



Sage 100 Newsletter

From Business Computer Associates, Inc.

Issue 2 • 2016

In This Issue

Page 1

U.S. Payroll Pricing Changes Coming Soon

Page 2

Sage 100 2016 Product Update 1 Now Available

Sage 100 Supported Versions Update

Sage Summit 2016 Features Sir Richard Branson

Business Computer Associates, Inc.

Type of Business

Enterprise Resource Planner, IT Service Provider

Location

Doral, FL

Contact

305.477.9515

www.bcainc.com



Authorized Partner

Changes In U.S. Payroll Module Pricing New Subscription-Based Payroll Tiers

Sage recently announced that beginning in May 2016, Sage 100 customers running the **U.S. Payroll Module** will see a change in pricing. Based on newly-structured **payroll tiers**, customers will pay based on the number of paychecks processed for active employees. Read on to learn more about why Sage is making the change and how the new payroll pricing structure works.

Why is Sage Implementing Price Tiers?

Sage feels the new pricing structure is more fair and consistent because you now pay only based on the number of employees for whom you process payroll. For example, a customer with only 10 employees on payroll will no longer pay the same price as a customer with 250 employees.

What Do the Tiers Look Like?

There are 13 subscription-based payroll tiers starting with customers that have a maximum of 10 active employees, all the way up to companies that have over 500 employees.

Sage 100 Payroll Tiers

| Tier | Max # Employees | Annual Cost (New Cust.) | Annual Cost (Existing Cust.) | Tier | Max # Employees | Annual Cost (New Cust.) | Annual Cost (Existing Cust.) |
|------|-----------------|-------------------------|------------------------------|------|-----------------|-------------------------|------------------------------|
| 1 | 10 | \$ 650 | \$ 550 | 8 | 250 | \$ 2,000 | \$ 1,200 |
| 2 | 25 | \$ 750 | \$ 600 | 9 | 300 | \$ 2,250 | \$ 1,200 |
| 3 | 50 | \$ 850 | \$ 800 | 10 | 350 | \$ 2,500 | \$ 1,200 |
| 4 | 75 | \$ 1,000 | \$ 1,000 | 11 | 400 | \$ 2,750 | \$ 1,200 |
| 5 | 100 | \$ 1,200 | \$ 1,100 | 12 | 500 | \$ 3,000 | \$ 1,200 |
| 6 | 150 | \$ 1,500 | \$ 1,200 | 13 | Unlimited | \$ 4,000 | \$ 1,200 |
| 7 | 200 | \$ 1,750 | \$ 1,200 | | | | |

The subscription-based pricing requires an annual commitment that can be paid either monthly or yearly by credit card or ACH debit (no checks). If you own the payroll module **before April 18, 2016**, your subscription is calculated based on **Existing Customer** pricing - which you'll notice is substantially less than pricing for **New Customers** that purchase U.S. Payroll after April 18th.

What Happens Next?

Beginning in May 2016, existing Sage 100 payroll customers will be asked to subscribe to the new payroll tiers prior to your next Sage Business Care Plan renewal. Payroll will be **invoiced separately** and unbundled from the Business Care plan for the rest of your ERP modules .

As part of the notification process and transition, you'll be asked to validate your payroll tier based on the number of paychecks processed. You can move up or down tiers any time prior to your next billing.



Got Questions?

[Get In Touch](#) - we're happy to schedule a call to answer questions and clarify the changes.

Product Update 1 for Sage 100 2016 Now Available

The first product update for Sage 100 2016 (aka 2016.1) was released on March 9 and is now available. In addition to minor glitches and bug fixes that are typically addressed with each product update, a handful of new features were added including:

- **Fixed Assets** is now available in the SQL framework
- For customers using [Sage Payment Solutions](#) for credit card processing, a new in-product **payment center** provides better transaction visibility right from within Sage 100.
- New fields and screen sizing options in **Custom Office**

Download the [What's New Document](#) for full details.

Sage 100 Supported Versions Update

The Sage 100 supported versions matrix has been updated. The only two versions with full support **and** planned future product updates are 2015 and 2016. Product updates for all other versions have ceased and phone support for Version 4.5 ended in September 2015. Phone support for Version 2013 is scheduled to retire in September 2016.

[Get full details](#) at the Sage Support knowledgebase online.

| Sage 100 (Standard, Advanced, Premium) | 2016 | 2015 | 2014 | 2013 | 4.50 |
|--|----------|---|---|---|---------------------|
| Release date | Nov 2015 | Apr 2015 | Feb 2014 | Dec 2012 | Aug 2011 |
| Phone Support (Retirement Date) | Yes | 9/30/2018 | 9/30/2017 | 9/30/2016 | 9/30/2015 |
| Year end IRD updates (AP and Payroll as needed to support State and Federal eFiling)* | Yes | 12/31/2017 (Use eFiling and Reporting)* | 12/31/2016 (Use eFiling and Reporting)* | 12/31/2015 (Use eFiling and Reporting)* | 12/31/2014 |
| Tax table updates (TTU) | Yes | 12/31/2017 (2018Q1) | 12/31/2016 (2017Q1) | 12/31/2015 (2016Q1) | 12/31/2014 (2015Q1) |
| Product updates | Yes | Yes | Nov 2015 | 10/31/2014** | 6/30/2013** |
| Hot fixes *** | Yes | Yes | 12/31/2016 | 12/31/2015 | 12/31/2014 |
| Online support knowledgebase | Yes | Yes | Yes | Yes | Yes |

Customer Upgrade Guide from Version 4.4 Through 2016

A new Sage 100 customer upgrade guide is now available that provides a detailed summary of all product changes from Version 4.4 all the way through to the current version 2016. This 214-page document provides a list of workflow changes, new features, compatibility notes, checklists, and everything else you need to ease the process of upgrading your Sage 100 software - regardless of whether you're fairly current or haven't upgraded in years.

[Download the Customer Upgrade Guide](#)

SAGE SUMMIT 2016

Featuring Sir Richard Branson

Sage recently announced that one of the featured speakers at Sage Summit 2016 will be Sir Richard Branson - "The Rock Star of Entrepreneurship."

[Sage Summit](#) is the premier annual conference that Sage hosts for its customers and business partners. This year's conference will be held in **Chicago** from **July 25th - 28th**.

With expected attendance of nearly 20,000, Sage Summit 2016 is being touted as the world's largest gathering of entrepreneurs and small to mid-sized businesses.

Registration is Now Open!

Go online to check the agenda, review product workshop sessions, or register for Sage Summit 2016.



[Sage Summit Agenda & Registration](#)

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.



www.bcainc.com

8813 NW 23 Street

| Miami, FL 33172

| (305) 477-9515