

April 2016

# Sage 100 Newsletter



## Changes In U.S. Payroll Module Pricing

### New Subscription-Based Payroll Tiers

Sage recently announced that beginning in May 2016, Sage 100 customers running the **U.S. Payroll Module** will see a change in pricing. Based on newly-structured **payroll tiers**, customers will only pay based on the number of paychecks processed for active employees. Read on to learn more about why Sage is making the change and how the new payroll pricing structure works.



### Why is Sage Implementing Price Tiers?

Sage feels the new pricing structure is more fair and consistent because you'll now pay only based on the number of employees for whom you process payroll. For example, a customer with only 10 employees on payroll will no longer pay the same price as a customer with 250 employees.

### What Do the Tiers Look Like?

There are 13 subscription-based payroll tiers starting with customers that have a maximum of 10 active employees, all the way up to companies that have over 500 employees.

Sage 100 Payroll Tiers							
Tier	Max # Employees	Annual Cost (New Cust.)	Annual Cost (Existing Cust.)	Tier	Max # Employees	Annual Cost (New Cust.)	Annual Cost (Existing Cust.)
1	10	\$ 650	\$ 550	8	250	\$ 2,000	\$ 1,200
2	25	\$ 750	\$ 600	9	300	\$ 2,250	\$ 1,200
3	50	\$ 850	\$ 800	10	350	\$ 2,500	\$ 1,200
4	75	\$ 1,000	\$ 1,000	11	400	\$ 2,750	\$ 1,200
5	100	\$ 1,200	\$ 1,100	12	500	\$ 3,000	\$ 1,200
6	150	\$ 1,500	\$ 1,200	13	Unlimited	\$ 4,000	\$ 1,200
7	200	\$ 1,750	\$ 1,200				

The subscription-based pricing requires an annual commitment that can be paid either monthly or yearly by credit card or ACH debit (no checks). If you own the payroll module **before April 18, 2016**, your subscription is calculated based on **Existing Customer** pricing - which you'll notice is substantially less than pricing for **New Customers** that purchase U.S. Payroll after April 18th.

### What Happens Next?

Beginning in May 2016, existing Sage 100 payroll customers will be asked to subscribe to the new payroll tiers prior to your next Sage Business Care Plan renewal. Payroll will be **invoiced separately** and unbundled from the Business Care plan for your other ERP modules. As part of the notification and transition, you'll be asked to validate your payroll tier based on the number of paychecks processed. You can move up or down tiers any time prior to your next billing.



#### Got Questions?

[Get In Touch](#) - we're happy to schedule a call to answer questions and clarify the changes.

#### IN THIS ISSUE:

- U.S. Payroll Module Pricing Change Coming
- Using Sage CRM Interactive Dashboards
- Other News You Can Use

#### UPCOMING EVENTS

**Lunch & Learn:**  
How to Customize Your Sage 100c Desktop

See what the new Sage 100c looks like and learn how to customize your desktop.

**Date:** May 25, 2016  
**Time:** 3 PM Eastern

[Registration & Details](#)



# SAGE CRM

## Using Interactive Dashboards

Whether you're a salesperson, support rep, manager, or VP, the interactive dashboards in Sage CRM can be a really important tool in helping you leverage CRM data most effectively. In this article, we'll take a look at how to use and customize these powerful dashboards.

### What is an Interactive Dashboard?

An interactive dashboard is a highly-customizable workspace that allows you to control and personalize the CRM data that displays onscreen. In short, it provides a snapshot of the CRM information and tasks you use most often so you have quick access and can be effective in your job.

You can create multiple dashboards by either starting with an existing pre-defined template (like sales, management, or support dashboards) or create your own new and unique dashboard layout.

### Customizing Gadgets

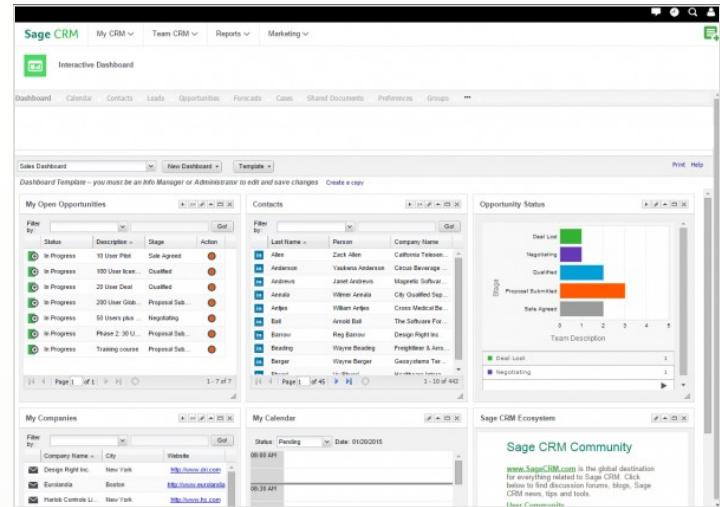
Each dashboard contains a collection of individual gadgets that can display feeds, workflows, and actions that you want to drive from your personalized workspace. You drag and drop these gadgets onto your dashboard to create the customized data display and layout you want.

