

**SOLUTIONS
AND
TOOLS
FOR
SUCCESS**



**BusinessWorks, Sage MAS 90, MAS 200, and MAS 500
Enhancements and Supply Chain Solutions**

**SPRING
2009
CATALOG**

Empowered by
SWK
TECHNOLOGIES, INC.

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**ENHANCEMENTS AND
SUPPLY CHAIN SOLUTIONS
SPRING 2009 CATALOG**

SWK Technologies: History and Resources

Founded in 1989, SWK Technologies, Inc. has garnered numerous awards as an industry leader—including multiple recognitions as a Technology Pacesetter and Top 100 VAR by *Accounting Technology* magazine. SWK has also been a regular member of the Sage President's Circle, and in 2006 joined the Sage Million Dollar Club.

SWK is recognized for providing exceptional technology solutions and outstanding value to partners and clients. The firm has furthered this goal as a founding member and significant participant of the prestigious Information Technology Alliance (ITA) since 1999.

As a Sage Master Developer since 1997, SWK has developed and published a variety of solutions and enhancements for Sage MAS software.

With a particular emphasis on supply chain innovations, the firm's premier product is MAPADOC® EDI. Released in 1998, MAPADOC has become a leading EDI solution for Sage MAS 90 ERP, MAS 200 ERP, and MAS 500 ERP.

In 2001, SWK developed the integration between MAS 90, MAS 200, and RADIO BEACON (now known as Accellos WMS), the internationally renowned warehouse management software. In 2008, SWK

completed the Accellos WMS integration with MAS 500.

In 2004, SWK began a new phase of organic and acquisition growth, acquiring leading Sage BusinessWorks reseller Business Tech Solutions Group, followed by the acquisition of BCS of Long Island in March 2005. In 2006, SWK acquired Wolen Katz, a Sage Abra HR reseller, and AMP-Best, the leading upstate New York reseller of the Sage MAS product family, Sage CRM, and JobOps.

During the past year, SWK's developers have integrated MAPADOC with DCSC, another leading Warehouse Management Solution.

Today, SWK numbers over 40 in staff and continues to grow in size and experience, with certifications in Providex, Microsoft Visual Basic, Microsoft SQL, and all relevant Sage Software certifications.

Many SWK executives and staff are CPAs and hold the AICPA Certified Information Technology Professional (CITP) certificate.

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BusinessWorks

Live Pick

Take order fulfillment out of the “report and process” arena and put it into a real time, color coded inquiry screen that shows all inventory availability, back orders, and shortages. Manipulate pick tickets to control quantities and easily determine which orders can be filled by newly received inventory. Extensible to allow many inventory transactions (including builds!) to be processed right from the fulfillment screen.

*Available for BusinessWorks
Versions 7,8 and 2009*

BusinessWorks

Live Build

Need a powerful bill of materials tool driven by your BusinessWorks component lists? This flexible report answers questions about material shortages, production requirements, and cost changes caused by component changes. Linked spreadsheet output lets you determine how changes in your production will affect your material and production requirements.

*Available for BusinessWorks
Versions 7,8 and 2009*

BusinessWorks

Live Price

In a high volume order taking environment with volatile part costs, this inventory inquiry tool instantly recalls all sales and purchasing information for any part in your inventory. It includes tools for doing quantity and adjustment math right on the screen and the ability to convert that calculated price into a quote or order with one click.

*Available for BusinessWorks
Versions 7,8 and 2009*

Sage MAS 90 and MAS 200 Enhancements

SALES ORDER

M90/200 SO 1000

Sales Order Shipping Labels

Reduce labor and improve accuracy with this powerful shipping label tool. Users may print a single or range of shipping labels from within SO Main Menu. Label count is determined by case pack option. Users may select by customer number, SO number, or PO number. Works with Bartender or Software label printing software.

Available for MAS 90, 200 Version 4.3

M90/200 SO 1010

Sales Order Change Tracking

Records the cancellation or reduction of sales bookings, allowing for more accurate monitoring of the sales process. This enhancement forces the user to enter a reason code, letting management know exactly why the SO was changed. Sales Order Change Tracking also records who made the change, original and revised quantities, and other useful information. The Sales Order Change Tracking Report is customizable, providing quick and easy access to recorded information.

Available for MAS 90, 200 Version 4.3

M90/200 SO 1020

Sales Order Bill of Lading

Quickly print accurate and complete VICS Compliant Bill of Lading documents directly from the SO Shipping Menu. User may select one or several SO invoices for each BOL. Shipping information from the selected SO invoice(s) is used. Additional information not found in the SO may be entered to complete the BOL including Trailer Number, Pro Number, SCAC Code, Ship From SID Number, etc.

