Sage 100 ERP Newsletter
From Business Computer Associates, Inc.

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NEW VISUAL PROCESS FLOWS
For Sage 100 ERP

Thinking about upgrading to Sage 100 ERP 2013? The new release boasts an impressive array of enhancements that are designed to improve productivity, such as the new **Visual Process Flows**. These graphical, job-oriented diagrams provide a visual representation of your business processes, simplify system navigation, and help you perform daily tasks quickly. Let's take a closer look at this helpful new feature.

What Are Visual Process Flows?

Process Flows provide a visual represen-
tation of your workflow process, as well
as a launching point for the screens and
tasks required to perform each process in
Sage 100 ERP. These workflow diagrams
can be customized by department or for
each individual user.

The Sage 100 ERP 2013 release includes a
number of key pre-built processes as well
as an easy to use tool that allows you to
design your own custom workflows. Cus-
tomizing Visual Process Flows makes it easy for new users to learn Sage 100 ERP and helps existing users complete tasks that are performed infrequently, such as year-end processing. They also allow you to model diagrams that reflect your unique business processes.

Improving Your ERP Experience

With some ERP systems, it's easy to lose yourself in the complicated web of menus, wasting valuable time searching for the tasks you need to perform your job function - but not with Sage 100 ERP 2013. The primary goal of the new Visual Process Flows is to allow you to quickly identify job-specific tasks and launch screens without searching through the tree of menu items and icons. Even though you can customize the tree of icons to limit what a user can see based on his or her role, usability studies conducted by Sage revealed that customers were still spending quite a bit of time searching for the correct screen to launch for a given task.

Process Flows also make it easier to visualize how individual tasks relate to the overall busi-
ness process. So in this case, a picture is worth a thousand hours of productivity.

See It In Action

Visual Process Flows are ... well, a visual thing. So you might want to check out this Visual Process Flows overview video on YouTube to see exactly how it works. Even though the video is using Sage ERP X3 as the demo system, it's the same Visual Process Flow engine that's built in to Sage 100 ERP.

Need help figuring it all out? Be sure to contact us with any questions about Visual Process Flows or upgrading to Sage 100 ERP 2013

The Dark Side of Sales Tax Compliance

12 Tips Every Business Should Know

With thousands of rate, rule, and boundary changes every year and an epic legal debate over e-commerce taxation, sales tax has never been more complicated. Unfortunately, this trend will only continue to get worse, as cash-strapped states rely heavily on sales tax audits as a way to make up for their revenue shortfalls.

While the outlook can be daunting, Avalara (makers of Sage 100 ERP Sales Tax) has compiled a list of 12 things that every business should know when it comes to sales tax compliance. Here's a peek at a few of the top tips.

Determine If You've Created Nexus

Have you sent an agent or sales representative to a new state? Began delivering and installing product in a new state? Did you hire new employees that work from a remote location? Answering yes to any of these questions might mean that you've created nexus, and may be liable for sales tax in that state.

Understand Taxability of New Products

Offering a new product? It's important to identify the unique taxability laws in each jurisdiction where you have nexus and plan to sell your new product. Moving into a new state? Product taxability laws are not consistent across state lines—what may be taxable in one state, may be exempt in another.

Verify Jurisdictions Based on Exact Location, Not Zip Code

One critical component of determining the correct sales tax rate is ensuring you know where you have liability to collect sales tax. ZIP codes are a web of streets and postal routes that can be divided and changed as areas become more densely populated.

Using ZIP codes to determine sales tax rates may prove accurate *some* of the time ... however, using a rate from the wrong jurisdiction or leaving out a special district tax can lead to audits, penalties, and other costs or hassles.

Consider Sales Tax Automation

Sales tax audits strike terror in the heart of small business because they can be a significant drain on limited time and resources. That's why many Sage 100 ERP customers are turning to sales tax automation to minimize the risk of audit as well as the time and effort of compliance. Contact us if you'd like to learn more about Sage 100 ERP Sales Tax powered by AvaTax.

Want More Sales Tax Tips?

Contact us for a copy of the complete guide "12 Sales Tax Tips for Small Business." Each tip is designed to help you stay on top of the ever-changing sales tax landscape.

SAGE SUMMIT 2013

Sage Summit is the largest education and networking event for Sage customers and partners. Join together with an expected 4,000 members of the Sage community and get inspired. Like no other conference, Sage Summit will help you become more productive, push the envelope, hear what's working for others, and bring a new energy to your workplace.

July 21–26, 2013
Gaylord National Resort and Convention Center
Washington, D.C.

Click below for registration, hotel & travel info and agenda for the event:
http://na.sage.com/sage-summit

We focus on your technology, you focus on your business

With over 20 years in the industry, BCA has worked with progressive companies and organizations that know the value of technology and want to get the most out of their Enterprise Resource Planning (ERP) investments.

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