



Autumn Newsletter.

Autumn 2017

What To Expect:

- Sage 200c Professional is here...
- Great Notts Bike Ride - We did it!
- On Cloud Nine After Salesforce Success
- Meet the newest members of team Solutions
- Sage 50c summer release launch
- Sage 200 Purchase Ledger Security Module - Solutions Additions

Sage 200c Professional is here...

Sage 200 v 2017, known as 'Sage 200c' –is here, after months of anticipation! The latest version of the market-leading Sage 200 was released in August. Due to our fantastic relationship with Sage, we are thrilled to give you an insight into the latest features.

Sage 200c has three key themes:

- Connected data
- Customer experience
- Simplicity

Sage are very keen on making all upgrades and software improvements reflect user feedback. Customers have made it clear that simplifying business processes are key. Improving the user experience on a daily basis is paramount and as a result, the key features in the latest release include:

Sage Bank Feeds:

High quality, secure and timely bank data flows directly into Sage 200c.

Simplified Invoicing :

Allows you to raise invoices without having to go through Sales Order Processing. This has been requested by many upgrading Sage 50 users and has been the missing link between Sales Order Processing and Sales Ledger.

Error correction functionality :

Enables you to amend mistakes that are made as a result of transactions posted in Sage.

Click Once Installer:

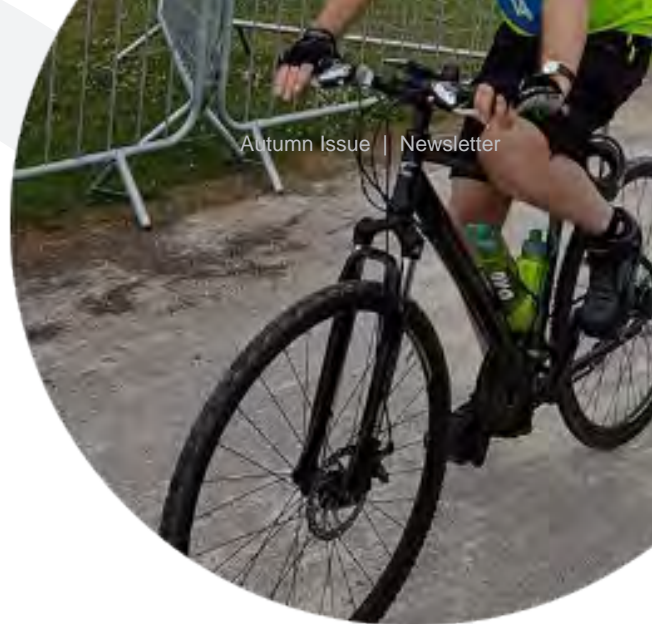
Improve the entire install and upgrade process with 'click once' technology functionality, enabling easier and more time effective future upgrades. Sage 200c will also introduce the integration with Microsoft Office 365.

Not a fan of waiting a whole year for a new release? Fear not! With Sage 200c there will be more regular updates to benefit your business.

For more information regarding Sage 200c, please contact our experts on 0115 840 5075 or enquiries@solutionsforaccounting.co.uk

Register now for our Sage 200c launch seminar on 20th September 2017 at our Nottingham HQ - solutionsforaccounting.co.uk/events - Don't miss out!

Great Notts Bike Ride 2017



We did it!!

On 25th June 2017, 19 members of team Solutions got kitted up in lycra, helmets and padded shorts to cycle a mixture of 25, 50 and 75 miles across the Nottinghamshire countryside to raise money and awareness for the fantastic charity – Nottingham Children’s Hospital!

Some of the more dedicated members of team Solutions trained hard for this event, others just managed to wing it on the day – what could possibly have gone wrong? Prior to the event, we already had two fairly major bike related injuries, one resulted in a broken elbow and ribs, and the other in a hip replacement so, as you can imagine, the rest of us were dubious to get out on our bikes – that was our excuse anyway!