Available for MAS 90, 200 Version 4.3

M90/200 SO 1030

Enhanced Item Look Up with Warehouse and Components

Make quick and accurate SO fulfillment decisions and delivery promises with the additional information available through this expanded product look-up. It displays on-hand and other information for selected items and, if a kit, item information on kit components. User may select items to view based on item ID number, product line, user-defined categories or item description. Once selected, on-hand and other information for all warehouses is displayed. If the item is a kit, relevant information for kit components is displayed.

Available for MAS 90, 200 Version 4.3

Sage MAS 90 and MAS 200 Enhancements

M90/200 SO 1040

Sales Order Customer Look Up by Ship to Name

If you deal with multi-location customers with decentralized purchasing, finding the right AR customer ID for SO entry can be a challenge. With this enhancement, it is a breeze to find the correct customer ID based on ship to location.

Available for MAS 90, 200 Version 4.3

M90/200 SO 1060

Phantom Warehouse

Phantom Warehouse saves you money by providing the capability to differentiate between short-range and long-range SO commitments on your inventory. If you book future orders and do not want to commit inventory from your main warehouse, Phantom Warehouse solves the problem. Orders for future delivery are booked against a Phantom Warehouse rather than against your main warehouse, thus eliminating the appearance of reduced immediate availability. As the shipping date approaches, users have the option to bulk reassign open orders to the main warehouse. Phantom Warehouse enables you to

have inventory requirements appear when and where you want.

Available for MAS 90, 200 Version 4.3

M90/200 SO 1070

Sales Order Invoice Batch Number Change

This enhancement allows you to change the batch number of SO Invoices in pending batches without deleting and re-entering the transactions. This enhancement is useful to set aside one or more transactions in a batch while an issue is being addressed. Other transactions in the batch can then be processed.

Available for MAS 90, 200 Version 4.3

Sage MAS 90 and MAS 200 Enhancements

M90/200 SO 1080

Transaction Number Range Codes (TNRC)

Would splitting divisions into discrete departments make it easier to manage your business? While MAS 90 and MAS 200 provide the ability to create divisions in the General Ledger and Accounts Receivable, TNRC takes it to the next level of detail by reserving the first two characters of every sales order and invoice number for a TNRC. Each TNRC has its own running next transaction number function, allowing you to track departments, locations or anything else. Use TNRC to produce reports including Accounts Receivable Aging and Invoice History. You can also post to the General Ledger by TNRC.

Available for MAS 90, 200 Version 4.3

M90/200/500

Apparel Matrix Sales Order

(Refer to Inventory Item Product Matrix)

INVENTORY & PURCHASING

M90/200 IM 1010

Time Phased Inventory Item Availability Report

This comprehensive report allows you to predict and plan your product procurement needs based on actual supply and demand over periods of time. Specify three consecutive date ranges, and the report calculates your beginning and ending inventory quantity on-hand based on expected receipt or shipping dates. Calculations are based on actual on-hand quantity of finished goods, pending work orders, expected PO supply, and committed SO demand. Where demand exceeds supply, a negative value is displayed.

Available for MAS 90, 200 Version 4.3

M90/200 IM 1020

Inventory Item Product Matrix

This advanced inventory item matrix tool is a very powerful enhancement for companies in apparel, hardware, lighting, paints and finishes, jewelry or other industries that manufacture or distribute common product styles in a range of

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Sage MAS 90 and MAS 200 Enhancements

sizes and colors, or any other combination of two characteristics. IM item maintenance is modified to add a new function that allows users to create and manage these common parts in a matrix format. The process is begun by using a new function called Base Item Number. For each Base Item Number, a matrix can be created of size and color, or any other two characteristics, e.g. finish, flavor, label, stones, crystal, shade, design, etc. From this custom matrix, a range of hundreds of parts can be added to MAS in minutes. Item parameters such as product line, price, cost, etc., are inherited from the Base Item Number.

Once created, the master style matrix is used in the creation of POs and SOs. The matrix can be displayed in PO or SO Line entry and allows quantity ordered to be entered selectively in the matrix. PO or SO Lines are then auto populated based on the matrix selection. POs and SOs can be processed in a fraction of the time. Transactions are recorded with the standard MAS architecture. In addition to all standard MAS reporting tools, many effective Crystal Reports can be designed utilizing the fixed segmentation of the 15-character Item Number.

