



# Tandem Connections

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## Beware of Swallowing the "Sage 300c" Bait

Tandem Technologies wants to make you aware that sometime before your Sage 300 Business Care or Software Maintenance, comes due, *Sage Representatives will be calling to upsell you to the Sage 300c edition.* This may not be the best situation for your company and we want you to feel free to call us to discuss what it is. Also of concern with Sage 300c is, many 3<sup>rd</sup> party providers that supply products that bolt onto your existing Sage 300 perpetual license are not ready to roll out their products to work with Sage 300c. This is in part, because Sage only recently released the Software Development Kit for the Sage 300c product. So, not only do we need time to learn the new web forms that come with Sage 300c for any custom development we might have done for you, but also the 3<sup>rd</sup> party solutions that you currently own need time to come up to speed with the new Sage 300c web forms. While Sage is claiming that Sage 300c is the exact same product as Sage 300 - this is not true.

While we cannot stop Sage from calling you, we can be proactive in our approach to educate you. We understand that you have come to rely on Tandem Technologies, LLC as your trusted advisor. We feel at this time, and in most circumstances, it is in your best interest to hang on to the perpetual edition of your Sage 300 for as long as you can. Sage "hinted" to us at Sage Summit (Partner Day) in Chicago this past July, that all of Sage's products are going to a subscription model at some point. What this means is that new activation codes are then issued for the Sage 300c subscription. The codes are date driven and if you are not continually paying in your subscription to Sage each year, your software will activate in "read only" mode on the date it expires. This is forcing customers to also have to upgrade each year to the latest versions since Sage will not retroactively give you licenses for older products once a new product version is released and your activation code expires.

**What is Sage 300c?** It is a web based platform choice that users can opt to install when upgrading to Sage 300 starting with version 2017. That means that in order to utilize this platform your company would need to adopt secure policies with rolling out your Sage business software to the internet and exposing it to the worldwide web. If you are currently using the Sage 300 portal, this program will stop working and you can no longer use the Sage portal as a means to access Sage. This also means that you would lose any widgets that you may have been using with the Sage 300 portal.

Additionally important is that Sage 300c does not have a Payroll or Job Cost module at this time. So Sage 300c is not a good choice for clients utilizing payroll or the project and job cost module at this time.

You should be aware that Sage has already gone to the subscription basis for payroll; we hosted a webinar last year to explain this - the recording is available on our website. Your company will need to get in contact with Sage to get that set up. Linda Kiernan has the contact information should you require it. Please contact her via e-mail at [linda@tandemtechnologiesllc.com](mailto:linda@tandemtechnologiesllc.com) or 866-392-6132, Extension 704.

If you would like to set up a time to discuss moving to Sage 300c with us, we are happy to do so.

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# Mark Your Calendars! - Tandem Technologies Monthly e-Sessions

## September e-Sessions:

- **Sage 300 - To Be 300 or 300c, That Is The Question**

**Date:** Thursday, September 22, 2016

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

Join Karen Smart and Dana Stidsen to hear the pros and cons of Sage 300 and Sage 300c. Who is and is not a good candidate for the solution and why.



## October e-Sessions:

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

**Date:** Thursday, October 27, 2016

**Time:** 12:15 PM to 1:30 PM CDT / 1:15 PM to 2:30 PM EDT

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

- **ALERE - Customizing ALERE to Create a Positive Pay Export File to Send to Bank Using Purchase Module**

**Date:** Thursday, October 27, 2016

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

Join Dennis McVeigh as he demonstrates how to add a menu choice to your purchase system and then use ALERE's customizable system to call write a "positive" pay file.

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

**thanks** for joining!



Tandem Technologies wants to thank all of those that attended the Technisoft demo on August 25th. Please don't hesitate to contact us if you have any questions or know of a company that might benefit from Technisoft Service Manager.

If you missed the demo, check out our website! We've posted the recorded e-Session, along with the Exclusive Interview with Mark Kornhauser from Technisoft.

## 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](http://www.twitter.com/SageAlereUSA)



## What's New in Sage 300 2017

Sage released Sage 300 2017 on August 3<sup>rd</sup> and Tandem looks forward to hosting an e-Session on September 22<sup>nd</sup> to explain the differences between Sage 300 and Sage 300c and most of all, answer any questions you might have. Last year we informed you that Sage was developing a subscription based Sage 300 and that payroll was going to go to subscription only. With the roll-out of Sage 300c we know this may be a bit confusing so we'd like to take this opportunity to explain some things about Sage 300 and the Sage 300c. Sage launched Sage 300c as an opportunity for Sage to attract new customers and encourage existing customers to move to subscription.

There are a few things we'd like our clients to know **BEFORE** you sign up for the Sage 300c subscription - which also provides you with activation codes for Sage 300c. The main differences between the classic Sage 300 and Sage 300c are:

- 300c includes the ability to have access via the web to any device whereby you can run a web browser. For those of you that use Apple computers, this is probably a blessing as you will now be able to run Sage 300c in the cloud on your own server.
- Sage has added the 'lite' version of Sage Inventory Advisor so that you are able to create optimal purchase recommendations, helping you easily identify what to buy and when, based on forecasts for specific items in your inventory.
- New enhancements to web screens improve the usability and accessibility.
- New screen customization features allow users to remove fields and labels that are not required.

