



Friendly Systems Inc

Working Together To Build Your Business

Newsletter

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CRM for MAS 90 and MAS 200

ACT! and the ACT! Link

The most valuable asset of any company is its customers. Taking care of existing customers and servicing their needs is vital to success. Linking ACT! contact management software to your MAS 90 or MAS 200 system can benefit both your customer service and sales performance.

The benefits of ACT! include:

Improve business relationships

See the big picture by managing groups of customers by interest, project, and more.

Never miss a meeting

Access to critical information whenever/wherever

Manage the sales process throughout the entire cycle

Easy to use

The ACT! Link, which is bidirectional, adds:

Customized data mapping allows MAS90 or MAS200 data fields to be synchronized. You choose which direction the transfer of data goes for each individual field.

Launch MAS 90 or MAS 200 tasks from within ACT!

Keeps a history in ACT! for MAS 90 or MAS 200 transactions for activities such as new sales quotes, deleted quotes and edited quotes.

The ACT! Link protects your vital accounting information. Full MAS90 and MAS200 security will be in effect whenever an ACT! user tries to access a MAS90 or MAS200 specific task.

By leveraging the strengths of two industry leaders, your company can connect your front office, sales and customer service, with your accounting system, enhancing your overall efficiency and profitability.

BusinessWorks and BusinessWorks Gold Tips and Tricks

Did you know?

If your check forms have preprinted check numbers, be sure to check Track Wasted Checks in the A/P options menu.

Bank Rec- the GL cash account balance and bank transactions included in the reconciliation are based on the reconciliation date.

If insufficient quantities exist when using the Customize/Select option to invoice a sales order in Order Entry a backorder will be created automatically (if allowed for that part)

To view a sale less any invoice discounts, print or preview the A/R Sales Analysis Report.

And one tip for any software solution you use:

Make a New Year's resolution to **backup** your data once a day. Keep the daily backups until the end of the month and the end of month backups for at least a year. And don't forget to keep a recent backup off-site.

BusinessWorks Gold Gets 5 Stars

In a recent evaluation of "Mid Range" accounting software Best's Business Works Gold version 3.0 received a rating of 5 out of 5 stars. The 5 star rating beat out rivals such as Microsoft Small Business Manager, QuickBooks Enterprise Edition, Visual Account Mate, and Business Vision.

Ease of Navigation, powerful cash management and the ability to get data out of BW Gold were just some of the great features cited. For example, BW Gold has several great reporting tools including Crystal Reports, F9 and its own custom report writer. But even better yet is the enhanced ability to export data in a number of easy to use formats.



Contact Us

Sales

(770) 949-4808

Technical Support

(404) 995-0335

www.friendlysystems.com