Available for MAS 90, 200 Version 4.3

M90/200 IM 1030 **Deferred Inventory Item** **Warehouse Transfer**

Gain better control over in-transit, inter-warehouse product transfers. With this enhancement, you can enter an IM transfer transaction from one warehouse to another with the added functionality of putting the transaction on hold. The transfer remains in a pending state through posting of the batch. Once the transfer arrives in the receiving warehouse, the hold can be released and the transaction will post the next time the transaction journal is run and released.

Available for MAS 90, 200 Version 4.3

M90/200 PO 1010 **Goods in Transit** **Container Tracking**

Gain the ability to record and track critical information on in-transit purchases. POs are received into an "in-transit" warehouse. Additional information is recorded with each receipt, including container number, vessel name, expected date, and other key information. A query window allows query by PO or container number and displays container, vessel and expected arrival date.

Available for MAS 90, 200 Version 4.3

Sage MAS 90 and MAS 200 Enhancements

M90/200 PO 1020

Purchasing Receipt of Invoice

This enhancement makes entry of purchase order AP invoices easier and less prone to error by allowing users to populate the lines of a PO receipt of invoice based on a PO receipt of goods.

Standard MAS only allows a full receipt for the entire PO or manual selection of quantities received. This enhancement provides the third option of populating the receipt of invoice based on quantities recorded on one or multiple receipt of goods entries. This functionality eliminates the need to manually enter these quantities. Many vendor invoices refer to deliveries rather than POs. This enhancement also makes it easy to process these invoices. This custom receipt of invoice can also consolidate items from multiple deliveries on the same invoice.

Available for MAS 90, 200 Version 4.3

ACCOUNTS RECEIVABLE

M90/200 AR 1010

Chargeback Tracking

Keeping track of disputed receivables can be time consuming. Chargeback Tracking lets you quickly identify and track customer deductions from invoice payments. MAS 90 and MAS 200 do not offer an effective method to handle customer payment deductions. Chargeback Tracking makes tracking and resolving these chargebacks simple, letting you assign each chargeback a number and reason code and record the customer's reference number. In addition, Chargeback Tracking allows you to record a debit to the customer if the chargeback is rejected. By assigning chargebacks to their own General Ledger account numbers, you can use a variety of General Ledger and Accounts Receivable reports together with standard inquiries to understand the impact of customer chargebacks on your business. Chargeback Tracking also makes it easy to review the chargeback history for each customer — even by individual SKUs — and to set up allowances for disputed receivables.

Available for MAS 90, 200 Version 4.3

Sage MAS 90 and MAS 200 Enhancements

M90/200 AR 1020 **Automated Collections**

This enhancement integrates CashCollector, a web-based automated collections and cash flow management software, with Sage MAS 90 and MAS 200. CashCollector automatically contacts overdue customers via email, fax, and print to request payment.

CashCollector records all account activity and gives you clear visibility into your cash position at any point in time.

Available for MAS 90, 200 Version 4.3

ACCOUNTS PAYABLE

M90/200 AP 1010 **AP Vendor Invoice Payment** **Selection Based on AR Invoice**

Companies that pay vendors based on receipt of customer payments will find this enhancement very useful. User-defined fields are provided to associate AP invoices to appropriate AR invoices. AP invoice payment selection is modified to allow the selection of AP invoices for payment based on AR cash receipts to corresponding AR invoices.

Available for MAS 90, 200 Version 4.3

M90/200 AP 1020 **AP Reports with PO Number**

This customization for AP reports provides PO numbers on your AP aging report, AP trial balance report and AP payment selection register.

Available for MAS 90, 200 Version 4.3

For more information on Sage MAS 90 and MAS 200 enhancements, call Alex Nastashkin at (973) 758-6126.

EDI



MAPADOC is SWK's fully integrated, easy-to-use electronic data interchange (EDI) solution for the Sage product family that will:

- Dramatically cut data entry time and costs by eliminating duplicate entries
- Improve communication with vendors
- Integrate seamlessly with the MAS product family
- Work with popular EDI translators, including web-based DI Central

The MAPADOC mapping utility enables end users to easily update maps on the fly. A unique EDI mapping wizard for inbound POs (850) and outbound invoices (810) cuts mapping time by over 75%.

When vendors institute new rules, you'll be ready. MAPADOC allows mapping to/from Sage MAS fields, preset variables and user defined fields (UDFs). You can assign cross-reference values and perform pre-processing and post-processing data format conversions. Available cross-references include item, ship to, ship via, warehouse address code and UPC code.

