

Sage MAS ERP

Sage MAS 90 and 200 Product Roadmap

ERP that works the way you do
January 2010

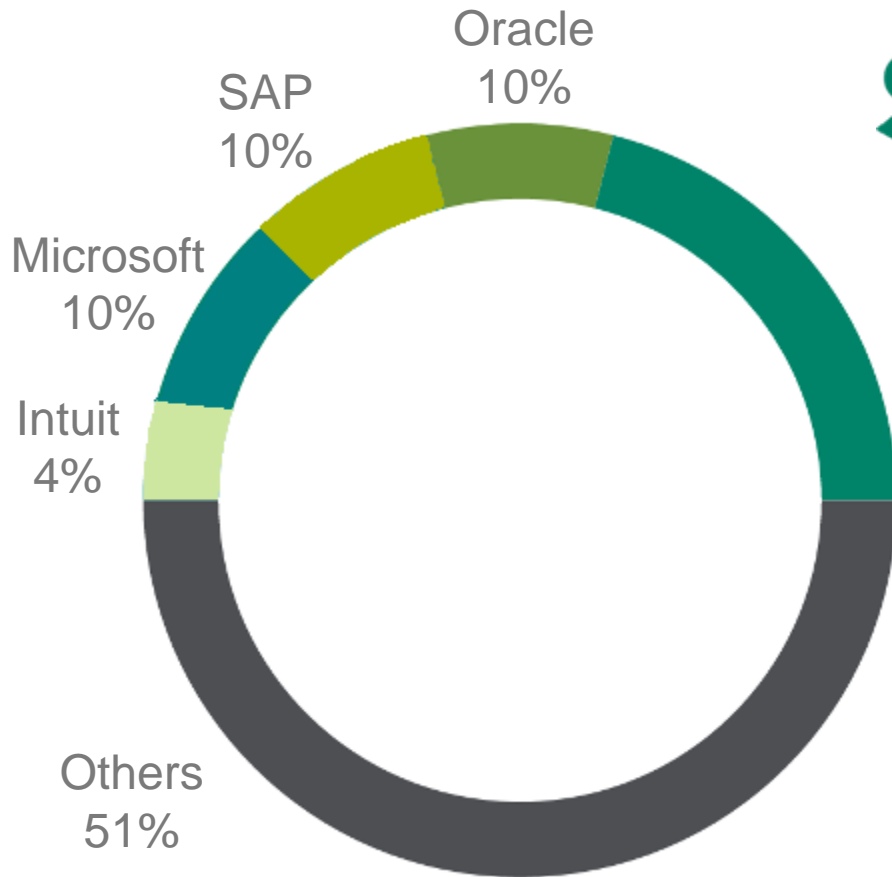


sage

Sage - #1 Worldwide for SMB



sage 15%



- 14,500 Employees Worldwide
- 5.7M Customers Worldwide
- 2.9M Customers North America
- 40,000 Support Calls per Day
- 1,500 Customer Purchases per Day

Source: IDC, December 2009, Worldwide ERP applications vendor shares, based on ERP revenue small business; <1000 employees

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Sage MAS 90 and 200 Product Strategy



- Provide more “Value for Maintenance”
 - Incorporate features and functionality of most popular Extended Solution titles
 - Implement Top Requested Customer Enhancements
 - Provide ongoing product updates with additional features and minimal disruption
- New and Improved Capabilities
 - Additional SageCRM Options for Sage MAS 90 and 200
 - Financial and Analytic Reporting Solution (FRx Alternative)
 - Microsoft SQL Server Support

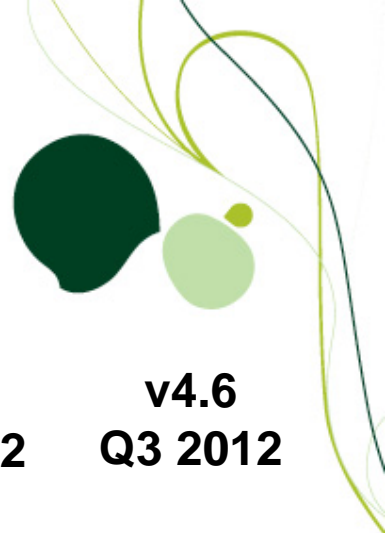
How We Decide: Source Data



- Customer Inputs
 - Support Cases (Breadth and Impact)
 - Feature and Enhancement Suggestions
www.sagemas.com/MAS_90_200_feedback
 - In-Product Survey
 - Customer Email Survey
 - Customer Contact (Site Visits, Interviews and Conferences)
 - Customer Advisory Board (CAB)
- Other Sources
 - Business Partners (Advisory Council and Conferences)
 - Sage R&D (technology direction)



