sage
software

Your business in mind.

SAGE MAS 90   SAGE MAS 200

ACT! BY SAGE CONTACT MANAGER

ACT! BY SAGE BENEFITS

- Improve business relationships
- See the big picture
- Never miss a meeting
- Access critical information whenever/wherever
- Manage the sales process throughout the entire cycle
- Easy to use.

USING ACT! WITH SAGE MAS 90 AND 200

- Synchronize data
- Launch Sage MAS 90 and 200 tasks from within ACT!
- Customize data mapping between ACT! and Sage MAS 90 or 200
- Keep a history in ACT! and Sage MAS 90 or 200 transactions
- Security

As a sales-oriented company, your most valuable asset is your customers. New sales are hard to come by, so taking care of existing customers and servicing their needs is vital to your success. Using ACT! by Sage contact management software alongside your Sage MAS 90 or Sage MAS 200 ERP system can be a significant benefit to your customer service and sales performance.

By leveraging the strengths of two industry leaders, your company can gain access to a series of unique options. For instance, workgroup users operating within ACT! can issue sales orders, perform customer inquiries, or view detailed orders and invoices. In effect, the two products allow you to connect the two halves of your business—your front office, which includes your sales force, and the heart of your business, your accounting system.

Bi-directional data transfer is available throughout and can be utilized to maximize efficiency within numerous aspects of your company. It's a complete front office-back office solution that can boost your company to the next level of profitability.

Sage MAS 90 and Sage MAS 200
ACT! by Sage Contact Manager

FEATURES

Improve Business Relationships	ACT! puts important customer information at your fingertips. You'll be able to keep track of every conversation, completed activity, instantly recall meeting notes, access customer Web sites with just one click, and much more. By knowing the fine details of your business relationships you can achieve increased sales and customer loyalty.
See the Big Picture	ACT! provides you with an overall view of your company and its sales process. Manage groups of customers by interest, company, account, project, and more. Create subgroups based on organization structure, location, function, or a customized method. As a result, you can make more effective and informed management decisions.
Never Miss a Meeting	In a fast-paced business world it's essential to stay organized. ACT! maintains an electronic schedule for meetings, phone calls, and tasks; it can even be set to notify you with an alarm so you'll never forget.
Access Critical Information Whenever/Wherever	Even if you're on the road, you never have to be without your critical information. ACT! lets you download your latest contact information — like names, numbers, and activities—right into your Palm OS handheld device. You can also stay productive and up to date, whether across town or across the country, by taking advantage of the ACT! synchronization features.
Manage the Sales Process Throughout the Entire Cycle	ACT! provides an intelligent graphical sales funnel that allows you to meet your goals with confidence—forecasting each and every opportunity. The software also offers powerful, customizable reporting tools for in-depth analysis of sales results. Or, to help you close more sales, take advantage of built-in sales tips and expertise authored by the Dale Carnegie Training Institute.
Easy to Use	ACT! boasts a graphical navigation bar that makes selecting and viewing your data easy. Use the 70 predefined fields or create custom fields to track vital contact information. Plus, you can find any customer quickly by using keyword searches. From top to bottom, ACT! has been built to be user friendly.
Synchronize Data	Data can be synchronized between the ACT! database and the Sage MAS 90 or 200 database. The synchronization can be made for an individual contact or in batches. This bi-directional data transfer ensures all involved parties are kept up to date, saving valuable time. You can choose which direction the data flows for each individual field.
Launch Sage MAS 90 and 200 Programs from within ACT!	ACT! users will have the ability to launch the following Sage MAS 90 or 200-specific tasks from within ACT!: • Customer Maintenance/Inquiry • Sales Order/Quote History Inquiry • Inventory Inquiry • Invoice History Inquiry • Sales Order Entry/Inquiry • Return Merchandise Authorization Inquiry
Customize Data Mapping	The Data Mapping option allows the Sage MAS 90 or 200 customer and contact fields to be mapped to the equivalent ACT! contact data fields for data transfer and synchronization.
Keep a Detailed Transaction History	Records are kept within the ACT! note database for specific tasks run from the ACT! menu. Examples include new sales orders, deleted sales orders, and edited sales orders. You can go back at anytime and review this information, providing more effective customer service and increased sales productivity.
Security	The ACT! Link protects your vital accounting information. Full Sage MAS 90 or 200 security will be in effect whenever an ACT! user tries to access a Sage MAS 90 or 200-specific task. In addition, the ACT! Link Setup Options and User Preferences allows for additional restriction of certain tasks.

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