Sage 300c can only be used with a SQL Server and the web screens are only available to customers who have upgraded to Sage 300c and are either choosing to host their software internally on their own servers (security will be needed) or externally with a hosting provider of your choice.

Here's a question we have been asked a lot lately: **"Do we have to move to subscription?"** Our answer is: "No, and Tandem Technologies advises that you speak with your consultant **BEFORE** you make any decision about doing so. Sage is aggressively calling our client base and is attempting to upsell you on Sage 300c and other Sage products. Tandem is here to help you make informed decisions about purchasing additional Sage products and what moving to Sage 300c would mean for your company."

**If you are interested in moving to the Sage 300c and would prefer to pay the subscription, please contact Tandem to set up an appointment with your consultant - at no charge - to go over the pros and cons of your company moving to this platform.**

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### Sage Promotion: Buy 4, Get 1 Free (Expires Sept. 30th)



From now until Friday, September 30th, Sage Software is having a promotion of "Buy 4 users and get 1 free". This promotion is not one that Sage offers too often, so please consider your needs for both Sage CRM and Sage 300 users. Sage Business Care will be charged on the free user. You must be current on your Sage Business Care to take advantage of this offer. \*\* Please allow at least 7-10 business days (before September 30<sup>th</sup>) if you're interested in this offer, as Tandem Technologies does require full payment in advance of placing the order to Sage.

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### Important Information for Sage 300 Payroll Users

Please make sure if you're utilizing the Sage 300 Payroll module, that when you renew your Sage Business Care, you ALSO get the documents and payment arrangements made for Payroll Subscription (Sage requirement as of April 2016). Our Customer Account Manager, Linda Kiernan, is also checking to ensure that Sage has provided you with the information and documentation that you will need to move to this new subscription model.



# Tandem Will Be Traveling to the ALERE Partner Roundtable

Every October, TIW Corp. puts on a fabulous ALERE Partner/Reseller event. Tandem Technologies Consultants will be in attendance for this 2-day event in October in Easton, PA. We are anxious to learn more about the ALERE v11.0. This release is the accumulation of an intense development effort. Tandem will be gathering important information and procedures for upgrading clients.

The combining of both the Manufacturing modules into the Accounting modules for purposes of user counts will be the main topic of discussion, as well as the new capabilities that have been added that make it suitable for growing companies. Don't miss upcoming sessions where Dennis McVeigh will reveal features of the new release.

## Upcoming ALERE Accounting and Manufacturing Seminars

Each of the courses is 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. Registration includes seminar materials, continental breakfast and lunch.

**Developer's Seminar | \$1,495 | October 6th - 8th | 9am - 5pm EDT** — Course materials, continental breakfasts and lunches are included in all seminar costs. Each person completing a seminar will receive a certificate. Course outlines are available upon request or can be downloaded from [www.tiwcorp.com](http://www.tiwcorp.com). \*If you're an ALERE client, you get a FREE ticket to training when you renew your support contract (\$1,495 savings!)

**Technical Seminars** — These classroom seminars are designed to provide in-depth explanation of the software concepts, modules and features. TIW seminars are taught so attendees and their companies can realize and take full advantage of the technology that lays within the software. A large screen projection system is utilized so that all attendees can easily follow the Instructor's demonstration.

**ALERE Manufacturing | \$595 | October 24th - 26th | 9am - 5pm EDT**

**ALERE Accounting | \$895 | October 26th - 28th | 9am - 5pm EDT**

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## What Inspires Tandem When Attending Sage Summit?

Thank you to all of our clients that attended Sage Summit; we had a great time with you over dinner and breakfast. Every year for as long as we've been a Sage reseller, we have attended Sage Summit. This year it was held in beautiful, downtown Chicago. Tandem Consultants also took this time to meet as a group and ensure that we are continually providing our clients with value. We've planned some great events for the remainder of 2016 and right into 2017. Sage Summit is also a time by which we can meet with you and Sage simultaneously to discuss your software needs and concerns and understand road maps for the products your company uses. It also gives us an opportunity to break bread with you over breakfast, lunch or dinner and unwind from business. Relationships are built with trust, honesty, communication and understanding. We know that Sage Summit allows us to further build out these relationship traits with you.

There are some pretty amazing attributes of Sage Summit that you may not know about. For instance, *Sage Summit is THE largest gathering of small and medium size businesses in the world!* At Summit you can expect to hear top notch speakers, business experts and tech innovators to give you another pulse of what's coming and what's happening now in business software. This year, Linda Kiernan and myself got the opportunity for a exclusive "meet-and-greet" with Ashton Kutcher and Yancey Strickler!

Sage Summit isn't just about accounting software and neither is Tandem Technologies. Tandem is about understanding how businesses evolve and having solutions ready to present so your business can adapt to the markets, the technology, and the demands of being in business today. Sage Summit helps us bring you closer to those solutions and products. Tandem develops software business relationships with solution developers and introduces you to those solutions so that we can help you do business no matter what your demands are.

Don't forget that Sage Summit always has training opportunities galore, as well as, interactive and peer-to-peer networking with other companies that are in the same or similar industry as yours. We have customers like Baisch and Skinner (St. Louis, MO) that, like Tandem Technologies, never misses a Sage Summit.

Tandem is already planning for Sage Summit 2017 and we're already working with Sage to make it more feasible to have you and your staff attend by encouraging lower entrance fees to Sage Summit and block room rates.

To Your Success!

Karen Smart, President  
Tandem Technologies, LLC

