



FACETS NEWSLETTER

Productivity. Growth. Profits.

December 2009

Happy Holidays

The spirit of the season encourages us to pause and appreciate those who are important to us. The gift of your business and friendship means more now than ever before and we sincerely thank you for both. We consider ourselves an extended part of your team, and are grateful for the opportunity to help your business be more successful. We hope your holidays are filled with joy, and that the New Year brings peace and prosperity!

FDA Requires Faster Food Safety Reporting

Adapted from the original article, *FDA Requires Faster Food Safety Reporting*, by Matthew Perrone, AP Business Writer - September 9, 2009

Did you know that the Food and Drug Administration now requires faster food safety reporting? Food makers must alert government officials of potentially contaminated products within 24 hours under a new rule designed to help federal regulators spot food safety issues sooner. The FDA unveiled a new electronic database that manufacturers must use to notify the government if they believe one of their products is likely to cause sickness or death in people or animals. Regulators said the database will help the FDA prevent widespread illness from contaminated products and direct inspectors to plants that pose a high safety concern.

Congress passed the law creating the database in 2007, after criticizing the FDA for its handling of safety problems with a range of foods and drugs. This law is intended to reduce the lag time, and inform the FDA of contamination problems before people get sick. The FDA has struggled to manage a slew of food-safety recalls, including national outbreaks of salmonella linked to peppers and peanut butter. Earlier this year, President Obama pledged to improve the safety of the nation's food supply after tainted peanut butter from a Georgia plant sickened hundreds of Americans, causing one of the largest food recalls in recent history.

By working with the food industry, the FDA can swiftly remove contaminated products from commerce and keep them out of consumers' hands. Although many companies already voluntarily submit reports about possible contamination, the new law makes it a duty of all food facilities. The food industry welcomed the new database, but the FDA must answer a number of questions about how it will work. As with any new system there are bound to be a number of issues in the initial stages which the food industry hopes the FDA will take into account. FDA officials also plan to use the database to analyze national trends in food safety and will report their findings to the public.

If your company currently uses formula or recipe based bills of material, has manufacturing software in place that is over 3 years old or developed in house, or if you've experienced significant changes to your business, it's time to give us a call. We can help you handle the compliance requirements of the government and show you ways to make your business more profitable through well implemented automation.

Looking Back On Sage Summit

Last month was Sage's annual customer conference – Sage Summit – and it was held right here in our own back yard in Atlanta, Georgia. This was one of the better Summit's we've attended, and based on feedback we heard, next year should be

even better. We would strongly encourage you to attend. The breakout sessions were broad based with something for everyone, and the trade show was unusually well diversified. We expect the date and location to be announced shortly. For more information and to add your name to the interest list, visit www.SageSummit.com.

Processing 1099s for Year 2009

With January 31st right around the corner now is the time to prepare for 1099s! We want your 1099 season to be a successful one. To help ensure this, please take a moment to review the following valuable 1099 processing information.

1099 printing and Electronic Filing for 2009 will be available on Sage MAS 500 versions 6.3, 7.0, 7.05, 7.2 and 7.3 -- prior versions are not supported. This year Sage will provide 1099 updates for versions 6.3 through 7.2 as stand-alone installs. These updates contain changes for 2009 1099s only. In order to install the 2009 1099 update for versions 6.3 through 7.2 you must have installed the December 2008 (or later) monthly update.

The 2009 1099 update for version 7.3 will be available as a stand-alone install, as well as included in the December product update. For version 7.3 the original GA release shipped in November 2009 is sufficient as the prerequisite. These downloads will be available mid-December via the Sage web site.

Forms

Sage MAS 500 supports the following forms: 1099-DIV, 1099-INT, and 1099-MISC. Sage MAS 500 prints 2 vendors or individuals on the 1099-DIV and 1099-MISC forms, and 3 vendors on the 1099-INT form. If using a local forms provider, please be sure to order forms with the tear-off strip on the right and be prepared to make adjustments to the form in Crystal Reports. Sage only supports Laser Jet printing of 1099 forms. You may purchase the appropriate 1099 forms from Sage's preferred forms provider, Altec. Contact Altec at (800) 765-7751.

Electronic Filing

The Electronic Filing option under the 1099 Forms task creates an electronic file called IRSTAX. You will be prompted for the drive on which to save the file. The IRS no longer accepts 3½-inch diskettes for filing information returns. You therefore must file your 1099s electronically; please refer to the IRS website for information regarding this.

Entering Vendor 1099 Beginning Balances

Use 1099 beginning balances to establish 1099 information tracked outside of Sage MAS 500. This is especially useful when a company implements Sage MAS 500 in the middle of a calendar year. Beginning balances can be entered manually or utilizing the beginning balance import task.

Edits and Corrections

Editing or Correcting 1099s BEFORE filing with the IRS: Sage MAS 500 enables you to edit or make corrections to 1099 vendor information and amounts prior to releasing or submitting information to the IRS via the 1099 Forms task. You can edit 1099 data before submitting records, as well as un-submit records so that pre-submission corrections can be made.



