Sage 300 Newsletter
Issue 2 - 2018

PUR-LOGIC SOLUTIONS

In This Issue

INTRODUCING SAGE ECOMMERCE

For Sage 300cloud

Earlier this year, we saw the launch of Sage eCommerce for Sage 300cloud (formerly "Sage 300c"). **Sage eCommerce** represents the latest connected service to be added to the collection of cloud-based applications that work hand-in-hand with your core ERP system. Here's a closer look at what this new integrated eCommerce platform brings to the table.

Key Features

Sage eCommerce provides a powerful platform to manage your B2B or B2C eCommerce website with these key features:

Content Management System (CMS) - easily build new pages, manage product details, and simply drag and drop content up, down, and across the page using the powerful CMS tool.

Product Display - feature-packed with multiple images per item, wish lists, catalogs, flexible groupings and display options, size and color variants, cross-sell promos, and powerful search.

Checkout & Shipping - the simple single page checkout also features a mobile-optimized shopping cart, integration with Sage Sales Tax, and built-in shipping rate tables with real-time integration and package tracking with global and regional carriers (UPS, FedEx, USPS, Canada Post, etc).

Customer Portal - customers can track orders and shipping activity in real-time, pay open invoices online, and view paid or unpaid invoices with line item details.

Real-Time, Two-Way Integration with Sage 300

Right from the start, Sage eCommerce was purpose-built for seamless connectivity to your Sage system that provides a totally secure and real-time, two-way integration. It all means that Sage eCommerce is "aware" of the Sage 300cloud business logic and the data structure of things like customer-specific pricing, inventory, sales order status, and account history.

More than 65 tables from Sage 300cloud are synchronized with Sage eCommerce with real-time updates occurring whenever data is changed in either system. Modules integrated include Order Entry, Inventory Control, Accounts Receivable, Purchase Order, and Common Services. So not only do you save money in a potentially custom integration to another eCommerce platform, there's no need for rekeying of orders - ever.

Want More Info?

Contact Us with additional questions, to request pricing, or schedule a personal demo and see if Sage eCommerce is the right fit for your B2B or B2C business.

SAGE CRM

New Features Now Available

Following the fairly recent first release (R1) of Sage CRM 2018 back in December, the second release (R2) is now available and brings some great new features that we'll take a closer look at in this article.

Sage CRM Calendar

Sage CRM 2018 R2 continues to build on what's probably the heart of the application - the calendar. This release further extends the great enhancements in Version 2018 R1 with new **filtering** options in all calendar views. **Action** and **Status** filters can be added to Day, Work Week, Week and Month views and are retained for the session duration. In addition, the calendar now displays dates according to your personal settings in the Preferences area.

MailChimp Campaign Results Visibility

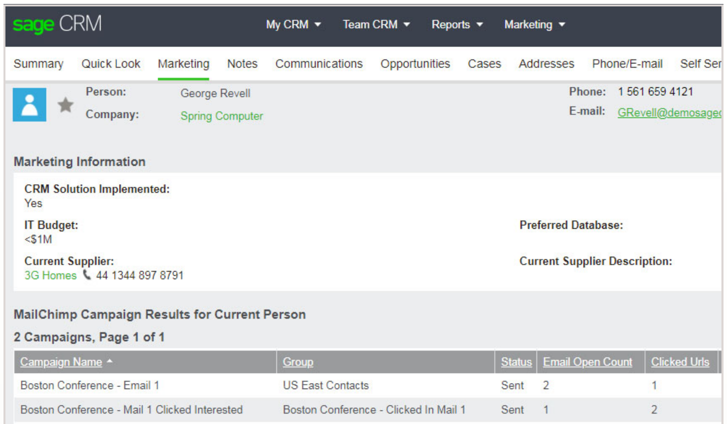
The results of your MailChimp marketing campaigns are now visible and available on the **Person Marketing Tab**. The details provided display marketing campaigns that this person has been included in, the number of email opens, and the number of clicks per campaign.

MailChimp campaign results are now also available on the **Company Marketing Tab** for any campaigns that used a company email address such as sales@company.com.

Together, these new campaign display options provide a quick and convenient way to see how engaged a given contact or company has been without having to run reports in MailChimp and use two different applications.

Tracking Marketing Consent

Depending on what country you do business in, legislation in your area may require additional steps in gathering consent before you're able to send marketing communication. With Sage CRM 2018 R2, you now have the tools to manage and track this process easily.



MailChimp campaign results now displayed right in Sage CRM on the Person and Company records.

With the new consent tracking capability, you can store the expressed agreement to receive marketing via email, text, or calls on the **Consent Tab** in contact records. Requests for consent can be sent directly from Sage CRM using preconfigured email templates.

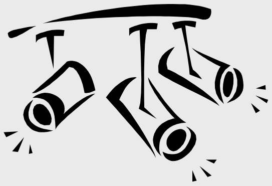
Other Usability Enhancements

A collection of other enhancements help to make Sage CRM even easier to use. For example, the **Main Menu** has been optimized for a variety of screen sizes and long item names. No matter what size screen or device you're using, the main menu is always easily accessible and automatically adjusts as needed.

In addition, new **Mass Deletion** functionality has been added allowing administrators to bulk delete library items, documents and communications associated with a person in Sage CRM.

Have a Question or Need Help?

