

Agenda for RLA Customer Seminar on Key Solution Options for Sage 300 ERP

Main Room

8:00AM - Registration and Continental Breakfast

8:30AM – Introduction, Welcome and Who’s Here (5 minutes for each DP – Overview slide of all solutions) (Rob)

9:00AM – Attaching Notes & Documents in Sage 300 ERP (20 Minutes for Orchid – Notes, Doc Mgmt Link & 10 Minutes for SYSTRONICS – Document Attachment Applets) (Nancy)

9:30AM – Increasing Efficiency of Transaction Processing & Master File Maintenance in Sage 300 ERP (30 Minutes for Tairox – Productivity Tools; SYSTRONICS Intercompany Utilities) (Nancy)

10:00AM – Improving Cash Management Processes in Sage 300 ERP – Part 1 (20 Minutes for Orchid – EFT Processing, 10 Minutes for Info Explorer) (Rob)

10:30AM – BREAK – Meet with Exhibitors

10:45 AM – Improving Cash Management Processes in Sage 300 ERP – Part 2 (10 Minutes Peresoft RecXpress, 10 minutes TaiRox AP Check Approval, 10 minutes SYSTRONICS Cashflow Forecasting) (Nancy)

11:15 - Web-based Project, Timesheet, Leave and Expense Management for Sage 300 ERP (30 minutes for Norming – Resource Manager & Web Timesheet, Expense, Project, Leave, Overtime; Orchid TimeSheet Keeper) (Rob)

11:45 – Accounting for Deferred Revenue & Prepaid Expenses And Subledger Reconciliation in Sage 300 ERP (30 Minutes for SYSTRONICS – Revenue and Expense Deferrals, ToolPac) (Nancy)

12:15 – LUNCH – Customer/Partner? Testimonial

1:00PM – Efficient Inventory Management with Bins, Bar Coding & Returns in Sage 300 ERP (30 Minutes for Orchid – Bin Tracking & RMA) (Anne, Terence)

1:30PM – Intercompany Processing Made Easy in Sage 300 ERP (30 Minutes for Orchid – Inter Entity Transactions & IET TRADE; SYSTRONICS – Intercompany Utilities) (Anne & Rob)

2:00PM – Increase the System’s IQ By Adding Alerts & Field Level Security in Sage 300 ERP (20 Minutes for Orchid – View Extender, 10 minutes for Norming – Security Modules) (Anne & Rob)

2:30PM – Streamline Reporting, Analytics & Budgeting in Sage 300 ERP (30 Minutes for Orchid - Info Explorer, Report Runner, Process Scheduler & Optional Tables with Excel Budget) (Anne & Rob)

3:00PM – Wrap Up, Questions & Next Steps

Break Out Room

10:45 AM – Make-To-Order & Make-To-Stock Manufacturing Made Easy in Sage 300 ERP (30 Minutes for AutoSimply – MF, ML, SC) (Terence)

11:15 AM – Streamlining Production & Purchase Planning in Sage 300 ERP (30 Minutes for AutoSimply – PP & IP) (Terence)

11:45 AM – Integrated Bar Code Solutions for Sage 300 ERP Manufacturing & Operations Suite (30 Minutes for AutoSimply) (Terence)

12:15 – LUNCH in General Room – Customer Testimonial

1:00 - Managing Your Assets in Sage 300 ERP Makes Sense (30 minutes for Norming – Asset Accounting, Maintenance, Leasing, Tracking) (Rob)

1:30PM - Customization of Sage 300 ERP – When Should You Do It? (15 Minutes Each for Tairox & SYSTRONICS) (Nancy)

Detailed Agenda with Session Descriptions- Breakout Sessions Highlighted in Yellow

8:30AM – Introduction, Welcome and Who's Here

Robert Lavery & Associates is the North American Distributor for 7 of the largest and most successful Sage Development Partner solutions for Sage 300 ERP (formerly Sage Accpac ERP). All of these organizations have won several awards from Sage including the Development Partner of the Year in North America and many countries around the world. (See list of Sage Development Partners attached to this Detailed Agenda.) Most of these solutions are written in the Software Development Kit (SDK) for Sage 300 ERP to ensure the highest level of integration possible. If you are an existing Sage 300 ERP customer, or an organization looking to invest in a Sage 300 ERP based system, we are glad you are sharing the day with us. Our objective is to make you aware of the strong community of Sage 300 ERP developers from around the world and local consultants who support the most sought after solutions to enhance the functionality of your Sage 300 ERP system.