“Knowing what I know about both systems, I am very glad that the switch was made to MAS 500. It puts my mind at ease to have MAS 500 as the foundation of our company’s business.”

Pam Mathews, VP of IS, Medbridge Healthcare

Editing or Correcting 1099s AFTER filing with the IRS: Using the IRS 1099 Corrections task, you can enter and flag corrections requested by the IRS – this task is used to make corrections only if you receive notification back from the IRS that filing a correction is necessary. Some types of corrections requested by the IRS require submission of both the original (incorrect) 1099 form and the corrected 1099 form. After corrections have been made, you can then re-submit the corrected 1099 forms and original 1099 forms, if required. The correction types that need both the original and corrected copies of the 1099 forms are automatically printed together during the printing process. Please refer to Sage MAS 500 Online Help for additional information on processing 1099s.

Need help? Please don't hesitate to contact us!

Referral Rewards

Do you know of a company that is struggling with their business information systems, not getting enough support with their current system or both? Let your colleagues know that we are available to assist them and that we would be honored to have an opportunity to earn their business. Our customers get personal attention, prompt support and solutions that match their needs. We can save the day and you can be a hero!

Webcast Center

Did you know that Sage has a terrific learning resource with current and relevant webcasts on a variety of topics? It's even free! Visit the Sage Webcast Center and explore the options by product line, by calendar and more. Current topics include:

- What's new in Sage MAS 500 v7.3
- Control Your Budget, Don't Let It Control You
- How to Achieve End-to-End Efficiency Using an Integrated Solution
- CRM Defined – The Customer Life Cycle – a 7 part series
- How AR Collection Manager Keeps the "Life Blood" of Your Organization Flowing Efficiently
- Turning Efficiencies into Profit

MedBridge Gets Better Night's Sleep with MAS 500 and Emerald TC

“For 10 years, our accounting system was like a bad dream,” says Pam Mathews, vice president of information systems. “We used Great Plains®,” she continues, “and had to add four separate third-party modules to achieve all the required functionality. The modules required interfacing in order to work with Great Plains, and they had to be purchased and updated individually. Maintenance was a nightmare, too. We figured there had to be a better answer.”

Growth Brings Wake-Up Call

MedBridge was in a growth phase with numerous acquisitions underway, and couldn't afford to waste time on software difficulties. Its Sleepworks division provides diagnostic services for people with sleep disorders through 40 independent, physician-owned or hospital-based facilities, mostly in the Southeast. Sleepworks develops relationships with sleep-trained physicians to offer a comprehensive disease-management approach. Another division, MedBridge Home Medical, provides respiratory care services.

“We selected MAS 500® as a replacement for Great Plains when we were reformulating our business into a new corporate entity,” says Matt Mellott, CFO for MedBridge Healthcare. “Its key selling points were flexibility and integration—essential in an industry that's changing as fast as ours is.”

MAS 500 for Financial Mastery

MedBridge now runs all of its core financials on MAS 500, including the general ledger and accounts payable. It recently adopted the FAS Asset Accounting™ module for the MAS 500 to manage fixed assets—the furnishings, computers, diagnostic and clinical equipment used in its main office and sleep labs. The variety of necessary reports are more easily produced with Microsoft® FRx than with the previous Great Plains setup.

“Implementation went surprisingly smoothly,” says Mellott. “The chart of accounts and software setup in Great Plains had outgrown the existing company. With implementation of MAS 500, we had the opportunity to create a new chart of accounts that reflects the new business entity and supports future expansion. This will allow MAS 500 to be flexible and adaptable to future company growth. We set up our master files in just two to three days, and they're working great. We've already rolled two new companies that were acquired by MedBridge into MAS 500 with no problem.”

Minimal Maintenance

Mathews is also pleased that the new system requires less hands-on system administration. “Maintaining MAS 500 takes about half of the time we were previously spending with Great Plains,” She says. “Training takes about half the time, too. Add to that the fact that it takes 75 percent less time to set up a new company on MAS 500 compared to Great Plains and you'll see why we're so delighted with our decision to change systems.”

Reports are much easier to run now, thanks to the integration of modules within MAS 500. “We appreciate being able to use Microsoft FRx with MAS 500, because it is a standard tool,” Mathews notes. “This means that we can hire people who already know how to use it, saving us time in getting them up to speed.”

Peace of Mind

A great rapport with Emerald TC has been a key element in system success. “Emerald TC has a very broad knowledge base, and they've taken the time to understand our unique requirements. As our business changes, they've been able to recommend ways to use MAS 500 to its fullest advantage,” says Mathews.

Looking toward the future, Mathews feels confident that MAS 500 will be up to the challenges of MedBridge's planned expansion. “Knowing what I know about both Great Plains and MAS 500, I am very glad that the switch was made,” she says. “It puts my mind at ease to have MAS 500 as the foundation of our company's business.”