



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.

September 2005

Dear MAS 90 or MAS 200 User,

MAS 90 and MAS 200 Version 4.1 – There is nothing new to report on the 4.1 release. As far as we know, Sage will begin shipments in late September. The 4.1 release brochure with the list of enhancements is available on our Web site for viewing and downloading at http://www.inetbusinesspartners.com/docs/mas90_200_4.1_brochure.pdf. Again, our general advice on installing 4.1 is not to be too hasty, but wait until the first collection of program fixes comes out in a couple of months. However, if you see some new features that will really help your business, proceed by all means. The upgrade itself will not be as technically challenging as going to 4.0 or 4.05 was initially. Once we get our hands on it and evaluate the installation process, we will dispense some additional advice. You can anticipate some additional work and delay if you have custom modifications in sales order or accounts receivable.

Paperless Office - We have talked before about the capability of greatly reducing printing and paper handling in MAS 90 and MAS 200, but there might have been too much detail in the old newsletter to get the message across. Simply stated you can save practically all documents in PDF format including accounting journals and registers, source documents, purchase and sales orders, invoices, statements, checks and stubs, and period end processing documents, and then be able to deliver these electronic documents by e-mail or fax. The capability is provided by a family of extended solutions. The particular extended solution or combination thereof depends on what you want to do. To learn more go to <http://www.bestsoftware.com/mas90/extendedsolutions/>, and type 'paperless office' in the search field. Please call if any of these interest you and we can arrange a demo. Also, note that there is a promotion through the end of September; purchase a two- module bundle and receive \$2,265 off the total price.

MAS 90 and CRM - Customer Relationship Management (CRM) continues to provoke a lot of interest. Sage Software offers three products that should meet the requirements of most small- to mid-size companies. At the low end is ACT!, more accurately a contact management application, but one with many features to keep track of customers, prospects and other contacts. At the high end is SalesLogix, a full-bodied, multi-featured application that handles sales management, marketing, and help desk functions. More recently Sage has announced Sage CRM, which was developed by ACCPAC, since acquired by Sage. This package is a full-featured CRM that can be deployed as a local network application or over the Web. It is priced somewhere in between ACT! and SalesLogix. All three packages are capable of being integrated with MAS 90 and MAS 200 through a Sage-supported or third-party bridge. Beginning in late 2006, Sage CRM will be integrated with MAS 90 and MAS 200 and offered as an additional module (watch for MAS CRM). For more information including demonstration software and on-line demos go to the following link and select Contact Management or Customer Relationship Management. If you have specific and or immediate interest, please call. <http://www.bestsoftware.com/products/index.cfm/tab/2/customer/2>

Program Patches - Did you know that program fixes are periodically released for MAS 90 and MAS 200 for all versions back to 3.60? Patches are released for the most recent version more frequently. These fixes can be downloaded directly from Sage Software. **WARNING:** Before ever applying these patches make sure you check with your Sage Reseller to verify that you have no enhancements (loading the patches might disable certain enhancements depending on what areas of the program the patch affects). To access the Sage download site click on the link below or go to our Web site and click on the MAS 90 and MAS 200 Program Patches on the home page. Save the zip file to your desktop or to a special 'fix' folder in your MAS path, open the file, browse to the MAS90 folder and unzip the files.

<http://support.bestsoftwareinc.com/mas/query/index.cfm?action=tipsearch>

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.

MAS 90 and MAS 200 Existing Customer Promotions Through September 30, 2005

- * Save \$2,265 on Paperless Office Extended Solutions Two-module bundle
- * 10% off One, or 15% of Two or More Sage MAS 90 or 200 modules
- * Save \$100 on User Credit with Upgrade from MAS 90 to MAS 200
- * 20% off Purchase of Accounts Payable or Bank Reconciliation Extended Solution Products
- * Save \$500 on Silver and \$800 on Gold Support Plan Upgrades
- * Save 20% on Lapsed ClientCare Plan Renewals - Plus 20% on a MAS 90 or MAS 200 module of choice

Sincerely,



Lee Bengston, President
Lee@InetBusinessPartners.com
303-780-7388