Sage MAS 90 and 200 Product Roadmap



**v4.4 &
EES v1.4
Q1 2010**

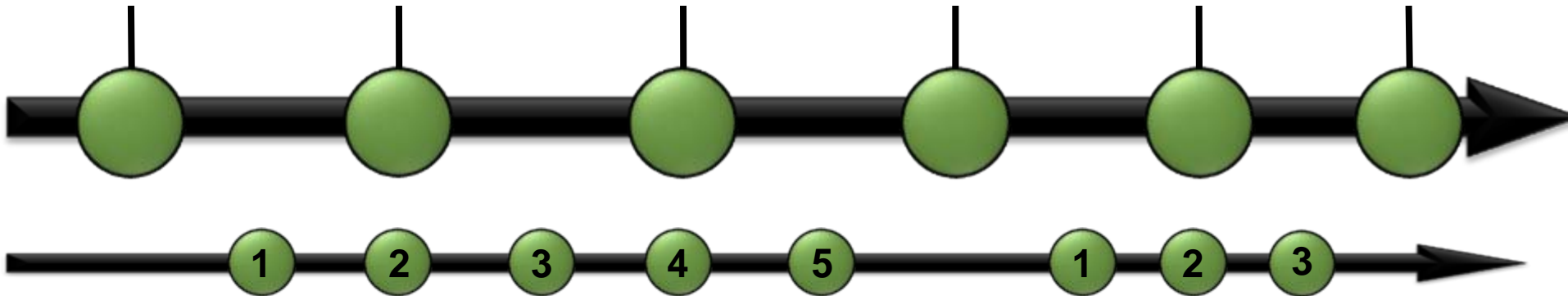
**BI Intelligence
Q2 2010**

**v4.45
Q4 2010**

**v4.5
Q3 2011**

**v4.55
Q2 2012**

**v4.6
Q3 2012**



**Product Updates for v4.4
March, June, Sept, Dec 2010
March 2011**

**Product Updates for v4.5
Sept, Dec 2011
April 2012**

Timeline by Calendar Quarters. This roadmap is intended for use as a guideline and for information purposes only, and represents Sage's current view of its product direction. The information is subject to change at any time without notice.

As Sage develops products using an Agile development methodology, any one of the milestones, features, release periods or versions could change. None of the information should be interpreted as a commitment on the part of Sage.

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Sage MAS 90 and 200 4.4

Product Update 1



- Increase Efficiency in Accounts Payable & Accounts Receivable
 - Enter cash receipts by invoice number (*AR 1200)
 - Ability to search by additional fields (*AR 1027)
 - Enter wire transfers in Accounts Payable Manual Check Entry
- Improve Accuracy with Streamlined Sales Order Processes
 - Prevent accidental re-use of a customer Purchase Order number in history (*SO 1096)
 - Control which items customers may purchase (*SO 1271)
 - Print a picking sheet with backorder line items
 - Prevent accidental printing of picking sheets twice
 - Quick print a picking sheet from sales order (*SO 1035)
- Boost Productivity in Payroll and Job Cost
 - Automatic application of multiple earnings codes per employee during a payroll run (*PR 1018)
 - Prevent accidental posting of costs to a closed job (*JC 1046)
- Capturing Timely User Feedback: In-product Survey
- Credit Card Processing Industry Security Compliance: PA-DSS Certified

* *The main features and functionality of these Extended Solutions titles will be incorporated.*

Sage MAS 90 and 200 4.4 Product Update 2



- Save Time with efficient Bank Reconciliation
 - Improve bank reconciliation usability
 - Electronically reconcile your BR transactions between your software and bank (*BR1005)
 - Utilize Positive Pay to verify check information (amount, payee, etc.) prior to the company's financial institution's payment, which helps protect companies against check fraud (*BR1004)



* The main features and functionality of these Extended Solutions titles will be incorporated.

