



# Friendly Systems Inc

We Help Build Your Business

Newsletter Volume 1, Issue 1

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Welcome to the first issue of Friendly Systems' Newsletter. We hope this helps keep you informed about us and about the products and services we offer. If you have ideas about what you would like to see in future editions, please let us know.

## What's New in MAS 90/MAS 200

The latest and greatest release of MAS 90 and MAS 200, the new 3.60 version is not just another quarterly release you want to stick on the shelf and wait to upgrade. This upgrade has some amazing new features that any business will want to use! Let me tell you about a few of the new features.

### THE BIG PICTURE

- Advanced Lookup Engine (ALE) improvements - Up to 99 company and user views (customizations) can be defined for each lookup. For example, one user could look up customers by Name, Contains, while another looks them up by Zip Code, Starts With.
- The ALE also now boasts the ability to "drill down" to inquiry programs from certain lookups.
- Customizable toolbars and a new My Tasks menu provides quick ways to access the areas of MAS 90 or MAS 200 that you use most often.
- A new Preferences option warns you if the accounting date falls outside the Current and One Future Period for some modules. An optional password can be entered to override the warning.

### DETAILS THAT MATTER

- The Remote Salesperson module adds the ability to print from the PalmOS device via PalmPrint, the leading printer application for the PalmOS. Salespeople can now print sales orders at the customer's location with just a PDA & a portable printer.
- Sales Order Entry now allows you to place a drop-shipped item on backorder.
- The Sales Order Quote History report selection screen allows you to optionally print extended descriptions.
- Inventory Item Maintenance/Inquiry will allow you to decide, on an item-by-item basis, whether or not kits will automatically be exploded upon data entry or if the system should continue to prompt the user during Sales Order entry routines.

This is probably one of the best new releases Sage has done. Call us at (770) 949-4808 for more information or to schedule your upgrade as soon as you get your new CD from Sage.

## CUSTOM PROGRAMMING SERVICES

For those who need features outside of the box instead of straight out of the box, Friendly Systems is an authorized Master Developer able to customize MAS 90/MAS 200 software to fit your requirements. Being a Master Developer means that we have the tools to integrate what we sell with other software. We can also help smooth the transition from legacy systems by converting your the data for you.

## SUGGESTION BOX

What's the one thing you wish your business software would do, or do better than it does now? Sage has asked its channel partners for suggestions for future releases, and we're asking our partners (you) for what would help your business grow.

Send your suggestions to [phil@friendlysystems.com](mailto:phil@friendlysystems.com), or fax them to 770-234-6853.

## PICK, PACK & SHIP

- The MAS 90 Sales Order module now includes an optional shipping feature that helps streamline the shipping process.
- On the Shipping Data Entry screen simply scan the items being shipped or enter the quantities, print the packing list and shipping labels, and record the package tracking numbers.
- The Sales Order module now features a Quantity Shipped Inquiry function that provides a realistic quantity on hand which now knows what items have been packed up for shipment but not yet invoiced.
- Security options let you control what features and information the shipping personnel have access to.
- Drop Ship items are automatically considered "backordered" and will not appear in Shipping Data Entry.
- Four ways to print a shipping document: automatically when the order is accepted, by selecting Quick Print or the Print button in Shipping Data Entry, or through the Packing List Printing or Invoice Printing menu options.
- Packing Lists can be printed (and reprinted) either for the whole order or for individual boxes in a multi-container shipment.

## STARSHIP NOW WORKS BOTH WAYS

This third-party application, built by VTechnologies, is now integrated seamlessly via the StarShip Link. On its own, StarShip has been available for years with the capability to read sales order address info from MAS 90 and print out shipping labels and produce shipping manifests. The new StarShip Link adds the ability to write the carrier tracking information and freight charges back to the Shipping/Invoice Data Entry files in MAS 90 or MAS 200. When combined with the new pick, pack and ship feature in the standard Sales Order module, StarShip has the potential to reduce shipping and shipping related costs.

The basic StarShip module processes shipments using UPS, FedEx, and FedEx Ground (formerly RPS). Optionally you can purchase functionality for processing shipments via U.S. Postal Service, Airborne Express, Spee-Dee Delivery Service and a User-Definable Carrier.

## INTRODUCTION

The newest member of the Friendly Systems team is Phil McIntosh. He joined FSI in July, 2000. Phil holds the Microsoft Certified Systems Engineer (MCSE) certification from Microsoft, adding technical networking expertise, as well as years of experience in distribution, using MAS 90 and Crystal Reports. He is also Friendly Systems' webmaster, and thus responsible for most of what you see at [www.friendlysystems.com](http://www.friendlysystems.com).

## BusinessWorks®

Sage has released version 2.1 of BusinessWorks Gold, the new 32-bit version of the popular software for small business, to existing BusinessWorks Gold users. A general release is planned for late this year.

BusinessWorks fills the gap between basic entry-level products and high-end systems. It is a powerful, full-featured, yet easy to use accounting solution. It combines the intuitive interface and presentation quality reporting that users prefer, with the tight security and financial controls that accountants demand.



### Contact Us

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