



Tandem Connections

March
April
2016

Volume 2 | Issue 3

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Sage 300c - What Is It, How Does It Work, How Can I Get It?

Sage 300c is the modernized version of Sage 300 and provides you the same capabilities as Sage 300. Sage 300c is providing clients with mobility, anytime/anywhere access and a more modern interface. Customers who purchase Sage 300c will have access to the normal Sage 300 desktop they do today or leverage the new HTML 5 web screens accessible through a browser from their desktop, laptop, Mac, or tablet. Web screens run in parallel with the classic Sage 300 desktop screens, giving everyone who uses Sage 300 freedom to choose the interface that best suits their needs.

1. Mobile access to critical business information including General Ledger, Accounts Receivable, Accounts Payable, Tax Services, Bank Services, Common Services, Administrative Services, and Payment Processing. *Available with any device that supports a browser including desktop, laptop, or tablet regardless of the operating system.*
2. Shorten the learning curve and increase productivity with new modernized web screens that are intuitive, easy to navigate, and enable employees to multi-task with up to 10 screens open at the same time.
3. Keep tabs on critical information with the new homepage that allows you to customize an anytime, anywhere dashboard specific to your business, with up to 20 key performance indicators (KPI) accessible while in the office or away through any mobile device.

Pricing is dependent upon needs, users, and what Sage Business Care Plan you choose. Sage 300c brings data visibility and transactional access across an entire business without the costs or complexity of traditional enterprise resource planning (ERP) software. The solution makes it easy for a business to manage finances, operations, customer data, report on key indicators, and collaborate in real time, from any location. Tens of thousands of businesses around the world use Sage 300 to manage their business across multiple locations, geographies, and markets. Armed with anytime, anywhere access to transactions and a real-time, accurate picture on its health, a business using Sage 300c can operate with laser-focused accuracy and agility. Sage 300c is available thru subscription only.*

*Only Sage 300 clients with a current Sage Business Care Plan may upgrade to Sage 300c and retain a perpetual license.

Here is a link to Tandem Technologies' webinar "What's New in Sage 300 and Sage 300c" — <https://youtu.be/1Gev7FEKOSI>

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Mark Your Calendars! - Tandem Technologies Monthly e-Sessions

March e-Sessions:

- **Sage 300 - Utilizing Bills of Material and Kitting in Sage 300**

Date: Thursday, March 24, 2016

Time: 1:15 PM to 2:30 PM CST

Join us this month for an in-depth look at setting up and utilizing the BOM's and Kitting capabilities of Sage 300.



- **Sage 300 Business Intelligence - How to Show Order Entry by Customer Specific Optional Field and Field Job Name**

Date: Thursday, March 24, 2016

Time: 1:15 PM to 2:30 PM EST

Harness the “power” of Sage Intelligence to create your own “custom” report. Dennis McVeigh will be demonstrating how to include a customer specific Optional Field in a Sales Analysis report using the Sage Intelligence “connector” and producing a new report where the user can select reporting on that optional field.

April e-Sessions:

- **Sage 300 - Inventory Quantities, Costs & Day End Processing**

Date: Thursday, April 28, 2016

Time: 1:15 PM to 2:30 PM CST

Accounting departments rely on accurate balances and proper GAAP based costs. Join us this month as we demonstrate how to ensure proper costing is happening and how the Day End Processing affects valuations in inventory and the general ledger.

- **Sage 300 Intelligence and Orchid's Bin Tracking - Making a New Data Source and Report**

Date: Thursday, April 28, 2016

Time: 1:15 PM to 2:30 PM EST

We are taking it up a notch! Dennis McVeigh will show how you can create a new “container,” a custom report to match the Sage 300 third party application, bin tracking, to Sage Order Entry to audit lot tracked inventory in Sage 300 and bin locations from Orchid on one concise report. This will be an intense session where Dennis will provide you with the “tools” and special commands to complete the task.

Enroll now at <http://tiny.cc/e-session>

Save The Date to Join Tandem Technologies in Chicago, IL

Sage Summit 2016 will be in Chicago, IL July 25-28, 2016 and
Tandem Technologies will be there!

Sign up to ensure you keep on top of all the latest information and announcements for Sage 2016.

Go to www.sage.com/sage-summit and use our promo code **TANDEM**
to get our discounted rate of **\$99!!** (Activation of promo code is March 8th)

