



# Sage 100 ERP Newsletter

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## INTRODUCING SAGE 100 ERP 2013

Now available via electronic download, Sage 100 ERP 2013 (previously referred to as Version 5.0) boasts an impressive range of new features and enhancements designed to make the system more accessible and user friendly. Here is a look at the new and improved Sage 100 ERP.

### New Visual Process Flows

The newest addition to the arsenal of Sage 100 built-in self-help tools, **Visual Process Flows** are interactive HTML pages that not only provide graphical workflow diagrams, but also include links to the various tasks along the way. So, they can serve as a visual representation of your workflow process, as well as a launching point for the screens and tasks required to perform the process. These customizable process flows make it easy for new customers to learn Sage 100 ERP and help existing users complete tasks that are performed infrequently, such as year-end processing.

### Sage CRM Enhancements

With each new release, the integration between Sage 100 ERP and Sage CRM becomes more seamless. For example, the new **Quick Order Entry** screens now allow for quotes and orders to be processed directly within Sage CRM. There is no need to launch a separate Sales Order screen or even have Sage 100 ERP installed on the workstation.

Customers that are running more than one company or division can now align multiple ERP companies to a single Sage CRM database. This provides decision makers with a 360° view of customer activities, while sales and customer service staff have the ability to move efficiently between customers and prospects across companies and divisions.

### More Connected Services

In order to provide you with additional features and functionality, Sage added more choices to the web-based **Connected Services** platform. Now you have even more options to customize your system with new specialized add-on services such as: **Sage 100 ERP Shipping** to automate your entire shipping process, a **Federal and State eFiling** service that auto-generates tax forms that are ready to print, sign, and send, and **Sage 100 ERP Sales Tax** powered by AvaTax.

### Other Notable Enhancements

**Sage Advisor** - Enables self-service management of Product Updates and new software releases.

**Credit Card Processing Enhancements** - Securely accept credit cards using your mobile device, manage payment information anywhere, and cut down on merchant transaction fees.

**Inactive Customers & Vendors** - Set profiles to "Inactive" to save important historical data while reducing clutter for faster searches and data entry.

## Sage 100 ERP 2013 Release Guide

There are so many new features in Sage 100 ERP 2013, we can't possibly get them into a single article. But please feel free to [contact us](#) for a copy of the 25-Page release guide that's packed with all the details!



# The Dark Side of Sales Tax Compliance

## 12 Tips Every Business Should Know

With thousands of rate, rule, and boundary changes every year and an epic legal debate over e-commerce taxation, sales tax has never been more complicated. Unfortunately, this trend will only continue to get worse, as cash-strapped states rely heavily on sales tax audits as a way to make up for their revenue shortfalls.

While the outlook can be daunting, Avalara (makers of Sage 100 ERP Sales Tax) has compiled a list of 12 things that every business should know when it comes to sales tax compliance. Here's a peek at a few of the top tips.

### Determine If You've Created Nexus

Have you sent an agent or sales representative to a new state? Began delivering and installing product in a new state? Did you hire new employees that work from a remote location? Answering yes to any of these questions might mean that you've created [nexus](#), and may be liable for sales tax in that state.

### Understand Taxability of New Products

Offering a new product? It's important to identify the unique taxability laws in each jurisdiction where you have nexus and plan to sell your new product. Moving into a new state? Product taxability laws are not consistent across state lines—what may be taxable in one state, may be exempt in another.

### Verify Jurisdictions Based on Exact Location, Not Zip Code

One critical component of determining the correct sales tax rate is ensuring you know where you have liability to collect sales tax. ZIP codes are a web of streets and postal routes that can be divided and changed as areas become more densely populated.

Using ZIP codes to determine sales tax rates may prove accurate *some* of the time ... however, using a rate from the wrong jurisdiction or leaving out a special district tax can lead to audits, penalties, and other costs or hassles.

### Consider Sales Tax Automation

Sales tax audits strike terror in the heart of small business because they can be a significant drain on limited time and resources. That's why many Sage 100 ERP customers are turning to sales tax automation to minimize the risk of audit as well as the time and effort of compliance. Contact us if you'd like to learn more about Sage 100 ERP Sales Tax powered by AvaTax.



### Want More Sales Tax Tips?

[Contact us](#) for a copy of the complete guide "12 Sales Tax Tips for Small Business." Each tip is designed to help you stay on top of the ever-changing sales tax landscape.

## SAGE CUSTOMER SYMPOSIUM SERIES

Did you know that Sage is traveling the country, offering free educational events to help you learn to make the most of your investment in technology? The **Sage Customer Symposium Series** features keynote speakers, information about how the cloud and mobility impact your business, and a technology roadmap for the future of your Sage solution.

### Coming to a Town Near You!

Over the next few months, the Sage Customer Symposium Series is coming to a town near you including stops in Los Angeles, San Francisco, Seattle, Chicago, and Boston.

Click below to get information about upcoming locations, dates, and an agenda for each event.

[Sage Customer Symposium Series Details](#)

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