

Sage ERP MAS Intelligence

Introducing Reporting Power,
Flexibility, and Brilliant
Analysis for Sage ERP
MAS 90 and 200



Agenda

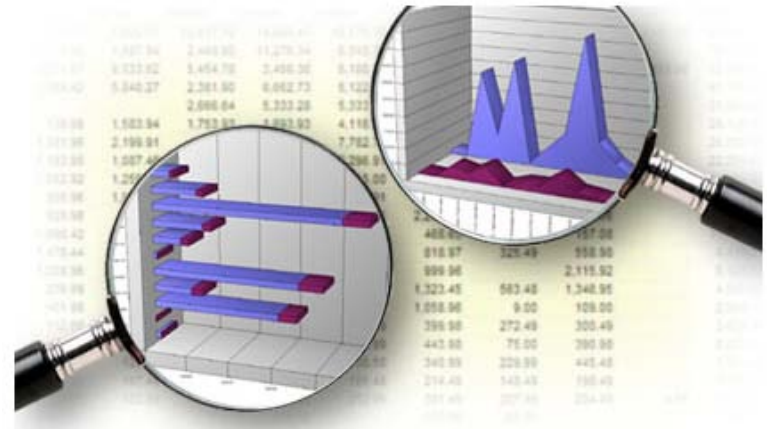


- What is **Sage MAS Intelligence** and how does it meet the challenges of each department in your business?
- How does SMI fit into your **reporting options**?
- Sage MAS Intelligence components

What is Business Intelligence?



- Collecting information for effective business decisions
 - Collecting and retrieving data
 - Discerning trends, patterns, and meanings
 - Responding to information
- Methods
 - Verbal questions
 - Queries
 - Reports
 - Dashboards



What is Sage MAS Intelligence?



- Powerful, simple, and easy-to-use reporting tool that empowers Financial Managers to quickly and easily obtain needed information for operations and strategic planning
- Delivers a suite of pre-formatted report templates
- Centralized, customizable, and flexible reporting and analysis capabilities
- Offers real-time updating of excel spreadsheets and templates, formatted the way you choose from your source ERP system

Benefits of Sage MAS Intelligence



- **Save hours** in reporting and prep time
- **Reduce errors** and manual workflow
- Focus on information analysis and interpretation instead of trying to find data
- Leverage your MS Excel skills
- Provide **data integrity** – business decisions are based on timely and accurate information across all functions, from Finance to Sales to Procurement
- Lead to “single version of the truth”: real time, fact-based decision-making base

Basic Report Design with SMI



Databases



Connector (Data)

- Build connections to databases
- Define data to be included (data containers)
- Multiple drivers available
- Predefined containers for MAS 90 and 200

Requires additional license if new connections are defined

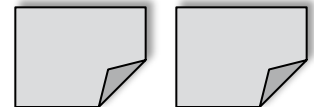


Report Manager (Information)

- Design reports with data containers
- Include sort, filter, and parameter options
- Include summation options
- Manage and run reports to output to Excel workbooks



Excel
Workbooks



Accounting

- Easily build, analyze, and distribute reports
- Reduce month- and year-end processes
- Data gathering is more efficient, while reports are **generated in seconds** and delivered on time
- Reduce the time to train users, as any user can **effortlessly create reports** and analyze data, utilizing the familiar Microsoft Excel application and out-of-the-box report templates.



