

You can't stop progress—particularly when it comes to technology. So what does that mean for you and your ACCPAC Plus accounting system? It means it's time to look at what DOS technology provides your business, and what it costs. It's time to think about how better business analytics could improve your bottom line. To consider how you're perceived by customers, vendors, and bankers—and how you stack up against the competition. It means it's time to demand more from your software. And expect more from your business.

Can you meet tomorrow's goals  
with yesterday's technology?

## Move your business forward with Sage Accpac.

You don't need us to tell you that technology has progressed since you implemented your ACCPAC Plus system. And yet, when you think about upgrading, it's tempting to let well enough alone. After all, ACCPAC Plus is a good system. We'd be crazy to deny that: we're the ones who created it. But we don't like to stop at "good enough" when "great" is just around the corner. Do you? We didn't think so.

Have a look at how Sage Accpac can take your business from good to great:

### Sage Accpac is easy to learn.

Is there one person in your company who knows ACCPAC Plus inside and out? That's a log jam waiting to happen. Rather than have a system that requires a resident expert, think about bringing in a system that makes an expert out of everybody—like Sage Accpac. Thanks to a highly intuitive graphical interface, training is easier and faster with Sage Accpac. All the modules have the same look and feel, so once you learn how to move through one module, the learning curve is short for the others. Research, analysis, and reporting are a snap, even for a beginner.

### Sage Accpac can make you smarter.

You know the saying "work smarter, not harder?" Well, it's time to get off the transaction-entry treadmill and listen up. ACCPAC Plus does work hard for you. It's dependable and, because it's DOS-based, it makes quick work of repetitious data entry.

But at the end of the day, what do you have? A profit and loss statement? An Accounts Receivable aging? Not good enough. If you're going to move forward, you need to turn that profit and loss statement into a growth plan for next year. You need to show what reducing your collection period by a few days could do for your bottom line. And you need to do these things quickly and easily.

Sage Accpac is there for you when you want to work hard. But it's also there for you when you want to work smart. Sage Accpac helps you cut your data into meaningful pieces so you can analyze it. With **quick queries, sophisticated analyses, drilldown capabilities, and flexible reports**, Sage Accpac can help you manage contacts, see where to cut costs, identify profitable business units, improve margins, and increase your cash flow.

If you want to be more insightful, more strategic, and more competitive, you won't get there with mere transaction entry. You will with Sage Accpac.

### Sage Accpac works with your other office programs.

Sage Accpac works with Microsoft Windows. That means it's compatible with your spreadsheet, e-mail, and word processing programs, to name a few popular applications. It also means you're on the same page as your customers and suppliers. Your DOS-based accounting system doesn't just put you on another page—it puts you in another era. And that's a problem.

Compatibility matters in an accounting system. It can make the difference between e-mailing a financial statement, or printing and mailing it. It can make the difference between presenting the annual financial report with an executive summary, embedded full-color charts, and continuous pagination—or presenting it in rows and columns, bits and pieces. It makes a difference in how efficiently you work against your own benchmarks, and how your work is perceived by others. Don't make the mistake of thinking compatibility is a cosmetic issue. Get up to speed and up to snuff with Sage Accpac.

## Sage Accpac gives you anytime, anywhere access to your data.

Sage Accpac offers flexible deployment options. That means the program can run as a desktop application or through a Web browser. Your choice.

Imagine the convenience of being able to access a management report from home or on the road. Imagine the time-saving benefits of letting subcontractors complete and submit their own timecards online—with complete security protection. Imagine the money and time you'll save when setting up a new user requires nothing more than supplying Internet access and a Web browser.

All this is possible with Sage Accpac. What's more, Sage Accpac is built on an architecture that can accommodate future modes of deployment. So you're not chained to your desk—and you're not even chained to a single technology. Ah, freedom.

## Worried about conversion? Don't be.

Maybe you've been wanting to upgrade to Sage Accpac for a while, but the thought of a long, drawn-out conversion process is giving you pause. You've got visions of late nights at the office spent entering historical data by hand. Accounts out of balance. Customers yelling at you on the phone while you scramble to find their correct information.

**Relax.** There's no need to worry about these things with Sage Accpac. We're not going to tell you that converting from ACCPAC Plus to Sage Accpac is instantaneous. But we will tell you that it's pretty straightforward. Much of your data can be imported right in. Sage Accpac comes with built-in tools to help with that. Your business partner can be a resource. Getting you converted over is part of his job. And, finally, we provide you with user guides that will walk you through the process.

We've had many ACCPAC Plus customers like you who have successfully upgraded to Sage Accpac, with no glitches, no nightmares, no irate customers. The reason for our success rate is twofold. One, we're the ones who made ACCPAC Plus, so we know how it works and how to get your data over to Sage Accpac. Two, we work with outstanding business partners who take pride in their customer service. So you're never without help.

The bottom line is that if your business needs Sage Accpac in order to move forward, then don't let conversion concerns hold you back.



## Programmer's Corner

Despite the occasional yearning for the "good old days," most people would agree that technology advances have made a significant positive impact on their day-to-day lives. Work and life have been enriched by things like DVDs, iPods, cell phones and, yes, for you DOS users, even Microsoft Windows.

Windows, aside from being a pretty face, provides a foundation that allows software to interact in ways not seen with DOS. Like other modern operating systems, Windows imposes structure and standards on the applications written for it. So, simple things like copy and paste are possible between diverse applications. Of course, the possibilities go far beyond this straightforward example.

Although your typical DOS application solved a specific problem, it provided an island of information. On the other hand, Windows applications can be easily designed to interoperate. The notion of a suite is much more prevalent in Windows. Want to use a spreadsheet to analyze your accounting data? Want data to flow end-to-end from your warehouse management system to the accounting back-end? Want a remote user to update customer contact data? With Sage Accpac, these things are no problem. More and more services are being added to the Windows operating system, so developers can choose from a variety of standards: web services, COM, XML, etc. I wish I could say the same thing about DOS, but I can't. Technology has simply advanced - for the better.