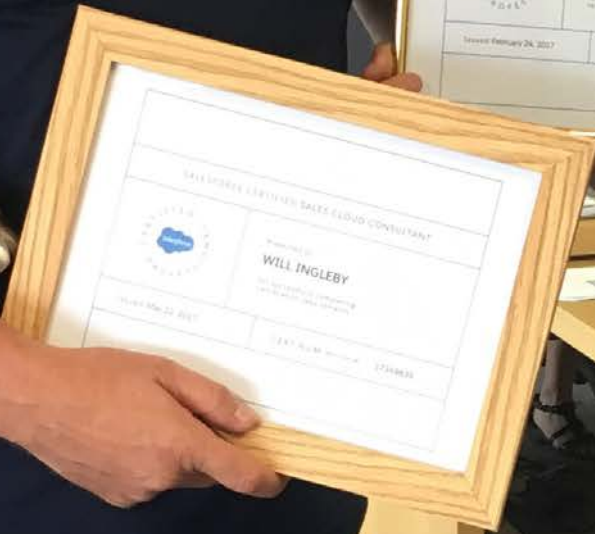
Thankfully, the day was a LOT cooler than the previous week, but despite the cloud and a few spots of rain – a number of team Solutions members still managed to catch the sun – badly! To add to this, one person did turn up to the Great Notts BIKE Ride – without a bike!! Needless to say this person will be getting stick for the foreseeable future.

Nottingham Children’s Hospital are a local charity, part of Nottingham University Hospitals NHS Trust. The charity’s goal is to make a child as comfortable as possible during their stay in hospital, this is inevitably a distressing time for both the patient and their family. The work they do is amazing and very well recognised.

So far we have raised just over **£2500**, please help us to beat our target.

There is still time to sponsor us! Go to virginmoneygiving.com/teamsolutions – your generosity is greatly appreciated.





On Cloud Nine After Salesforce Success!

Congratulations to our CRM Consultant, Stephen Stubleby, and Sales Director, Will Ingleby, who have become Service Cloud and a Sales Cloud Consultants. For Stephen, this prized accreditation has been won after many months of study around the Service Cloud and Sales Cloud modules and many years of experience as a Salesforce practitioner. Will has been a CRM evangelist for over 15 years, and a long-time Act! and Sage CRM practitioner, so the Salesforce accreditation seemed like a sensible progression.

As a committed CRM specialist and a firm advocate of Service Cloud, Stephen is delighted with his achievement. *"The certification examination was probably the most rigorous test of technical and industry knowledge that I've ever faced. They don't give these certifications away to just anyone, so I'm really pleased to have proven my capability and earned the T-shirt!"*

He is now looking forward to fully utilising his credentials as Solutions extends its Salesforce business activity from Sage Live implementations to fully enabled business-wide Salesforce CRM solutions. *"I've been working with Salesforce for years as a systems administrator, but this accreditation has certainly put an extra spring in my step. I'm really looking forward to leading on our next implementation of a customer service solution."*

Salesforce Service Cloud is a module within the world leading customer relationship management (CRM) platform to empower customer service and support operations. Service Cloud allows users to automate service processes, streamline workflows and find key articles, topics and experts to support the agent. Service cloud can 'listen' and respond to customers across a variety of social platforms and automatically route cases to the appropriate agent. Escalations assist with the management of cases in a timely manner, ensuring that Support Level Agreements (SLAs) are adhered to. Service Cloud is fully integrated with the Salesforce CRM solution suite, meaning that all employees who depend upon rich data to support their activities have a 360 degree view of customers.

Having made the grade though, Will's now chuffed that he invested the effort. *"I'd have to say I actually enjoyed revising for the exam. I was able to draw upon years of experience with other CRM systems and Sales and Marketing practice. Salesforce is very logical and powerful, and everything about Sales Cloud made sense to me. As I was preparing for the exam, I couldn't understand why they'd made it so hard, but now its behind me I really feel as though I've achieved something special and I feel well equipped to help support our clients' Sales Cloud implementations."*



For more information regarding Salesforce or Sage Live, please contact our experts on 0115 840 5075 or enquiries@solutionsforaccounting.co.uk

Register now for our CRM seminar on 11th October 2017 at our Nottingham HQ - solutionsforaccounting.co.uk/events - Don't miss out!

New members of Solutions



Hollie Taylor

Hollie joined Solutions as Apprentice Accounts Administrator. She is looking forward to dealing with suppliers, contracts and billing as well as her day to day interaction with customers.



Mark Waghorn

Mark joined Solutions as a Sage Consultant. He now helps grow the already expanding client base for Sage 200 that we have here at Solutions.



Lee Dove

Lee joined Solutions as an IT Technician. He helps keep the business running smoothly by fixing any problems we may have with our internal computer or network systems.