Be sure to get in touch if you have a question about Sage CRM 2018 or need help with an upgrade.



SAGE HRMS

4 Reasons to Automate Time & Attendance

Labor costs represent the largest expense for most businesses. That's why it's critical to keep close and careful track of employee attendance and productivity. In this article, we'll look at 7 ways that automating your time and attendance process with Sage HRMS can have a huge impact on your bottom line.

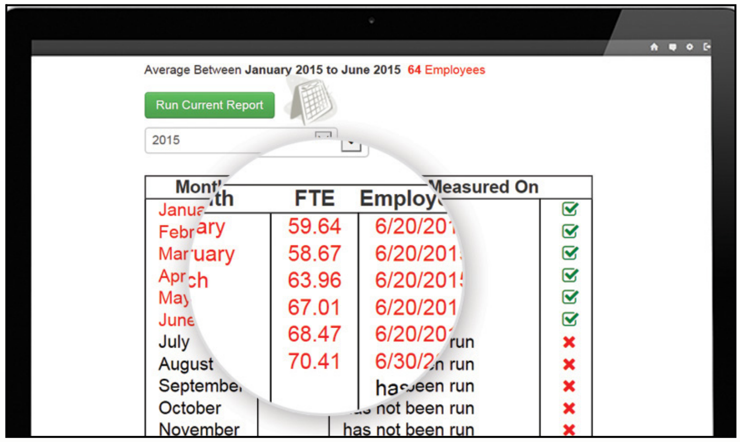
1. Reduce Errors and Typos

If your current process consists of paper timesheets, your payroll numbers may not be all that accurate. The reality is many employees fill in their timecard at the end of the day - or worse, days or weeks later when it's time to turn them in. Not only is there room for abuse, even the most honest employees can make mistakes. Then when HR or payroll staff manually enters those timesheets into the system, it creates even more opportunity for errors and typos.

When you automate the process, employees clock in and out using an electronic device, web browser, biometric clock, or even their mobile device. Since the data is collected electronically from the start, it's automatically transferred to the payroll system in real-time and with total accuracy. What's more, some systems can even alert supervisors of early or late in/out punches so issues can be addressed.

2. Simplify Regulatory Compliance

Time and attendance tracking is one of the most important aspects of record-keeping compliance. Wage and hour actions are fairly common with fines and penalties that can really add up. Consistency and accuracy in your timekeeping along with the ability to quickly pull reports and review punch-by-punch employee time tracking data from your automated time and attendance system can really simplify things should your organization ever be audited.



3. Improved Productivity in HR/Payroll

When your timekeeping process is manual, it's common for HR and payroll staff to spend many more hours than necessary processing payroll every period. All that extra time collecting timecards and then re-entering handwritten data into the payroll system adds up to hard dollars. For many businesses, automating time and attendance has transformed their payroll process from hours to just minutes every payroll period.

4. Bottom-Line Savings and ROI

An automated time and attendance system often brings a direct return on investment from reduced errors, elimination of time theft and overtime costs, and reduced hours in payroll processing time each period. Indirect ROI can include more timely and accurate reports offering better insight into your labor force to help you make more effective decisions about what is likely one of your top businesses expenses.

Get In Touch if you'd like to learn more about automated time and attendance tracking that works hand-in-hand with your Sage HRMS and Payroll system.

GDPR COMPLIANCE WITH SAGE 300

Introducing the Data Anonymizer

The General Data Protection Regulation (GDPR), effective May 25, 2018, is the most important change in data privacy regulation in decades. Even if your company is outside the European Union (EU), GDPR may still apply to you if you process or hold the personal data of people residing in the EU. In this article, we'll introduce you to a new tool designed to help simplify compliance.

Sage 300 Data Anonymizer

If you have customers or vendors in the EU, they may legally require that you "anonymize" them, meaning you can't store their personal data. This applies to any data that can be used to identify a specific person (i.e. name, phone numbers, and addresses - both physical and email).

Since this type of personal data is often stored in Sage 300 for customer and vendor records, Sage introduced the new **Data Anonymizer**. In a nutshell, it replaces the customer or vendor's personal data with random text that you specify.

Using the Data Anonymizer

1. Download the Anonymizer Tool
2. Run **Sage300Anonymizer.exe**
3. Choose whether to anonymize customers or vendors
4. Specify a customer or vendor to anonymize by entering their customer/vendor number
5. In the **Replace personal data with** field, enter 1-6 characters
6. Click **Anonymize**

Data for the specified customer or vendor is changed throughout Sage 300. Certain standard fields (that contain personal data) as well as optional fields is replaced with the text/characters you typed in step 5.

In other areas, the replacement content varies depending on the type of field. For example, data in amount fields is replaced with zero while data in date and time fields is replaced with the current date/time.

A review of all fields related to the customer or vendor is recommended to confirm that no personal data remains.

Other Things to Consider

Removing customer and vendor personal data may **not** be your only requirement for GDPR compliance. Check original legislation documentation online for full requirements.

If you have **Sage CRM** integrated with Sage 300, you must anonymize the customer or vendor in Sage CRM as well. It is important that you do this right away so that the personal data you've just removed from Sage 300 is not imported back into the system again from Sage CRM.

If you're running other Sage 300 components or integrated products, there may be other additional steps required. Contact us with your questions or refer to the fully detailed Sage Knowledgebase Article on the Data Anonymizer.

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