



*This communication is provided to our clients, other current and prospective users of the MAS 90 or MAS 200 software, and our accounting and technology partners. To remove your name from the mailing list reply to this e-mail and type 'remove' on the subject line.*

Dear MAS 90 or MAS 200 User,

The **January-February 2005 (P1) edition of the \*info Newsletter** is available on our Web site, [www.inetbusinesspartners.com/starinfo/mas90/p105/email.html](http://www.inetbusinesspartners.com/starinfo/mas90/p105/email.html). The lead article, entitled "Taking the Initiative", highlights tools built into or available to MAS 90 and MAS 200 that help you meet business challenges and stay ahead of the competition. Another article describes how you can protect your company from counterfeit, fraud and identity theft. While on the Web site's home page review the previous six editions that include loads of useful information.

**MAS 90 Version 4.0/4.05 Upgrade** – I am pleased to report that practically all of our clients have upgraded to version 4. All upgrades have been relatively smooth with no big surprises or 'gotchas'! Some clients who waited until late in 2004 upgraded directly to 4.05. For those who are still on 4.0, upgrading to 4.05 is very easy and can be done with minimal assistance from us. However, check with me first just to make sure there are no issues, (e.g., custom modifications, FRx, etc.). For the few who are still on 3.71 or lower, there is no likely reason to further delay upgrading to 4.05. Keep in mind that 3.71 will no longer be supported by Best after the 4.1 release.

**MAS 90 and MAS 200 Pre-release Guide to Version 4.1** – This roadmap to the immediate future of MAS 90 has just been posted for review by Best business partners. It is subject to change but still provides a pretty accurate picture of what to expect when 4.1 is released late this summer. The major emphasis is on extending the new underlying technology and user interface that you see in the general ledger to accounts receivable, sales order, RMA, and bank reconciliation, as well as adding to the specific functionality of these modules. The document will be available on our Web site for viewing and downloading when Best makes it generally available.

**Customer Referral Program, Win a \$100 Gift Certificate...and More** – We love sales referrals from our clients and business partners. Sales are what helps us stay in business and grow, so we will be around to continue providing good service. We are also actively seeking to acquire other companies that use MAS 90 as support clients. Because of some volatility among the local resellers there are MAS 90 users who are seeking a stronger, more reliable support resource. For referring us to either a new MAS 90 prospect or potential support client we will award the responsible person a \$100 gift certificate to spend at the Cherry Creek Shopping Center. All you have to do is contact the prospect and ascertain their willingness to talk to us, and then call us. Should a new MAS 90 candidate decide to purchase the software, we will pay your company a flat 5% fee calculated on the product purchase price upon consummation of the sale. This could be \$1000 or more.

**Is Managing Sales Taxes a Pain in the...?** Managing the sales tax function in most companies is a necessary but often frustrating and thankless effort. This is especially true in Colorado where we have something of a jurisdictional jungle. If you have sales locations in other states, the problem is magnified. MAS 90 has a very strong sales tax function, but keeping up with the tax laws and rates, and applying these within the software can be a real

chore. At last, Best has come up with a couple of real winning alternatives that take much of the drudgery and uncertainty out of sales tax management. One is the Vertex Sales Tax RateLocator, desktop software that maintains the rates and taxability rules for all states and local jurisdictions in the US. and Canada. The MAS 90 user still has to manually enter the information into the sales tax tables; however, the introduction of an import routine seems likely in the near term. The other alternative is AvaTax, a relatively new Web-based service, that does all that Vertex does but also integrates with MAS 90. The MAS 90 user simply enters 'AVATAX' as the tax schedule associated with a customer, ship to location, or vendor and the correct sales tax calculations are returned to the sales order, invoice, or vendor invoice. AvaTax provides detail reporting to support filing sales tax returns to the appropriate jurisdictions. For more information click on the following Web links or call us.

**Vertex** [www.vertexinc.com](http://www.vertexinc.com) Evaluation copy [bestsoftware@vertexinc.com](mailto:bestsoftware@vertexinc.com)

**AvaTax** [www.avalara.com](http://www.avalara.com) Navigate to a demo site and complete information

The Vertex solution costs a flat \$1000 per year, and there is a special (see below) through the end of March. The AvaTax solution, which offers more functionality, is priced on a transaction volume basis with a one-time setup charge of a few hundred dollars. It will cost \$1200 a year and up, depending on transaction volume. These costs seems very reasonable considering the labor intensity of this area. But also consider the potential liability of a sales tax audit and the peace of mind of having your sales tax house is in order.

### **MAS 90 and MAS 200 Existing Customer Promotions**

- Last Chance Upgrade Special for Character-Based Level 3.x Customers!
- **15% off Job Cost and Job Cost Extended Solutions - Extended through 2/28/05**
- \$400 Per User Credit with Upgrade from MAS 90 to MAS 200
- Save \$200 When You Purchase F9
- **15% off the New Vertex Sales Tax RateLocator**
- **20% off All Paperless Office Extended Solutions, Plus Free Electronic Forms Delivery with Purchase of Paperless Office Forms**
- 15% off Sales Order, Credit Card Processing or Any Sales Order Extended Solutions
- Save 15% When You Upgrade to a Gold or Silver Support Plan
- Get 15% off Abra Workforce Connections
- Purchase SalesLogix and Get \$75 off Per User

I thank you for accepting our bi-monthly newsletter and cover letter. I hope it conveys some useful information. Please let me know if you would prefer receiving it in hard copy form by regular mail.

Sincerely,



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