

Newsletter - October 2011



What a weekend we have just had! The All Blacks finally managed to win the Rugby World Cup after 24 years, playing a very close and exciting match against France. The result was certainly what the country had hoped for. Let's hope that positive feelings due to the win help with the current challenges that the country faces.

One of the interesting things for me was the number of non-rugby people who have watched rugby over the last six or seven weeks, and the way the entire country has embraced the tournament. It was a truly great bit of marketing the way the minnow teams were backed, and upon their exit, this support transferred to huge backing for the All Blacks. Perhaps it was due to the uniting effect of a common cause, but it was nice to see the New Zealand public supporting this team, and all its players, especially as serious injuries threatened to derail the campaign.

Let the celebrations continue!

Passage Software has had their distribution agreement terminated by Sage Pastel International as of the 1st of October 2011. One would have imagined that this would have meant that no new sales campaigns would be launched upon our end users, however, many clients will have received a variety of upgrade offers. I am told that their ability to sell Sage 50 upgrades will stop on November 15, 2011, with final severance on 4th January, 2012.

As usual, Bean Counters Ltd will match any offer the Passage Software may make (and we will always supply certified, traceable Sage 50 software). Please talk to me before considering any offer from Passage.

The normal list price for the current upgrade is \$1475. Passage Software has been offering the upgrade for \$1750 less 30%. I am uncertain if they are supplying a NZ GST program with their upgrade, and after the distributorship ceases they have said that they will not be supporting Sage products.

To be competitive, we have negotiated special pricing with our supplier. We can now offer the Sage 50 2012 / v18 upgrade for \$1150 + GST. This offer is only available until November 15, 2011, and following this we are unlikely to be able to obtain the upgrade at the same pricing. I believe that this represents excellent value.

The upgrade as supplied through Bean Counters Ltd and Adept Distribution includes the following:
Sage 50 2012 / v18 (plus free updates released during the life of the software)
Adept NZ GST Tax Program
Adept NZ Depreciation Program
Adept Viewer Mid

Sage 50 Software Upgrade

Sage 50 2012 / v18 is now available.

Upgrade Cost:	\$1150 + GST
Pricing valid until:	15 November, 2011.
Availability:	2-3 days for Activation Keys, 2-3 weeks for delivery of physical software

Why upgrade?

Most users are on v15 / 2009 and the new features included over the three versions make this upgrade well worth considering. See the following pages for a full list of all the new features included since Sage 50 2009.

It is certified to be compatible with Microsoft's 64bit Windows 7 operating system, and more and more new computers will be based around this platform as older Windows XP PCs are retired from service.

From a support perspective, it is much easier to support a common version, and reports written using the latest version may not run correctly with older versions.

New Features in Sage 50 2012 / v18

As always, you'll still be able to make light work of your day-to-day accounts, but now you'll also be able to take advantage of the following new features.

- **Lock Date - Prevent users from back dating postings prior to a given date.**

Sage 50 2012 will allow you to prevent postings being made before a given date. Typically this would be the end of the last month although it can be any date that you like. The purpose of this is to ensure that entries are not made that would affect reports that have already been presented to management. Using Access Rights you can control which users are permitted to override this lock.

- **Chart of Accounts - Improvements to the Chart of Accounts.**

A new preview pane will allow you to see a mockup of the layout of your Profit & Loss and Balance Sheet while you are editing the Chart of Account. In addition, there is a new Taxation category that will allow you to show your profit both before and after taxation. Initial setup is easier as well, with new layouts for business type such as Sole Trader, Partnership, Limited Company and Charity.

- **Quick Search - A quick way to search the Sage data files.**

All the main ledgers now have a quick search box. Type in a word that you want to search for and click the Quick Search button to get a list of matches. A Clear button allows you to quickly return to the full list. It's not as comprehensive as the Adept Sage 50 Viewer program, however it's a big improvement on previous options.

- **Quick Print - Print your documents with a single click.**

You can now define the default layout to be used with Invoices, Sales Orders, Quotations and Purchase Orders. A new Quick Print button on the tool bar will then allow you to print a document using the default layout with a single click.

- **Support Homepage - A centralised product and user information resource.**

All the information that was previously available from the Help About menu option has been consolidated on to one easy to use screen. In addition there is a lot of additional information, some of which was inspired by the Adept Sage 50 Health Check add-on.

- **Easier Installation - Enhanced Sage 50 2012 installation and registration procedures.**

Improvements include a new network installation routine that will even create the network share for you. The Sage 50 2012 Getting Started Guide is available here:

http://www.adeptcom.co.uk/updates/v18/getting_started_with_sage_50_accounts_2012.pdf

- **Sage 50 on Steroids! - Significant performance improvements many key areas of Sage 50.**

Improved productivity and efficiency for users, particularly in a multi user environment in addition to improved software stability and integrity.

Recommended Computer hardware for Sage 50 2012

Processor speed 2Ghz processor or higher

RAM (Memory) 1Gb RAM - Windows XP

2Gb RAM - Windows Vista, Windows 7, Windows Server 2003 / 2008, Small business Server 2011

4Gb RAM - All PCs with a 64 bit operating system

Free disk space 10GB of free disk space

Network speed 1Gbps (100Mbps minimum)

Features first included in Sage 2010 / v16

- **Data Import Wizard**

The data import function in Sage 50 Accounts has been upgraded to provide customers with a much easier to use Wizard function, supporting both CSV and Microsoft® Excel files. You can now match any column in the data source to any of the pre-defined columns in the relevant table in the Sage 50 data files. Matching maps can be saved for later recall.

