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In This Issue

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GET STARTED WITH SAGE CLOUD CONNECTOR

With all the buzz (and confusion) surrounding "the cloud", it can be hard deciding whether or not it makes sense for your business. But with Sage 100 ERP and the **Sage Cloud Connector**, you don't have to choose because you get the best of both worlds - flexibility of the cloud combined with the stability of your on-premises software. Let's take a closer look at this important new technology.

How Does it Work?

The Sage Cloud Connector works as the buffer (or bridge) between your on-premises Sage 100 ERP software and the cloud - connecting you to a whole new world of web-based add-on applications without having to purchase, install, and configure web servers or special hardware in-house.

You've probably heard about the new Sage web and mobile applications that are available in the cloud like Sage Inventory Advisor, Sage Mobile Sales, Sage Mobile Service, and many others. Sage Cloud Connector is the technology that allows the data and transactions to flow freely between your on-premises accounting system and these cloud applications. That means there's no duplicate data entry or import/export routines - it all flows seamlessly between your office and the cloud.

Why Should I Care?

Sage Cloud Connector helps **extend your existing investment** in Sage 100 without having to decide between on-premises or cloud - *it's the best of both worlds*. You get to unlock new features and expand the capabilities of Sage 100 with cloud connected services, while keeping your most critical data and functions in your server room down the hall.

So what does this mean for you? You get all the power, flexibility, and ease-of-access that the cloud has to offer while preserving your existing workflow, training, and any customizations you've applied to Sage 100 ERP. What's more, Sage is always adding more web-based Connected Services and cloud apps to provide you with more features and improved functionality.

What About Security?

Any time mention of the cloud comes up, questions about data security aren't far behind. It's an important consideration. But you can rest easy knowing that Sage is committed to the privacy and security of your data. Sage Cloud Connector uses powerful encryption and authentication technology to ensure the highest level of security for your company data as it is stored and transmitted between Sage 100 and your cloud applications. The following features ensure that your company information is safe and secure:
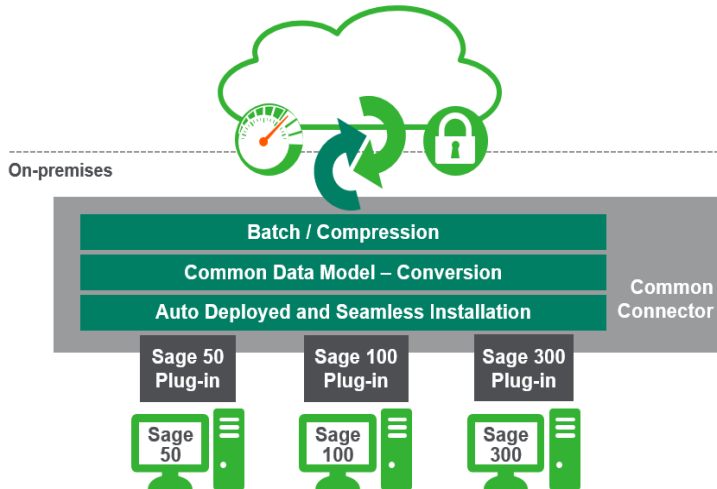
SAGE CLOUD CONNECTOR: Getting Started Guide
Email Us for a copy of this guide with details about Sage Cloud Connector installation & setup for Sage 100 ERP.

Sage Cloud Connector – A Common Approach

Batch / Compression

Common Data Model – Conversion

Auto Deployed and Seamless Installation

Common Connector

On-premises

Sage 50 Plug-in | Sage 100 Plug-in | Sage 300 Plug-in

Sage 50 | Sage 100 | Sage 300

Sage Cloud Connector Bridges Your On-Premises ERP System with Applications in the Cloud.

... Continued from Page 1

- **On-premises Software Security:** Sage Cloud Connector uses an account set up by you to sign in to your Sage 100 ERP system.

- **Sage ID:** Sage Cloud Connector is configured to use a password-protected Sage ID that you create.

- **Secure HTTPS Channel:** Sage Cloud Connector transmits and verifies your Sage ID credentials through a secure HTTPS channel using the OAuth 2.0 protocol.

- **Microsoft Windows Data Protection API:** Sage Cloud Connector encrypts your data using a key that ensures it can be decrypted only on the server where your accounting or ERP system is installed.

Ready to Get Connected?
Contact us if you'd like to learn more about Sage Cloud Connector, Sage Web and Mobile Apps, or if you'd like help with installation and setup.

WINDOWS XP NO LONGER SUPPORTED

As of **April 8th 2014**, Microsoft officially ended support for their Microsoft Windows XP operating system which was originally introduced over 12 years ago.

What does this mean for you? Sage will also stop supporting Sage 100 on computers using Windows XP.

Please note that Sage 100 ERP Version 2014 is *not* compatible with computers running Windows XP. Also, any future product updates for existing Sage 100 ERP versions will not be compatible with Windows XP.

Contact us for more information or to begin planning an upgrade if you are still running Sage 100 on Windows XP.

IN CASE YOU MISSED IT ...

Sage 100 ERP Version 2014 is Now Available!

Sage 100 ERP Version 2014 has been officially released and is now available for download.

This latest version is packed with new features designed to help you leverage the cloud, get paid faster, close more sales, and work more efficiently.

Sage 100 ERP Version 2014 Resources
Download the "What's New in Sage 100 ERP 2014" Brochure

Visit the Sage 100 ERP Version 2014 Microsite

Ready to upgrade?
If you have any questions about Version 2014 or need help with upgrade, please contact us.

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7 Good Reasons to Invest in Mobile CRM

You've heard it all before … the future of business is mobile, more people rely on their phones than ever before, tablets are outpacing desktops, and so on .. *so why haven't you invested in Sage CRM Mobile yet?*

The benefits of mobile CRM go beyond tech trends and business jargon. It can actually have a significant impact on your company, your employee's day-to-day interactions, and your bottom line. Here are 7 reasons you should invest in Sage CRM Mobile today.

1. Close More Sales … In the Office or Away

With mobile access to leads, contacts, and opportunities, your sales team will have the information they need to close more business in the office or on the road.

2. Get to Know Your Customers Better

Your staff can check customer history, call notes, and case information on-the-go or before they walk into a meeting with a major customer. When your entire CRM solution is on a mobile device, your team will never miss a beat.

3. Stay Productive Anywhere

Access to the right information at the right time can help reduce the need to return to the office for administrative tasks (place orders, create quotes, update database, etc).

It also eliminates the need to call in and interrupt other departments - like accounting or warehouse staff - with requests for customer status or product availability. All the information you need is right in the palm of your hand.

4. Say Goodbye to Paperwork

In today's digital world, nothing is more time consuming and error prone than dealing with paper. Thanks to the **tight integration with Sage 100 ERP**, Sage CRM Mobile dramatically reduces paperwork and duplicate data entry.

5. Reduced Errors & More Accurate Data

When you provide mobile access to your CRM system, you'll minimize the need for external sources of data (hand-written notes, spreadsheets, personal contacts, etc).

The result? Reduced errors, improved data accuracy, and information that's available to *everyone* in real-time.

6. Shorten Learning Curve, Improve Adoption

When you allow your staff to use familiar mobile devices, such as an iPad or phone, they become more comfortable and likely to use CRM - which is good for your business.

7. Improve Team Collaboration

With data moving freely between employees and departments, you can tap into new ideas and information that can transform the way you do business. Sage CRM Mobile breaks down department walls to encourage collaboration between teams and across your company.

Ready to Go Mobile?

Contact us for more information about setting up Sage CRM Mobile for your company.