9:00AM – Attaching Notes & Documents in Sage 300 ERP

Product Focus: (Orchid Systems – Notes, Document Management Link & SYSTRONICS – Document Applets)

Many organizations are looking for ways to reduce paper based documentation of accounting transactions to save time and money. Attaching Notes or Documents to fields in Sage 300 ERP allows organizations to ensure compliance with company policies, meet regulatory requirements such as ISO9000 or Sarbanes Oxley, embed training procedures or store specialized information about Customers and Vendors to name just a few. This session will show you how easy and cost effective it can be to integrate notes and documents into your accounting system to make it a business management system.

9:30AM – Increasing Efficiency of Transaction Processing & Master File Maintenance in Sage 300 ERP

Product Focus: TaiRox Productivity Tools for Sage 300 ERP; SYSTRONICS Intercompany Utilities

Have you ever wondered if it is possible to save time and effort in maintaining Users, Customers, Vendors, Items or GL Accounts in Sage 300 ERP – across multiple companies? Have you ever wondered if you could easily manage large or high volumes of Sales or Purchase Orders? Have you ever wondered if you could add additional email addresses without customization? If you answered “Yes!” to any of these questions, then this session has the answers you are looking for.

10:00AM – Improving Cash Management Processes in Sage 300 ERP – Part 1

Product Focus: Orchid – EFT Processing, Info Explorer

Tired of printing, folding, stuffing and mailing paper-based cheques to pay Vendors? Not only can this be more costly, but it is less secure given the existence of cheque fraud and identity theft. Using EFT to process AP Payments and/or AR Receipts is a sound investment with payback of less than 1 year for most of our customers. We will also illustrate the power of viewing transactions in a multi-dimensional data cube and dashboards to manage cash flow.

10:30AM – BREAK – Meet with Exhibitors – This is your opportunity to discuss challenges you face and how these solutions we are presenting might offer cost-effective solutions to those issues. Take advantage of FREE consulting while you can!

10:45 AM – Improving Cash Management Processes in Sage 300 ERP – Part 2

Product Focus: Peresoft - RecXpress for Bank Services; TaiRox - AP Check Approval; SYSTRONICS CashFlow Forecasting

By authorizing AP Payments before cheques are processed, you increase security and provide documented proof of an approval process around payments. This session will also show you how to automate the reconciliation of your bank statement with entries in Sage 300 ERP and significantly reduce the amount of time this usually takes as well as forecast your cash flow using data readily available in Sage 300 ERP.

10:45 AM – Make-To-Order & Make-To-Stock Manufacturing Made Easy in Sage 300 ERP – Breakout Room

Product Focus: AutoSimply – Manufacturing Orders, Manufacturing Lot & Shop Floor Control

This overview presentation will highlight the key features that allow you to address the requirements of Make-To-Order or Make-To-Stock manufacturing operations and control production costs. The system supports Multi-Level Bill-of-Materials, Routing, Scrap Factor and Component Substitutions as well as Subcontract Order Processing to help companies better manage their operations.

11:15 – Web-based Project, Timesheet, Leave and Expense Management for Sage 300 ERP

Product Focus: Norming Software – Resource Manager & Web Timesheet, Expense, Project Planning, Leave, Overtime; Orchid - TimeSheet Keeper

Organizations today are looking for ways to streamline the capture of critical or time-sensitive data contained in Timesheets and Expense Reports to update project costs and payroll statistics to improve employee productivity and reduce administrative tasks. Whether you want an on-premise solution you host or one that is hosted for you, this session will outline your options for improving your productivity in this area of your business.