Enhancements in additional product updates will be defined in the future.

Business Insights Intelligence



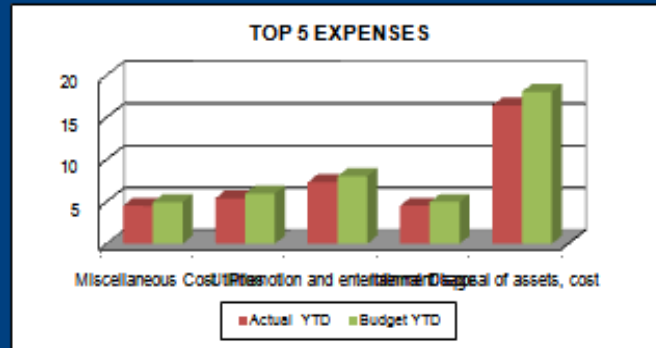
- New advanced analytics and financial reporting as an alternative to FRx
 - FRx supported by Microsoft until Dec 31, 2012
 - Sage MAS 90 and 200 will maintain backward compatibility with FRx
- Targeting Calendar Q2 2010
- Complex reporting and analysis in a familiar Microsoft Excel interface
- BI Intelligence and Single-User License Bundled (Free)
 - FRx users can trade-in add-on FRx licenses for equivalent BI Intelligence licenses

DASHBOARD - SAMPLE COMPANY INC.

Period: **January 2011 to August 2011**

Profit & Loss	Actual Aug-11	Budget Aug-11	Variance	Actual YTD	Budget YTD	Variance
Sales	25,097	(22,000)	47,097	63,597	(22,000)	85,597
Cost of Sales	5,505	5,200	(305)	5,505	5,200	(305)
Gross Profit	19,593	(27,200)	46,793	58,093	(27,200)	85,293
Expenses	-	-	-	-	-	-
Net Income before tax	19,593	(27,200)	46,793	58,093	(27,200)	85,293

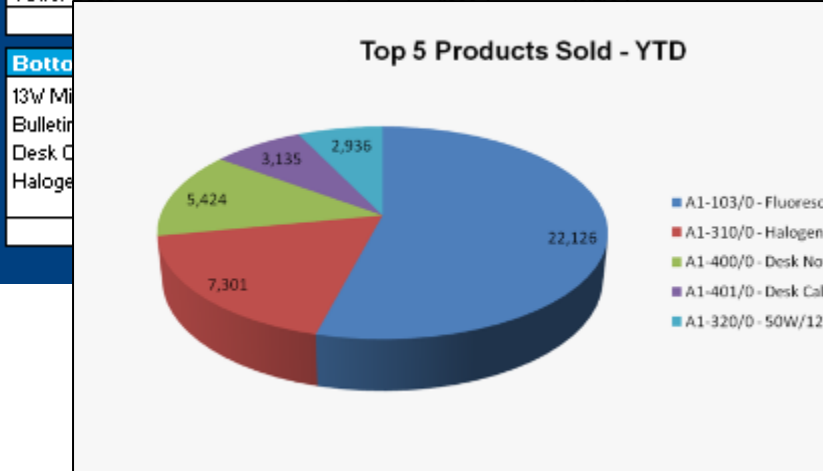
Top 5 Expenses	Actual Aug-11	Budget Aug-11	Variance	Actual YTD	Budget YTD	Variance
Miscellaneous Cost	1,500	1,650	150	4,500	4,950	450
Utilities	1,800	1,980	180	5,400	5,940	540
Promotion and entertainment	2,430	2,673	243	7,290	8,019	729
Internal Usage	1,503	1,653	150	4,509	4,960	451
Disposal of assets, cost	5,468	6,015	547	16,404	18,044	1,640
	12,701	13,971	1,270	38,103	41,913	3,810



Top 5 Customers	YTD	%	Customer Groups
Astral Construction Co Ltd.	6,900	35.7%	Wholesale Sales Gr
Mr. Ronald Black	5,990	31.0%	Retail Sales Group
J & Y Builders Ltd.	2,850	14.8%	
ACME Plumbing	2,675	13.8%	
The Courtyard	900	4.7%	
	19,315	100.0%	



Top 5 Items	YTD	%	Item Group
Fluorescent Desk Lamp	5,990	32.1%	Computer Equipmen
Computer mouse	5,275	28.3%	Accessories
CPU	3,000	16.1%	
Computer Keyboard	2,500	13.4%	
Tower Case	1,900	10.2%	



-	-	-	-
Fluorescent Desk Lamp	Computer mouse	CPU	Computer Tower Case Keyboard

midline only.

