



Tandem Connections

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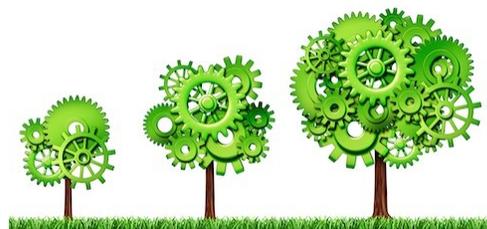
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Is Your Technology Helping to Grow Your Business?

We often speak to manufacturing companies that are able to track their processes, materials, products, resources and other important areas of the business and shop floor. We understand that owners want to gain that competitive edge, automate business processes to shorten payment cycles, improve their supply chain and have access to data that will aid in decision making such as freight costs and customer data.

One of the things we hear most is that their manufacturing software is not integrated to their accounting software or that their accounting software does not have the capability of handling inventory such as raw materials, serial or lot tracking, and/or tracking the warranty of items within the finished product.



We also hear that they've purchased an industry specific manufacturing software that while it is very efficient at handling their manufacturing processes, the accounting staff are at their wits end with the software - when it comes to the financials.

A manufacturer that is not able to look at complete, accurate, and up-to-the minute data faces significant challenges in making timely decisions for the business now and well into the future.

- **Which product is most profitable?**
- **Which supplier has the longest delays?**
- **How much excess inventory is there?**

The benefits of implementing modern technology has a big payoff for not only the company, but also your employees. Every manufacturer is unique and whether you are light assembly or made to order, you need to make sure that the software is going to accommodate your needs and meet industry requirements.

Tandem Technologies recommends that companies do some research. What we feel most important is to take some time to ask about the reseller's training and support programs. These typically end up being one of the most important parts of any software implementation - and maybe sometimes overlooked.

With a complete ERP that has the features, functionality and integration needed to handle your business accounting and manufacturing operations, you should start to see significant changes.

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Mark Your Calendars! - Tandem Technologies Monthly e-Sessions

March e-Session:

Due to the number of our clients migrating to new software and upgrading their current software this month, we will not be holding a Sage 300 or ALERE e-Session.



April e-Sessions:

➤ Sage 300: Using and Customizing Ops Inquiry

Date: Thursday, April 27, 2017

Time: 1:15 PM to 2:30 PM CDT / 2:15 PM to 3:30 PM EDT

Are you wondering what Sage 300 Ops Inquiry is for? Register for this e-Session to learn how to set-up and use the Ops Inquiry.

➤ ALERE: New Feature of ALERE 11.0 - Single Purpose Applications

Date: Thursday, April 27, 2017

Time: 1:15 PM to 2:30 PM CDT / 2:15 PM to 3:30 PM EDT

Join Dennis McVeigh for a 'how to' e-Session on creating and using two of the new Single Purpose Applications using ALERE 11.0. The two new SPA's are: Taking a Physical count using Remote Desktop Protocol (RDP) from a laptop or iPad and Putting in a sales order from user's desktop without opening ALERE Accounting.

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

** If you missed any of our previous e-Sessions, we do publish the recordings up on our website for you to view!

Follow Tandem Technologies on Twitter & Now Facebook!

Tandem Technologies is now on Facebook! When you follow us on social media, we'll keep you posted on our upcoming monthly e-Sessions, as well as continuing to educate and provide you with information for ALERE Accounting and ALERE Manufacturing, Sage Fixed Assets, Sage 300, Sage CRM, Sage HRMS, Sage BusinessWorks, and Sage Business Intelligence.

Have you 'Liked Us' Yet?

Go out to our Tandem Facebook page and Like Us! **We'll be giving away a \$10 Starbucks gift card to the 100th person that likes our page.**



You can find us at: www.facebook.com/TandemTechnologies - Ready, set, GO!



You can also find us on Twitter at: www.twitter.com/SageAlereUSA

Important Sage 300 Payroll Information

In accordance with Sage's support policy, Sage is supporting only Sage 300 2017, 2016, and 2014. Sage will no longer provide support to clients that are on Sage 300 2012 or earlier versions.