11:15 AM – Streamlining Production & Purchase Planning in Sage 300 ERP – Breakout Room

Product Focus: AutoSimply – Production Planning & Purchase Planning

Production Planning facilitates streamlined processes for just-in-time inventory, expediting manufacturing or purchase orders and managing lead times based on sales forecasts. With the Purchase Planning module, trading companies can now generate complete purchase plans for all their inventory items including Inventory Control BOMs and kitted items. Both systems have an “Available-To-Promise” query to manage customers’ expectations and planning runs can be scheduled to run unattended using a built-in Task Scheduler.

11:45 – Accounting for Deferred Revenue & Prepaid Expenses And Subledger Reconciliation in Sage 300 ERP

Product Focus: SYSTRONICS – Revenue & Expense Deferrals & ToolPac Subledger Reconciliation

Companies who buy and sell under long term contracts or subscriptions can now book the expense or revenue as Prepaid Expense or Deferred Revenue and have Sage 300 ERP manage the recording of actual expenses or earned revenue over time based on pre-defined parameters. Revenue and Expense Deferrals utilizes Sage Optional fields to identify transactions so users don’t need to change the way they are currently entering transactions in Sage 300 ERP. Once transactions are posted through to the GL, Revenue and Expense Deferrals will move the transaction into the deferral account and be automatically recognized based on a user-defined schedule. ToolPac Subledger reconciliation will show mismatches between the subledgers and GL. It will identify transactions that do not have a corresponding transaction in GL, or transactions that were matched but have a variance, or transactions that are posted in different periods.

11:45 AM – Integrated Bar Code Solutions for Sage 300 ERP Manufacturing & Operations Suite – Breakout Room

Product Focus: AutoSimply – Barcode Manufacturing & Barcode Operation

For manufacturing companies, inventory transactions affect purchasing, sales and manufacturing orders on the production floor. Managing the movement of inventory efficiently between these various stages can reduce production cycle times, direct and overhead costs as well as customer delivery/order shipment times. This session will show you a simple way to add bar coding to your production process in AutoSimply Manufacturing Orders and Shop Floor Control as well as the Operations Suite of Sage 300 ERP including Inventory Control, Order Entry and Purchase Orders.

12:15 – LUNCH – Customer/Partner Testimonial – Real people telling real stories of how they improved processes in their organizations using one of the software tools you are seeing today.

1:00PM – Efficient Inventory Management with Bins, Bar Coding & Returns in Sage 300 ERP

Product Focus: Orchid – Bin Tracking & RMA; AutoSimply – Bar Code for Inventory, Order Entry & Purchase Orders

Inventory is the life blood of wholesale distributors and manufacturing companies. Being able to pinpoint the exact location of inventory in a warehouse reduces shipping errors and handling costs. Managing returns effectively reduces costs and improves customer service; utilizing bar code scanners increases throughput for receipts, shipments and inventory transfers as well as physical counts. If you have to manage inventory, we can help you be more efficient and effective.

1:00 – Managing Your Assets in Sage 300 ERP Makes Sense – Breakout Room

Product Focus: Norming – Asset Accounting, Maintenance, Leasing, Tracking)

An often overlooked area in organizations is the management of physical assets. Organizations that allocate and deploy their assets effectively generally earn a higher return on those assets and improve their prospects for growth. However, most companies spend very little time managing their physical assets once they have been purchased. For organizations who recognize the importance of managing their physical assets and want a tightly integrated, cost effective solution to complement their existing Sage 300 ERP system, Norming Asset Management makes a lot of sense.