Your Data Pulled Directly Into a Familiar Excel Environment

Sage MAS 200 4.45



- Microsoft SQL Server database support for Sage MAS 200
- Bundled Microsoft SQL Database License available through Sage
- Targeting Calendar Q4 2010
- Business Framework modules only at initial release
- Initially for new customers
- Sage MAS 200 SQL 3.7X and ProvideX customers will have the opportunity to upgrade with 4.5

Sage MAS 90 and 200 4.5

Workflow and Usability Improvements



- Targeting Calendar Q3 2011
- Ability to correct mistakes with an “Undo” for everyday transactions
- Improved Customer and Supplier Communications
 - Track and collect debts from past due accounts
 - National Accounts - Bill a company’s subsidiary division to their head office (*AR 1068)
 - Electronic Bill Payment to your Vendors (*AP 1063)
 - Paperless Office: Store/Fax/Email AP Checks & Vendor Deposits (*AP 1095)
 - Access over 25 years of paid invoice information (*AP 1076)
 - Improve process to complete a backordered purchase order
 - Reduce steps by automatically creating POs from SOs (*PO 1020)
- Financial Reporting
 - Monthly Trend Report available for all balance sheet accounts

* The main features and functionality of these Extended Solutions titles will be incorporated.

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Sage MAS 90 and 200 4.5

Cont.



- Additional CRM licensing options and improved Integration
 - All Sage MAS 90 and 200 customers will be provided 1 Free CRM User with 4.5
 - Sage MAS 90 and 200 will continue to be available through two licensing options
 - Current build-your-own-system (a la carte) module pricing model
 - Current Extended Enterprise Suite (Suite-based) user pricing model
 - CRM only user option for Extended Enterprise Suite
 - Multi-ERP companies mapped to a single CRM database
 - SageCRM 7.0 support
- Expanded Web Services
 - Inventory Management (Create, Read, Update and Delete)
- Sage MAS 200 SQL migration support for 3.x and 4.x customers

Sage MAS 200 SQL Payroll 4.55



- Payroll module compatible with Sage MAS 200 SQL
 - Features such as Employee Self-Serve and Direct Deposit
 - *Additional details to be announced at a future date*



Product Retirement Schedule



Product	Retirement
Sage MAS 90 and 200 version 3.71	Sept 30, 2010
Sage MAS 200 SQL Edition version 3.7x	June 1, 2011
Sage MAS 90 and 200 versions 4.0, 4.05, 4.1	Sept 30, 2011

Key Concepts and Terms



- Extended Solutions
 - Over 1,000 titles of highly specialized features and functionality developed for specific customers to add to their Sage MAS 90 or 200 system
 - Main features and functionality of select titles have been identified to incorporate into the core product
 - <http://www.sagesoftware.com/mas90/extendedsolutions/>
- Product Update
 - A release in between major releases that delivers both maintenance functionality and product enhancements
 - Download available every 3-6 months as a valuable benefit of maintenance & support plans

Key Concepts and Terms



- Payment Application Data Security Standard (PA-DSS)
 - Worldwide information security standard assembled by the Payment Card Industry (PCI)
 - Created to help organizations prevent credit card fraud through increased controls around data
 - For software developers and integrators of payment applications that store, process or transmit cardholder data as part of authorization or settlement when these applications are sold, distributed or licensed to third parties
 - Most major card brands (i.e. MasterCard and Visa) will require merchants that use payment applications to be PCI certified by July 1, 2010

Resources



- Sage University – online, live, recorded, and classroom training
 - <http://www.sageu.com/mas90/>
- Sage MAS Community – Collaborate with other users
 - <http://community.sagemas.com/sagemas/>
- Tell Us What You Think - Enhancement Requests
 - www.sagemas.com/MAS_90_200_feedback