



Tandem Connections

November
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Tandem Technologies: Making Your Business Better

Each year in October, TIW Corporation puts on a fabulous ALERE Partner/Reseller event. Tandem Technologies Consultants were in attendance for this year's event, held in Easton, PA. After a wonderful dinner with TIW Corp., and reconnecting with the other resellers of ALERE Accounting and ALERE Manufacturing, we had the opportunity to get first-hand knowledge about ALERE v11.0 and the ALERE Mobility module. This release is the accumulation of an intense development effort. Tandem is working on compiling all the important information and procedures for upgrading our clients. Don't miss out on future e-Sessions with Dennis McVeigh, where he will reveal the features and benefits of the new release.



During this time, Tandem Technologies took the opportunity to sit down and discuss what needs and issues our clients are bringing to us and what we can do for your business. What we found during these discussions was a trend in the needs of Executive Management to have access to live data via Dashboards, Workflow and Report Automation, and putting information out to the Cloud.

For example, Tandem has found that management wants to know the number of orders shipped in a day and the average number of days to ship an order.

We feel that educating our clients with facts and showing how tools and/or solutions will provide this type of functionality, we will bring higher value to your company and staff. The Tandem Sales and Marketing Teams are setting up meetings with third-party vendors so that we can better understand the best-fit solutions we can offer, and the value they will bring, to your business.

On behalf of all us at Tandem Technologies, we hope you enjoy the upcoming holidays and you are able to spend time with family and friends. We look forward to starting the New Year with you!

To Your Success!

The Tandem Technologies Team

"Wishing you all the joys and happiness of the holiday season. May you be blessed with peace, love and joy."

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Mark Your Calendars! - Tandem Technologies Monthly e-Sessions

**** Please note: The change of dates for both e-Sessions because of the upcoming holidays**

November Business Building Series:

➤ **ALERE Manufacturing: Product Demonstration**

Date: Thursday, November 10, 2016

Time: 1:00 PM to 2:00 PM CST / 2:00 PM to 3:00 PM EST

Join Tandem's President, Karen Smart, and TIW Corp.'s President, Rod Hatcher, for a FREE product demonstration of ALERE Manufacturing. For more details, see article below.



November e-Session:

➤ **Sage 300: Sage 300 Payroll Subscription Information**

Date: Thursday, November 17, 2016

Time: 1:15 PM to 2:30 PM CST / 2:15 PM to 3:30 PM EST

THIS IS A MUST ATTEND EVENT! If you're using Sage 300 Payroll, join Karen Smart to find out what the Sage 300 Payroll Subscription Policy with Sage is and what it means for your company.

December e-Session:

➤ **Sage 300: Closing Out the Year End**

Date: Thursday, December 15, 2016

Time: 1:15 PM to 2:30 PM CST / 2:15 PM to 3:30 PM EST

Join Karen Smart for this yearly e-session. She will be showing you how to close out the year end and ALL attendees will receive Tandem's Year End Closing Guide.

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

FREE Product Demo – ALERE Manufacturing

Part of our second Business Building Series is to show our prospects and clients a FREE product demonstration of ALERE Manufacturing.

We will be showing features and benefits such as, Finite Capacity Scheduling, Synchronous Manufacturing, Push Pull Reporting, Modular and Variable Bills, and many more (too many to list!). The demo will be on Thursday, November 10th at 1pm CST/2pm EST. Be sure to register for the FREE webinar today!



Follow Tandem Technologies on Twitter & Facebook!

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 or www.facebook.com/TandemTechnologies



Cybercrime: Real World Attacks

Today's hackers have capabilities and attack strategies that are more frightening than ever before. According to a report from McAfee, the annual cost of cybercrime has reached a shocking level, exceeding \$400 billion this year. In fact, hackers are now responsible for stealing as much as 20 percent of the Internet's \$3 trillion annual value. If this isn't scary, we don't know what is.

The following stories are real and happened to everyday people. Since it seems no system or device today is beyond hackers' reach, we felt it was important to share these stories with our clients. If you feel your business may be in jeopardy, contact Tandem Technologies today.

Phishing Email Scam

"I tried to log in to my online bank account and had entered the wrong credentials multiple times. I then checked my email and saw one from my bank entitled: 'Your account has been put on restricted status'. When I opened the email, it went on to say that my online access had been 'temporarily suspended due to a number of incorrect login attempts'. As this happened to be true, I clicked on the link within the email — without even thinking — and began entering the requested information. But then the alarms went off in my head and before I'd entered all of the information, I stopped and closed the page. It was too late!"