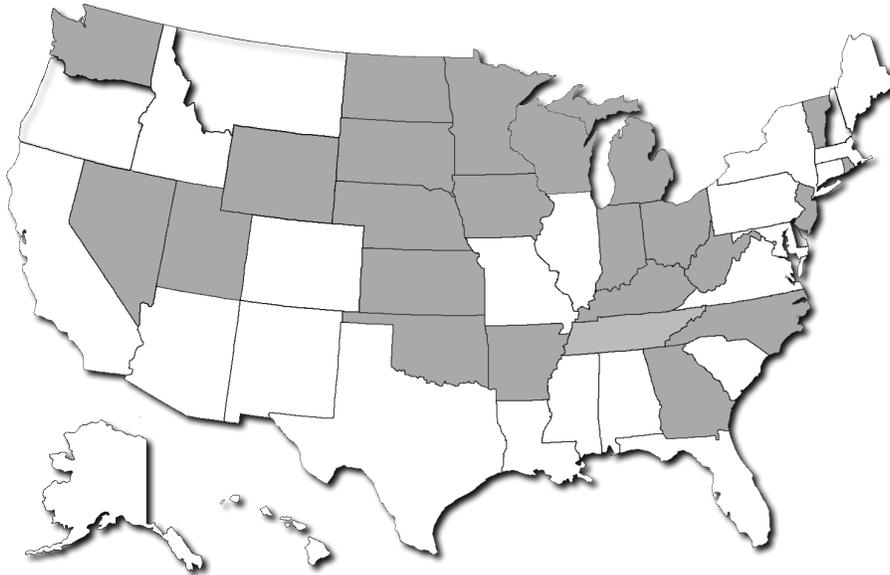
Hurry, this rate expires April 30, 2016

Marketplace Fairness Act of 2015 Is On The Floor NOW

The Marketplace Fairness Act (MFA), if passed by your State, would impact companies selling products or services over the web and enforce you to comply with the burden of reporting and paying sales tax in 46 states.

Specifically, this law impacts companies with more than \$1 million in sales in the preceding calendar year where the state falls under the Streamlined Sales and Use Tax Agreement (SSUTA) and you conduct your business; have nexus, and are selling products into another state that is also a SSUTA state. The exception to the rule is a small seller; less than \$1 million in sales in any given calendar year.

Many states are in favor of this bill due to financial struggles of the state. There are currently 24 states that have met the requirements and are ready for the law to be put in place, if passed by congress. Those states are shown below in gray.



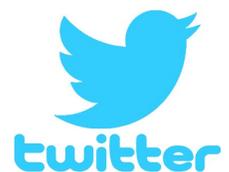
SMALL SELLER EXCEPTION. A State is authorized to require a remote seller to collect sales and use taxes under this Act only if the remote seller has gross annual receipts in total remote sales in the United States in the preceding calendar year exceeding \$1,000,000.

Tandem Technologies is prepared to offer your organization the compliance it will need to meet these new laws if passed. Tandem Technologies is endorsing the Avalara's AvaTax Product, a SSUTA Certified Service Provider. Avalara has seamless integration to your Sage 300 application and provides all tax calculation and compliant reporting under the new Act. AvaTax works in the cloud, giving you scalability, increased productivity, value, and efficient updates.

Follow Tandem Technologies on Twitter!

We keep you posted on upcoming Tandem e-Sessions, as well as continuing to educate and provide information for ALERE Accounting and Manufacturing, Sage Fixed Assets, Sage 300, Sage CRM, Sage HRMS, Sage BusinessWorks, and Sage Business Intelligence.

Find us at: www.twitter.com/SageAlereUSA



Support, Support, Support - What is the Meaning of Support?

Over the past few years there have been many changes in the software industry and this will continue as technology and business models change and evolve. Most of the changes have been in the area of how it is deployed, as well as a shift toward a subscription model for all or parts of a solution. As some of you know, Sage has made many changes in their software support or what they refer to as a Business Care Plan.

Is Your Company on the Best Plan for Your Software?

At Tandem Technologies, our support plans allow you to utilize our certified consultants to install the software made available to you under your Sage Business Care Plan. Additionally, Tandem's plans are designed to assist you in training, upgrades, project planning, and reduced billing rates for modifications/customizations that may be needed. Our mission is always your success and making sure your software is helping you. We thought it might be helpful to define both the Sage Business Care Plan and the ALERE Software Maintenance Agreement so that companies can see the differences and value in the Tandem Technologies Yearly Support Plans that we have implemented.



Sage Software has 3 Business Care Plans; Silver, Gold, and Platinum. Each of these plans provide you with access to support over the web, access to the latest software version, and product enhancements. The Gold and Platinum plans include the payroll tax updates and discounts on selected Sage Software Solutions. The Business Care is only for the Sage software solution that you have installed and does not include 3rd party solutions such as Wellspring PrintBoss, AccuDart, or AutoSimply. Sage determines the cost by the number of users and/or modules you own. We are hearing that Sage will raise their Business Care Plan rates this year and we are encouraging clients to get on plans that extend out to 3 years to avoid the cost increases.

ALERE Accounting and Manufacturing Software Maintenance Agreements provide you with the latest version, product enhancements, and inform you about what functions and features are designed to do. ALERE determines their cost by the number of modules you own.

Tandem Technologies encourages you to consider our Yearly Support Plans, if you are not already on a plan, and these are logically designed with the customer and company in mind. We look at the number of users, the modules in use, modifications, integrations, number of companies, and customizations when determining the cost of your support plan. We also provide support for your third party products that bolt onto your Sage software. Tandem Technologies will provide you with support for your software and/or staff when you're not on the most current versions of your Sage or ALERE products.

Sage will not: guarantee you a response time, design custom reports, support any custom integrations, upgrade your software to the latest version, install payroll tax updates, install product enhancements, answer questions or provide support for 3rd party applications, provide you with support if your Business Care Plan has expired or if you are two versions back on any Sage Solution.

Tandem Technologies will: NOT put you on hold for hours, NOT leave you hanging, NOR put you in touch with an unqualified representative.