Standard gadgets are available for things like your calendar and appointments, sales opportunities, support cases, important customer contacts, and more. Not only do these gadgets feed information from Sage CRM, they can also pull information from external websites and even back office accounting data from your Sage 100 system.

You can edit gadget properties and you can even perform tasks from some of them, such as logging a new case or advancing a sales opportunity to the next step.

### Getting Started

To access the interactive dashboard, go to **My CRM > Dashboard** where a welcome dashboard is displayed.



Follow these steps to begin creating a new dashboard:

1. Click **New Dashboard > Choose Template**
2. Highlight one of the dashboards in the list and click **OK**
3. Give the new dashboard a **Name** and click **OK**
4. Click **New Gadget > Choose Template** to add predefined gadgets
5. Click **Edit** (pencil icon) on the **gadget header** to modify an existing gadget, or create your own custom gadget from **New Gadget > Create Gadget**

Now you can set this new dashboard as your default, or even copy the dashboard as a starting point for creating another.

This example assumes your system includes either the standard Sage CRM demo data, or at least one dashboard template and one gadget template set up by an Info Manager or System Administrator.

### Need Help?

[Get in touch](#) if you need some help setting up, using, or customizing your Sage CRM Interactive Dashboards.

# News You Can Use

## Product Update 1 for Sage 100 2016 Now Available

The first product update for Sage 100 2016 (aka 2016.1) was released on March 9 and is now available. In addition to minor glitches and bug fixes that are typically addressed with each product update, a handful of new features were added including:

- **Fixed Assets** is now available in the SQL framework
- For customers using **Sage Payment Solutions** for credit card processing, a new in-product payment center provides better transaction visibility right from within Sage 100.
- New fields and screen sizing options in **Custom Office**

Download the [What's New Document](#) for full details.

## Sage 100 Supported Versions Update

The Sage 100 supported versions matrix has been updated. The only two versions with full support **and** planned future product updates are 2015 and 2016. Product updates for all other versions have ceased and phone support for Version 4.5 ended in September 2015. Phone support for Version 2013 is scheduled to retire in September 2016.

[Get full details](#) on the Sage Support knowledgebase online.

Sage 100 (Standard, Advanced, Premium)	2016	2015	2014	2013	4.50
<b>Release date</b>	Nov 2015	Apr 2015	Feb 2014	Dec 2012	Aug 2011
<b>Phone Support (Retirement Date)</b>	Yes	9/30/2018	9/30/2017	9/30/2016	9/30/2015
<b>Year end IRD updates (AP and Payroll as needed to support State and Federal eFiling)*</b>	Yes	12/31/2017 (Use eFiling and Reporting)*	12/31/2016 (Use eFiling and Reporting)*	12/31/2015 (Use eFiling and Reporting)*	12/31/2014
<b>Tax table updates (TTU)</b>	Yes	12/31/2017 (2018Q1)	12/31/2016 (2017Q1)	12/31/2015 (2016Q1)	12/31/2014 (2015Q1)
<b>Product updates</b>	Yes	Yes	Nov 2015	10/31/2014**	6/30/2013**
<b>Hot fixes***</b>	Yes	Yes	12/31/2016	12/31/2015	12/31/2014
<b>Online support knowledgebase</b>	Yes	Yes	Yes	Yes	Yes

## Customer Upgrade Guide from Version 4.4 Through 2016

A new Sage 100 customer upgrade guide is now available that provides a detailed summary of all product changes from Version 4.4 all the way through to the current version 2016. This 214-page document provides a list of workflow changes, new features, compatibility notes, checklists, and everything else you need to know to ease the process of upgrading your Sage 100 software - regardless of whether you're fairly current or haven't upgraded in years.

[Download the Customer Upgrade Guide](#)

## SAGE SUMMIT 2016

### Use Code "RKL" for Registration Discount

Sage recently announced that one of the featured speakers at Sage Summit 2016 will be Sir Richard Branson - "The Rock Star of Entrepreneurship."

[Sage Summit](#) is the premier annual conference that Sage hosts for its customers and business partners. This year's conference will be held in **Chicago** from **July 25th - 28th**.

With expected attendance of nearly 20,000, Sage Summit 2016 is being touted as the world's largest gathering of entrepreneurs and small to mid-sized businesses.

### Registration is Now Open!

Go online to check the agenda, review product workshop sessions, or register for Sage Summit 2016.



[Sage Summit Agenda & Registration](#)