1:30PM – Intercompany Processing Made Easy in Sage 300 ERP

Product Focus: Orchid – Inter Entity Transactions & IET TRADE; SYSTRONICS – Intercompany Utilities

How much time do you spend on manually reconciling the DueTo/DueFrom entries in your organization? Processing and balancing intercompany or interfund transactions doesn't have to be a labour intensive exercise in frustration. Whether you are allocating expenses and revenue, buying and selling between related parties or transferring cash it is possible to automate the creation of DueTo/DueFrom entries, the creation of Sales Orders, Purchase Orders, AR and AP Invoices within or across company databases in Sage 300 ERP. Sound too good to be true? Please attend this session to find out how.

1:30PM - Customization of Sage 300 ERP – When Should You Do It? – Breakout Room

Product Focus: TaiRox & SYSTRONICS Customization Services

Looking to extend the functionality of your Sage 300 ERP system but can't find an appropriate product solution? Customization is a viable option whether you need a simple feature extension, integration to external systems including web-portals or a full blown vertical industry solution. This session will help you consider some cost-effective options.

2:00PM – Increase the System’s IQ By Adding Alerts & Field Level Security in Sage 300 ERP

Product Focus: Orchid – View Extender; Norming – Security Modules

This session will show you how to make your business system smarter by adding the ability to alert people via email or Orchid Notes when field values change, add security at a field level to ensure only the correct people see data they are approved to see and the ability to report against any changes in the database to get a smarter more secure system.

2:30PM – Streamline Reporting, Analytics & Budgeting in Sage 300 ERP

Product Focus: Orchid - Info Explorer, Report Runner, Process Scheduler & Optional Tables with Excel Budget

The problem with most reports is that by the time you get them, they are out-of-date. Furthermore, different people in the organization need the information formatted differently because they are making different decisions. To increase the timeliness of generating and distributing Crystal or Financial Statement reports you need to automate the process and create unique Report Groups for different user groups. If you need a higher level of analytics, it is possible to distribute data cubes that allow users to format and filter data based on their own requirements. Whether you need historical reports, budgeting, forecasting or better analytics, these solutions can help you mine and distribute all the data stored in your ever increasing Sage 300 ERP database.

3:00PM – Wrap Up, Questions & Next Steps

Product Focus: Anything you found interesting today! Exhibitors and Business Partners will be happy to answer your specific questions and provide additional information about the solutions you saw during the presentations.

We want to thank you for attending the seminar today and encourage you to follow up with your local Business Partner on any ideas or solutions you found interesting and useful to your organization. If you are interested in a follow up webinar presentation on anything you saw today, please arrange that through your Business Partner and we will be happy to schedule something for you.



AutoSimply – www.autosimplify.com

AutoSimply is ideal for small to mid-sized discrete manufacturing and wholesale distribution companies with Make-To-Stock or Make-To-Order production requirements. Under the terms of an OEM Agreement with Sage, AutoSimply is marketed as the Sage 300 ERP Manufacturing solution in Asia, South Africa and Australia. This SDK Based manufacturing solution for Sage 300 ERP (formerly Sage Accpac ERP) includes Manufacturing Orders, Manufacturing Lots, Production Planning, Shop Floor Control and Inventory Purchase Planning. AutoSimply also have their own integrated WiFi Bar Code solution for Manufacturing and Operations. These products create one seamless solution with core Sage 300 ERP modules such as Order Entry, Inventory Control and Purchase Orders as well as full integration with SDK based Third Party applications like Orchid's Bin Tracking. They run in the same database and utilize Sage 300 ERP Lanpaks so there is no additional charge for multi-user access.



Norming Software – www.norming.com

Norming Software's flagship product is their Asset Management solution with Asset Accounting, Asset Maintenance, Asset Leasing and Asset Tracking. It is one of the most widely used Third Party products in the world and is hosted at Sage 300 Online as a software service running in Sage's own Data Centre. They also produce a series of Security modules for Bank Services, Accounts Receivable, Accounts Payable, Inventory Control, Order Entry and Purchase Orders. Their latest solution, Resource Manager, provides seamless back office integration for Timesheets, Expenses, Leave, Overtime, Project Planning and Resource Scheduling from a web-based Employee Self Service portal. This solution is ideal for service based, project oriented businesses such as engineering firms and employment agencies but is also deployed successfully in Non-Profit organizations and many For-Profit companies that want to manage Employee Expenses with online approvals.