"That evening the scammers called my bank, pretending to be me, saying that my card had been stolen and that I needed emergency cash. The bank proceeded to give the scammers access to my account, in which they made a significant dent in my balance. The following day I attempted to put gas in my car, using my card, only to find out that my card was denied. I called the bank and they had informed me that my account had since been frozen because of fraudulent activity."

Fake Support Phone Call Scam

"I felt my desktop PC had been compromised as early as February because there were numerous signs. However, none of my security programs found any issues. In late July, I noticed that sometimes, while sitting at my desk, my mouse would be moving without my hand anywhere nearby; I tried to shut down the PC, but it wouldn't do so. I had to unplug it! In August, I contacted Microsoft via an online form. Later I received THE call from 'Microsoft Support'. I assumed it was them in response to my online inquiry, so despite being tech savvy I should have known better than to let these scammers onto my PC. I see now that they'd been on my PC for months and had probably caused all the issues I was seeing. So this call was not just about getting on my PC, but to access far more of it."



"Within seconds of letting them onto my PC, I was very suspicious, and began to grill them about their location, their phone number, what they saw as the problem, etc. When the guy sensed I was onto him, he then informed me that Microsoft demanded that I sign up for a minimum of 3 years worth of LogMeIn anti-hacking software. I quickly looked that up on my laptop and found that the information he was giving me didn't match. I hung up the phone and they repeatedly called me back; I turned the PC off and they remotely turned it on, several times until I unplugged it."

"The financial loss to date: \$31,000 - including stolen paychecks, maxed out credit cards, and even the loss of my health insurance because they rerouted numerous online bill payments. Now, after a 39-year near perfect credit history, I'm filing bankruptcy. People need to know that damages go well beyond replacing hardware or software following an attack."

Don't Miss Out On This Promo - Expires November 15th



Sage 300 Customers - Save 25% on Sage 300 Modules and Sage 300 User Licenses. Offer applies to on-plan Sage 300 clients and Sage Business Care will be charged accordingly. Contact Tandem Technologies to get a quote today. All orders must be prepaid in advance!

New Federal Overtime Rule - Effective December 1st

Employers will want to prepare for December 1, 2016 as an estimated 4.2 million white collar workers will become entitled to overtime pay when they work extra hours as a result of the Federal Overtime Rule. The Final Rule, announced May 18, 2016, goes into effect on December 1st.



The Final Rule changes the salary level before an employee can be exempt from overtime. The minimum salary will increase to \$913 per week, or \$47,476 annually. The current threshold is \$23,660; so, in other words, an employee paid less than the threshold amount will be guaranteed overtime pay.

Key Provisions

The Final Rule focuses primarily on updating the salary and compensation levels needed for Executive, Administrative and Professional workers to be exempt. Specifically, the Final Rule:

1. Sets the standard salary level at the 40th percentile of earnings of full-time salaried workers in the lowest-wage Census Region, currently the South (\$913 per week; \$47,476 annually for a full-year worker);
2. Sets the total annual compensation requirement for highly compensated employees (HCE) subject to a minimal duties test to the annual equivalent of the 90th percentile of full-time salaried workers nationally (\$134,004); and
3. Establishes a mechanism for automatically updating the salary and compensation levels every three years to maintain the levels at the above percentiles and to ensure that they continue to provide useful and effective tests for exemption.

Additionally, the Final Rule amends the salary basis test to allow employers to use nondiscretionary bonuses and incentive payments (including commissions) to satisfy up to 10 percent of the new standard salary level.

For additional information, fact sheets and guidance, visit www.dol.gov/WHD or read our latest blog post “**New Overtime Regulations for EAP Salaried Employees**” on our website, www.tandemtechnologiesllc.com.

Consider Sage HRMS For Your Company

Sage HRMS was built by Human Resource professionals and provides companies with the means to elevate the level of service from the HR Department.

- Most companies will see their Return on Investment at around 25 employees
- It will allow you to deliver crucial process analytics and decision support to management
- Increase in employee motivation and retention
- Improve organization efficiency thru automation
- The solution is sold by the number of active employees in your organization and by the number of users who will require access.



Sage HRMS

While Sage HRMS is an on-premise solution, and not offered as a SaaS model, Benefit Enrollment, Recruiting, and Timekeeping are all cloud services that integrate to the HRMS core module.

If your company is using Sage ABRA Suite, you might want to consider stepping up to the Sage HRMS SQL product. The solution is similar in look and feel, but with functionality that you won't see in Sage ABRA - such as automatic backup, security, speed and reliability. Using a SQL database makes it easier to integrate Sage HRMS with other business applications.