Gareth Bezant

Gareth joined Solutions as a Sage Consultant within our Projects and Implementation team. His role is to guide customers through the installation and training stage with their software.



Takunda Mushambi

Takunda (aka 'T') joined Solutions as an Apprentice Support Technician. He is looking forward to being on the front line and helping our customers with over the phone support.



Tom Jones

Tom has also joined Solutions as an Apprentice Support Technician. He is looking forward to settling into the role and building a rapport with customers, enabling him to give top quality support.

Sage 50c - Summer Release

It's that time of year again – the latest version of Sage 50c has been released and we are keen to introduce you to the new features, enhancing your Sage 50 experience.

Sage 50c is now integrated with Go Cardless to help tackle poor cash flow and late payments, a primary problem for most SMEs. This new feature allows you to be paid on time, every time, via direct debit.

Sage 50c has added automated bank rules that allow data to seamlessly flow into Sage 50 that matches your Sage 50 data. This makes the process far more time efficient and dramatically decreases the risk of mistakes and time spent amending them.

Following feedback from users and evaluation of performance, the length of some fields in Sage 50 have been increased.

This allows for more detailed, developed descriptions and references leading to improved communications.

To further improve the ease of use, direct debit suppliers from payment runs have been removed. By allowing the user to mark a supplier as 'paying by direct debit', they won't clutter the payment runs, making it easier for the user to deal with them, improving time efficiency and avoiding paying a supplier by mistake.

Sage have also implemented a feature to enable flagging old or unused bank and nominal accounts as 'inactive' to hide them from main lists so the user can focus on what matters to their business.

All these new features are designed to make life easier for the user by saving both time and money.

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Sage 200 Purchase Ledger Security Module

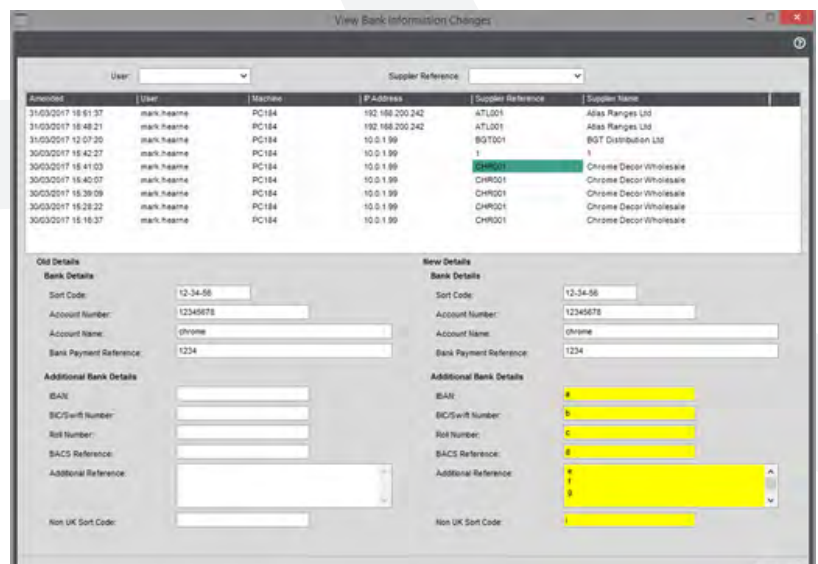
This is one of the latest modules released by our Solutions Additions development team. The module adds a layer of security to the Purchase Ledger in terms of storing supplier bank details and authorising payments to suppliers, providing extra security and traceability.

Features:

- Modifications to screens to remove the Bank tab from Supplier Account details pages.
- Bank information is stored on a new form which is 'read only'.
- Bank details can still be amended but any changes will be logged.
- An authorisation step added within Period End Routines means payments cannot be made until they have first been authorised.
- A supplier can be marked as 'authorised for payment' by selecting all of the transactions or individual transactions.
- 'Save as Draft' feature allows you to save your authorisation selections.

Benefits:

- Improves security for bank information and provides traceability where changes are made.
- 'Read' only bank page means staff can still access information.
- Saves time on processing payments by enabling you to go back to a previously saved draft.



For more information regarding our Sage 200 Purchase Ledger Security Module, please contact Kathy Warner:
kathyw@solutionsadditions.co.uk or 0115 840 5075



sage

Business Partner



registered consulting partner