- **Record Till Takings in a pre-defined bank account, and then record the banking of the takings using Bank Transfer.**

You can now record your till takings, then record the banking of those takings using bank transfer.

Features first included in Sage 50 2010 / v16 - continued ...

- **Add a bar code entry to your product records**

On your product records you now have the facility for entering a bar code character string, suitable for subsequent bar code reader usage on a Product Bar Code print-out using Report Designer. This string of characters may represent a warehouse location, picking list, BOM structure or other appropriate application.

- **Improvements to payment processing usability**

Numerous improvements have been made to software usability in customer receipts, supplier payments, batch payments and recurring entries. New features include credits created and automatically allocated, directly from invoices.

- **Sage Pay functionality now extended to Refund Management and emailed invoices, letters and statements**

Using Sage Pay Direct Refund to make standalone refunds back to a credit card, without having to link to the original payment, it is now possible in both the Customer Refund and Customer Credit Note functions in Sage 50 Accounts, to make a Sage Pay refund to customers.

- **Improvements to Flash-based Tutorial Simulations**

Effort has been made in this latest release to enhance the viewer interaction, when viewing the numerous tutorial simulations, accessed from Help > Tutorials.

- **SData Services providing integration between Sage applications**

The provision of SData Services in this release provides the potential to turn your Sage business applications into web servers, sharing business information across your various Sage applications, thus providing new business opportunities.

Features first included in Sage 50 2011 / v17

- **Bank reconciliation**

While reconciling a bank account you can now add customer receipts or refunds as well as supplier payments and refunds to adjust your records. The Retrospective Bank Reconciliation report has been updated so that it now looks like a bank statement. A progress bar is displayed while your software is performing a reconciliation.

- **Emailing documents**

Emailing certain documents has been simplified.

- **Sage Pay**

You can now import your web sales from your Sage Pay account to Sage 50 Accounts. By downloading payments from your Sage Pay account your software now creates invoices and updates your accounts for you.

- **Charities (non-profit organisation)**

A Profit and Loss and a Balance Sheet report can now be generated for each fund. Also, by choosing the chart of accounts for Charities when you install your Sage 50 Accounts, your software is automatically set for the needs of a non-profit organisation.

- **Favourite views**

You can now set the software so that each time it opens it displays the area you use most often. You can also set your financial ledgers to display in list form, as a process map or as dashboard information.

- **Practical changes to several areas**

Accounts Plus and Accounts Professional only: The Disputed Items window now displays transactions for the first account highlighted from a list of customers, which can be selected from either the Chase Debt or Customer List.

Journals now include an Ex ref column, which you can use to add more details about a journal.

The customer, supplier and nominal activity windows now include the department associated with the listed transactions.

Deposits and GST - some guidelines

GST arises at the earlier of a payment or an invoice being issued. If you receive a deposit by way of a progress payment, you are required to pay GST on it.

Those on a payment basis will not have a problem, but if you are using the invoice or hybrid basis, it will be different. Using these systems, you bring into account the total money owing to you when you do your GST return. If you have received such a deposit and this is showing as a credit in your debtors ledger because an invoice has not been raised, you would need to add this back on to the debtors ledger balance to get the full amount of money owing to you from that progress payment.

You will already have paid GST on the deposit, so don't forget to adjust back again once you have raised an invoice.

Smart ideas with smart phones

A London contact has commented on the number of press advertisements which include a symbol you can scan with your smart phone.

The symbol is called a QR (quick response) code and is a piece of marketing genius. It can take you to the advertiser's website, to a YouTube video of the product, show the advertiser's phone number or a map of the advertiser's location, prepare an email, provide details for your phone's contact list, and probably a lot more that people haven't yet thought about.

If you're a real estate agent, you could direct potential buyers to on-line images of the house you're selling. You might consider putting the code on your business card so clients with smart phones can find out how good your service or product really is!

The codes haven't really caught on in New Zealand yet, but with more people using smart phones, it's probably only a matter of time. I have already noticed that more advertisements are starting to include the QR code, so it won't be long before its use is widespread, especially as people realise how easy it is to just "click" through to more information.

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Best regards,
Shane Durrant

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October 28 2011

1st Instalment of 2012 Provisional Tax for those who pay GST twice a year (All March balance dates)

January 15 2012

2nd Instalment of 2012 Provisional Tax (March balance dates) and student loan interim payments
GST for November 2011

A good case for buying locally...

If you are in the business of selling New Zealand-made products and have to compete with goods from overseas, here is a story from a client for you.

"Two small parts on our shower slide broke so I contacted Methven to ask if there were spare parts available. After all, the shower is now four years old. Their customer services technician e-mailed today to say they no longer have parts for my design of shower. However, he had a scratch around the warehouse and found some lying around. He has couriered them to me at no charge. That is why it is worth buying Kiwi-made products."

Contrast this with another client who couldn't use her oven for five months because parts had to come from Germany and there's no incentive for the supplier to hurry sending them.