- Item Quantities by Warehouse
- Vendor History Purchases
- Open PO by Vendor Name
- Bill of Materials
- Component Where-used

### Personalization at your Fingertips

Visual Basic has been included which adds functionality for internal customization directly within inside of MAS. This new feature will reduce the need to hire someone to customize the system.

Be aware that Windows 7 is not yet compatible with this new version. Please be sure to check with MAS Software Solutions before upgrading your operating system.

We could not possibly put all of the new features into one article. But please call our office to request your copy of the Pre-Release Guide including all of the details!



## Meet the Team: Kim Andersen

Kim Andersen is the Founder and Financial Systems Consultant for MAS Software Solutions. Currently focusing about 60-80% of his time on sales and marketing he hopes to develop a foundation and eventually hire a full time sales person so he can spend more time consulting, as his true passion is in assisting his clients. Of this he said, "My greatest strength is in working with people, taking a thorough look at what they are trying to accomplish through their technology and business processes and then recommending and implementing solutions that help them achieve their goals." With a well rounded knowledge of how multiple departments interact within an organization, he knows how important it is to ensure the solution meets the needs of the entire company, not just one or two challenged departments.

Prior to founding MAS Software Solutions, Kim was the Chief Financial Officer and/or Controller for several small to medium sized companies. He recalled, "I found myself continuously implementing new systems for the companies I

worked for, desiring to make them more efficient and realized that my true passion was in doing this type of work. I first became involved with MAS 90 when I implemented it for the company where I was working as a Controller, and then became an independent contractor for a Sage re-seller, implementing Sage MAS 90 and 200 for about 9 months and then decided to start my own company."



Outside of work you will likely find Kim watching movies, any kind of sports on TV, or outdoors with his wife Joyce, and dog Kiara. Always a fan of a great story, he revealed that he particularly likes movies that make you think or reflect. "My favorites include The Great Debaters, Field of Dreams, and Amazing Grace... and my taste in music is the same. I really like country because of the great stories that are told through the songs."

## The Greatest Compliment

*"The decision to work with MAS Software Solutions was the best choice we could have made for our company. They consistently respond quickly to any questions we have, and we are confident that any recommendations they make will always be in our best interest."*

*Brandi Hendrix  
Bitterman Family Confections*

The greatest compliment we can receive is when you share the positive experience you've had with MAS Software Solutions with someone else. The fact that you trust us with your technology

needs carries a lot of weight, which is why we ask our customers to share their good experiences with others.

If there is someone you feel would benefit from our services, we would greatly appreciate the opportunity to provide them with the same service and value that you receive from us.

Referring someone is easy. Simply urge them to contact Kim Andersen at (913) 312-8999 or via e-mail at kim@mas-ss.com. We thank you for your support and for putting your trust in us.

## Did You Know?

There is a quiz on our website that will determine how well your utilizing your MAS system? After taking the quiz you will immediately get your results including specific

areas where you could be utilizing your system better. We encourage you to go online and see how you measure up at [www.mas-ss.com](http://www.mas-ss.com).