OTHER FEATURES INCLUDE:

Inbound Purchase Order (850) Creation

- Assign unique SO sequences to each trading partner
- Create multiple SOs from one PO
- Create backorders
- Easily run exception reports
- Validate incoming data against existing data
- Explode kit items

Outbound Invoice (810) Creation

- Automatically send outbound invoices after sales journal updates
- Issue credit and debit memos
- Consolidate invoice creation
- Resend invoices from history
- Assign a range of customers or divisions to factor/trading partners

Outbound Advance Ship Notice (856) Creation

- Use trading partner specific item ID's, carton ID's, UCC qualifiers, UCC 128 label formats and package indicators
- Skip hierarchy level (HL) pack, order and tare information
- Calculate UCC bill of lading numbers
- Automatically create ASNs for a range of sales orders and ship dates

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- Assign sales order ranges to ASNs. You can select by trading partner
- Sales order, purchase order, ship to code, ship to fax, ship date, ship via, warehouse and DC code
- Auto-generate invoices from ASNs
- Create VICS bill of lading reports

In addition to integrating EDI with accounting and ERP systems, MAPADOC also integrates with Accellos One Warehouse, Scanforce and Star-Ship to offer an end-to-end solution for manufacturers and distributors.

To discuss SWK supply chain solutions, call Dane DeSantis at (973) 758-6105.

WMS

ACCELLOS ONE WAREHOUSE

Accellos One Warehouse Management System (WMS) is a feature-rich solution to automate, streamline, and verify all in-warehouse processes. From the receiving dock to the shipping dock, Accellos One Warehouse tracks every movement of stock into, out of, and within the warehouse.

Accellos One Warehouse solutions leverage the latest Internet, wireless, and bar-code technologies to provide users with a web-based WMS that consolidates and streamlines warehouse processes while improving accuracy, efficiency, and productivity.

The Accellos One Warehouse links developed by SWK Technologies — including MAS 90, MAS 200, and the new MAS 500 ERP link — enable customers to benefit from a seamless, paperless transfer of information between the back office and the warehouse. MAPADOC extends the effortless transfer of information from the back office and warehouse to customers and vendors with automated processes that replace costly, labor-intensive procedures.

For more information on Accellos One Warehouse call Lynn Berman at (973) 758-6103.

Sage MAS 500 Enhancements

M500 SO 1010 **Multi-Tray Sales Order Invoice Printing**

This enhancement allows MAS 500 users who require multiple copies of SO invoices to print from separate designated printer trays or printers. Ideal for companies that require color-coded invoices or printing from multiple office and warehouse locations.

Available for MAS 500 Version 7

M500 IM 1020 **Reverse Production Entry**

Many companies find the need to correct a production entry that was posted in error, or to disassemble a product to allow components to be sold. The Reverse Production Entry enhancement brings this important functionality to MAS 500.

Reverse Production Entry adds a Reverse Button to the production header screen. An existing posted entry can be selected and reversed. Inventory transactions in the original entry will be reversed. Users can select a reason code. The transaction comment will read: "Reversal of Production Entry" plus the production entry number. On

posting of the batch, finished goods are reduced and materials are increased back to the original value. The Production Entry can then be re-entered with correct information or component materials sold as is.

Available for MAS 500 Version 7

For more information on Sage MAS 500 enhancements, call Lynn Berman at (973) 758-6103.

Master Developer Services

In addition to the enhancements and integrations that it publishes, SWK Technologies, Inc. also provides Master Developer services for customized projects.

As a Sage Software Master Developer, SWK is approved to access Sage Software's source code and documentation for the Sage product family.

SWK earned the Master Developer designation by completing an extensive certification process.

Year after year, SWK continues to meet the same stringent requirements as Sage Software's staff programmers. All SWK custom programming looks and functions as if it was an integral part of the original software.

SWK is always striving to provide the best possible solutions. At times, SWK finds that no existing software meets a customer's critical objectives. If the enhancements you've reviewed in this catalog are not a perfect fit, let SWK build one designed specifically for your needs.

To discuss custom programming, call Lynn Berman at (973) 758-6103.

“With SWK customizations, Sage MAS 200 now forms the basis for a completely integrated solution. It has allowed us to reduce warehouse staff by 37%, although we're shipping more product than a year ago. We're also realizing big savings from on-time shipments. We used to give discounts for late deliveries. Today, we're meeting every one of our deadlines, even during peak season, and can therefore avoid discounts that eat into profits.”

Jeff Stillwell
Partner
The Game LLC

sage
software

Master Developer



Development Partner

GOLD



OUR MISSION:

“To empower our clients and partners with knowledge, solutions and tools for success.”

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