Sales Team



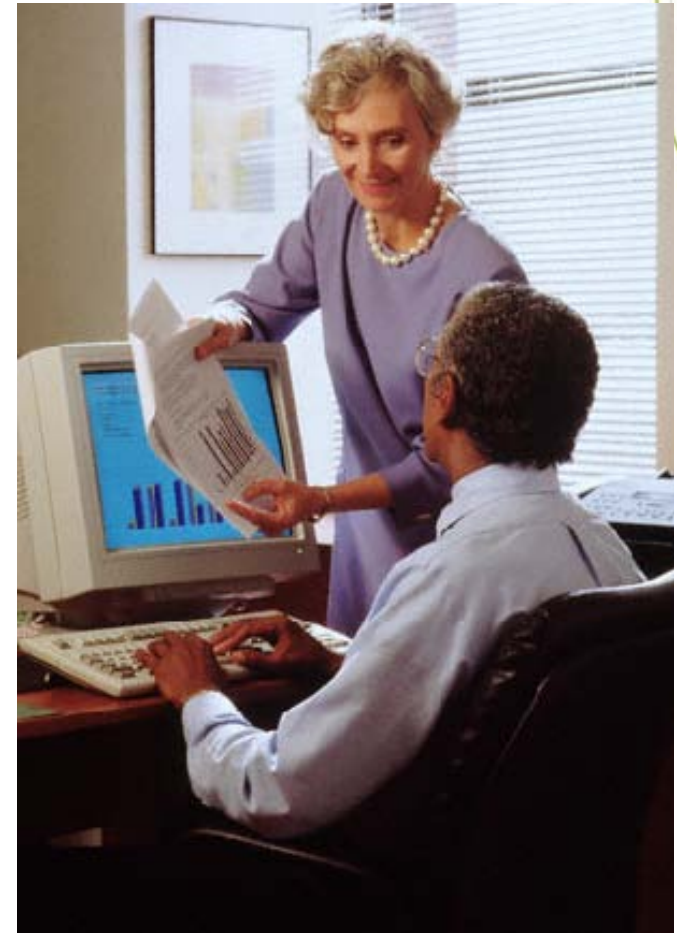
Complete Sales Analysis

- How are my sales trending, based on different analysis points?
- Which sales representatives perform well in the West Territory? Who is my top sales representative overall?
- How do sales this month compare to the same month last year?
- Who are my top customers and what are they buying?



Management

- Insight into **Overall Financial Situation** – the Bottom Line
 - Managing Risk: How much of our assets remain after we cover our liabilities?
 - Profitability: How much are we earning?
- **Planning and Execution** – hold your teams accountable to planning goals
 - Budgeting: What are our anticipated revenues for the next coming year?
 - Scorecard: How are we doing on the established expectations for the year?
- **Real-time view** of the company's financial status at any time – high level and summarized across business units and companies in a single report



Sage MAS Intelligence: One of Many Reporting Options

Crystal Reports	Business Insights Explorer/Reporter	FRx	Sage MAS Intelligence
<ul style="list-style-type: none">• Ability to design custom reports• All standard module reports• Ability to customize standard reports• Can export to Excel• Single company	<ul style="list-style-type: none">• Can use crystal wizard to build report• Used in all modules• Export view to Excel• Single company	<ul style="list-style-type: none">• Design reports in FRx• Allows for access to all G/L data with drilldown• General Ledger data only• Export data to Excel• Multi-company reporting	<ul style="list-style-type: none">• Allows for simple report design and Excel analysis• Consolidations and reporting beyond the G/L• Multi-database reporting• Data Analytics (Cubes) - future• Included with MAS

Sage MAS Intelligence Components and Icons



- **Report Manager**
 - Edit and copy reports, create new reports, and define report options
 - Sort, filter, and aggregate data
 - Categorize reports into folders



- **Report Viewer**
 - Real-time report execution with drill down capabilities
 - Change report parameters but cannot edit templates



- **Security Manager**
 - Control access to reports, modules, etc.

Sage MAS Intelligence Components and Icons




- **Connector**

- Connects to any ODBC-compliant data source
- Real-time financial and non-financial consolidations (e.g. multi-company consolidations)
- Establish and maintain data links for customized reports
- Add fields or other data to an unlimited number of containers
- Report Manager provides access to reports

- **Report Designer**

- Excel add-in
- Generate financial statements from predefined lists in seconds
- Create and edit financial layouts using a drag-and-drop graphical interface, giving you total report design flexibility
- Multi-company consolidations for GL data only

Report Designer



Makes financial report design simple, flexible, and fast

- Create new and edit existing financial reports using drag-and-drop functionality
- Includes pre-defined financial report templates
- Delivers pre-defined financial formulas with support for new formula creation
- Provides “what if” analysis
- Currently available for financial and consolidated financial reports
- Requires Excel 2007

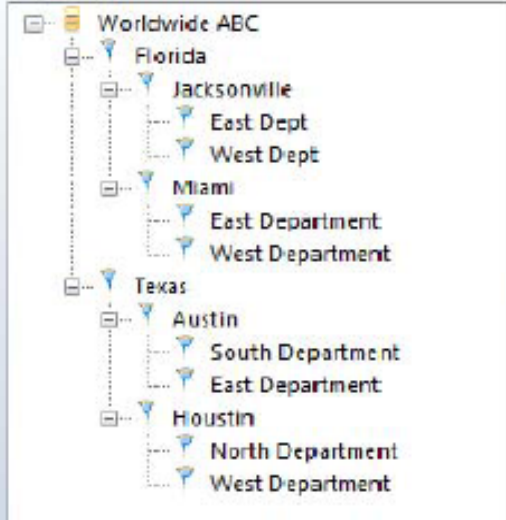
What Ships with Sage ERP MAS 90 and 200 v4.4?