If you use a version that is not supported, we encourage you to contact your Tandem Technologies business partner to upgrade to a supported version of the software

- **Effective March 31, 2017, if you are not using the latest product update for a supported version of Sage 300, you will no longer be able to use Sage 300 Payroll.**
- Sage 300 Payroll 7.2 and 7.3 are the only versions supported by Sage. Product updates and tax updates are not available for earlier versions of Payroll.
- For Sage 300 U.S. Payroll, My Workforce Analyzer is being replaced with My Workforce Forms, which provides the parts of MWA that are needed to generate 1094-C and 1095-C forms. My Workforce Forms is included with payroll subscriptions at no additional charge.
- My Workforce Analyzer remains available for Sage HRMS.



Save the Date!

Sage Summit will be in Atlanta, GA May 9th - 11th at the Georgia World Congress Center

Catch more details at www.sagesummit.com



Sage Fixed Assets 2017 Released – Schedule Your Upgrade Today

The latest version of Sage Fixed Assets has been released and Tandem Technologies looks forward to scheduling your upgrade.

Release Features

- Asset List Customization - In Depreciation, the Asset List can now be Customized to Display Book information
- Auto Update Notification and Download - The necessary updates are being made to the Sage Advisor Update that for the 2017.1 release, you know when a product update is available
- Installation Changes - When installing Sage Fixed Assets, all products (Depreciation, Tracking, and Planning) will be installed. Each unpurchased product comes with a free 30-day trial period.

Enhancements

- Transfer Report - The Transfer Report can now be ran for a specified period
- Submit or View Product Ideas - Go to Help, Contact Us and Submit or View Product Ideas

Is It the Software or Is It the Lack of Training?

We can't tell you the number of times that we receive calls about wanting to switch software because the staff don't really understand or they haven't been trained to use the available features and functionality within the software they currently own.

As our sales team speaks with key decision makers in an organization, what they end up finding is that a company is unaware that their current software can, in fact, do all that is needed. On occasion we'll find out that training on the existing software is really what is needed.

Training your employees can give you a genuine competitive advantage over your competition. Being better than your competitors can be as easy as ensuring your employees are equipped to achieving this. Many times this can be accomplished by understanding deeply the software that your company owns and uses.

With that being said, this means it's important for your company to have an on-boarding process established that incorporates good cross training aspects. That's where Tandem Technologies comes in.

Below we've developed the top 10 reasons for training whether it's for business or pleasure.

1. Training imparts knowledge and this indirectly increases job satisfaction, morale and motivation.
2. Training can give your employees that competitive edge necessary to carry out work to the best of their ability, increasing productivity and quality of work.
3. Employees feel vested in the company knowing the training they are receiving has been set up and created just for them.
4. Regular training means your business and your employees don't get left behind.
5. A driving factor behind employee engagement is training: improving the performance of your staff, increasing staff retention and helping you to keep hold of your 'star players'.
6. Training will give your employees an increased and diverse skills set, meaning they can take on additional responsibilities.
7. In addition to external training, internal training is a pivotal way to share best practices within your organization, develop common working procedures and strengthen internal relationships.
8. By being an employer that demonstrates a commitment to staff, this makes your organization more attractive when it comes to recruiting top talent.
9. You wouldn't allow someone who had never driven a car to get behind the wheel! Why would you allow an employee to sit behind a keyboard without understanding everything they need to utilize the software your company is running?
10. It's more than expensive to hire and re-hire!

Upcoming ALERE April Seminars

Invest in your staff and keep everyone's knowledge of ALERE up to date!

Each of the seminars are taught onsite at TIW Corp, located in Easton, PA and registration with prepayment is required. A discount of \$100 may be taken for each additional person from a company that is taking the same seminar. The seminars are taught using ALERE 11.0.

*If you're current on your Software Maintenance Agreement, you should have a certificate that entitles you to a FREE seat in the seminar.

ALERE Manufacturing Seminar | \$595 | April 17 & 18 | 9am - 5pm EDT — Course materials, continental breakfasts and lunches are included in all seminar costs.

ALERE Accounting Seminar | \$895 | April 19 - 21 | 9am - 5pm EDT — Course materials, continental breakfasts and lunches are included in all seminar costs.

Make reservations at Technical Seminar Reservations or by calling Chris at (610) 258-5161 ext. 105.