Orchid Systems – www.orchidsystems.biz

Orchid Systems has won the Gold Development Partner of the Year award from Sage for 3 years in a row. Their solutions emphasize the automation and streamlining of common transaction processes in Sage 300 ERP such as EFT electronic payments and receipts, Inter Entity Transactions for automatic balancing of DueTo/DueFrom intercompany loan accounts, IET TRADE for automatic creation of sales and purchase entries between AR and AP or OE and PO, RMA for handling returns and repairs, Bin Tracking to track the same item in multiple places in the same warehouse, Process Scheduler to automate posting of batches, running Day End, Data Integrity, Crystal & FR Reports, programs, macros and database dumps and loads. They also help manage information in Sage 300 ERP with Notes, Document Management Link, Report Runner, Optional Tables and Info Explorer for analytics. The latest additions to the Orchid product portfolio include View Extender to create "Alerts" in Sage 300 ERP, field level security, monitoring changes to field values, integrating data from other applications and scripting to customize and automate processes in Sage 300 ERP as well as a hosted TimeSheet Keeper solution for entering and approving Timesheets and Expenses against Companies, Projects and Activities.



Pacific Technology – www.pacifictechsol.com

Pacific Technology is known primarily for their leadership in the area of workflow technology and audit controls. Their flagship product Purchase Workflow was the first workflow enabled solution available for Sage 300 ERP and continues to offer the tightest integration of any purchase based workflow solution. This solution is available at Sage 300 Online as a hosted service as well as deployed on-premise. Pacific Technology also offers a real-time budget checking solution called Funds Availability to help approvers understand the impact of authorizing a purchase on GL Budgets. Further enhancements to the purchase process include adding Documents and linking to Internal Issues for consuming items from an internal “store” of inventory items. Payables Workflow has been added for organizations that do not raise PO’s but want to approve invoices prior to updating their accounting records. These solutions are ideal for organizations with centralized purchase management such as hotels/hospitality, government agencies such as district health boards, mining companies, hospitals, health care and Non-Profit organizations looking to provide better stewardship and accountability to donors.



Peresoft – www.peresoft.com

Peresoft is one of the longest serving Development Partners in the Sage 300 ERP community. Their flagship product CashBook is one of the highest selling modules of all time. Since most businesses in North America don’t use a CashBook where Receipts and Payments are processed in 1 Journal, Peresoft created RecXpress for Bank Services to automate the matching of transactions from a Bank Statement to the entries posted in Bank Services. This solution is a huge time-saver for any organization who has a high volume of bank transactions in 1 account or multiple bank accounts to reconcile.



SYSTRONICS – www.systronics.com

SYSTRONICS is a very strong Development Partner with programming skills in multiple languages and environments including Sage 300 ERP and Sage CRM. They combine that strength with outstanding business process knowledge to offer world-class customization solutions for organizations of all shapes and sizes. Their portfolio of product solutions includes Revenue and Expense Deferrals to manage subscription, contract, tuition or membership revenue and prepaid expenses that must be recorded and allocated over future accounting periods. Subledger Reconciliation is a subscription tool to identify mismatches between subledger transactions and related Control Accounts in the General Ledger.



TaiRox – www.tairox.com

TaiRox is a software development company 100% focused on providing innovative solutions to the Sage 300 ERP community. The TaiRox development team has over 80 years of experience developing Sage 300 ERP applications. Don Thomson, one of the original co-founders of Basic Software Group (the original developers of Accpac) has been involved in several successful software ventures. Their current product portfolio includes the Productivity Tools which add over 100 features to the core modules of Sage 300 ERP. They also specialize in SDK based customized solutions as well as data backups and network performance tuning.