- (1) User License for SMI Report Manager access
 - Run shipped reports
 - Customize reports
 - Design new reports from included containers
- Standard reports (customizable)
 - Dashboard Analysis (Sales)
 - Financial Reports (General Ledger)
 - Financial Trend Analysis
 - General Ledger Transaction Details
 - Customer Sales
 - Inventory Management
 - Vendor purchases

Edit Reporting Tree

Reporting Tree Units



Company Filter	Name	Account Filter Rule	Distribution
▼	Florida		
▼	Jacksonville		
@ANY ▼	East Dept	???-00-01	
@ANY ▼	West Dept	???-00-02	
▼	Miami		
@ANY ▼	East Department	???-01-01	
@ANY ▼	West Department	???-01-02	
▼	Texas		
▼	Austin		
@ANY ▼	South Department	???-02-03	
@ANY ▼	East Department	???-02-04	

Reporting Tree Unit Preview Data

Company	Account Number	Account Description
ABC Distribution and Service Corp.	400-01-01	Distribution sales - East
ABC Distribution and Service Corp.	450-01-01	Purchases - East
ABC Distribution and Service Corp.	600-01-01	Driver payroll - East
ABC Distribution and Service Corp.	605-01-01	Clerical salaries - East
ABC Distribution and Service Corp.	607-01-01	Sick pay - East
ABC Distribution and Service Corp.	608-01-01	Holiday pay - East
ABC Distribution and Service Corp.	609-01-01	Vacation pay - East
ABC Distribution and Service Corp.	610-01-01	Payroll taxes - East
ABC Distribution and Service Corp.	620-01-01	Depreciation expense - East
ABC Distribution and Service Corp.	625-01-01	Equipment maintenance - East

Report Designer, Report Manager, and Excel

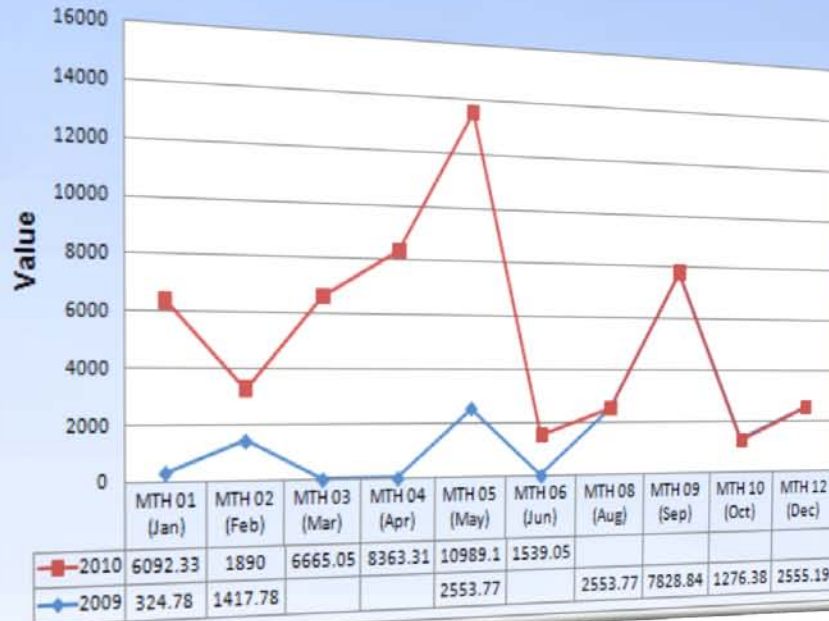


SALES TREND ANALYSIS

Doc Type	All
Item Location	All
Item (Multi-Level)	All
Sales Rep	All

Line Total Excl	Column Labels	
Row Labels	2009	2010
MTH 01 (Jan)	324.8	6092.3
MTH 02 (Feb)	1417.8	1890.
MTH 03 (Mar)		6665.1
MTH 04 (Apr)		8363.3
MTH 05 (May)	2553.8	10989.1
MTH 06 (Jun)		1539.1
MTH 08 (Aug)	2553.8	
MTH 09 (Sep)	7828.8	
MTH 10 (Oct)	1276.4	
MTH 12 (Dec)	2555.2	
Grand Total	18510.5	35538.9

Sales Trend Analysis



Summary (Part 1)



Financial Reporting

- Auto-generate Income Statement & Balance Sheet reports using predefined GAAP layouts out of the box
- Drill down to detailed ledger transactions
- Caters for segmented GL's, column-based reporting, consolidations
- Layouts are totally flexible and customizable within Excel

Summary (Part 2)



Customer Sales

- Freely customize and change transactional data by dragging and dropping elements into your layout using standard Excel pivot tables
- Analyze sales in any combination/order of item, salesperson, customer, and other fields, including optional and user defined
- Use Excel graphs to easily create your own views on the fly (i.e. Top 10 customers, Top 5 items, by branch, by department, by region, by salesperson, etc.)

Summary (Part 3)



Report Designer

- Draw from real-time financial data to get total flexibility in creating a report with a nice layout, formatted the way you choose, in an easy-to-use graphical interface
- “What If” analysis tools allow you to change a set of values and see the impact it has on the rest of your data

Summary (Part 4)



Sage MAS Intelligence

- Integrates into your existing ERP software and includes a single FREE user license
- Consolidations of financial and non-financial data (unlimited number of companies with the Connector license)
- Access to all tables and all fields, as well as other databases and systems such as CRM, HR, etc.
- Drill down functionality (predefined and configurable)