

Sage MAS Intelligence FAQs

Introduction

As soon as Microsoft announced a retirement date for FRx, Sage began researching an optimum replacement solution for our customers. Sage MAS Intelligence has been identified as the ideal FRx replacement product for Sage MAS solutions.

Sage MAS Intelligence offers powerful and easy to use graphical financial reporting capabilities to address your needs. Going beyond your General Ledger reporting needs, Sage MAS Intelligence will provide Business Intelligence across your entire ERP system, including CRM and Abra.

General Product Information

1. What is Sage MAS Intelligence?

Sage MAS Intelligence empowers managers to quickly and easily obtain operations and strategic planning information from their Sage MAS system. Based on the familiar Microsoft Excel application, Sage MAS Intelligence effortlessly creates reports and analyzes data that is vital to growth and profitability. Managers can spend more time focusing on information analysis and interpretation and less time pulling the data together.

2. Is Sage MAS Intelligence a replacement for FRx?

Yes, Sage MAS Intelligence is the Sage product that will replace FRx. In the short term, customers will have the ability to use both FRx and Sage MAS Intelligence. While they have some of the same basic reporting features, there are many advantages of using Sage MAS Intelligence. Additional Business Intelligence solutions are available for Sage MAS 90, 200 and 500.

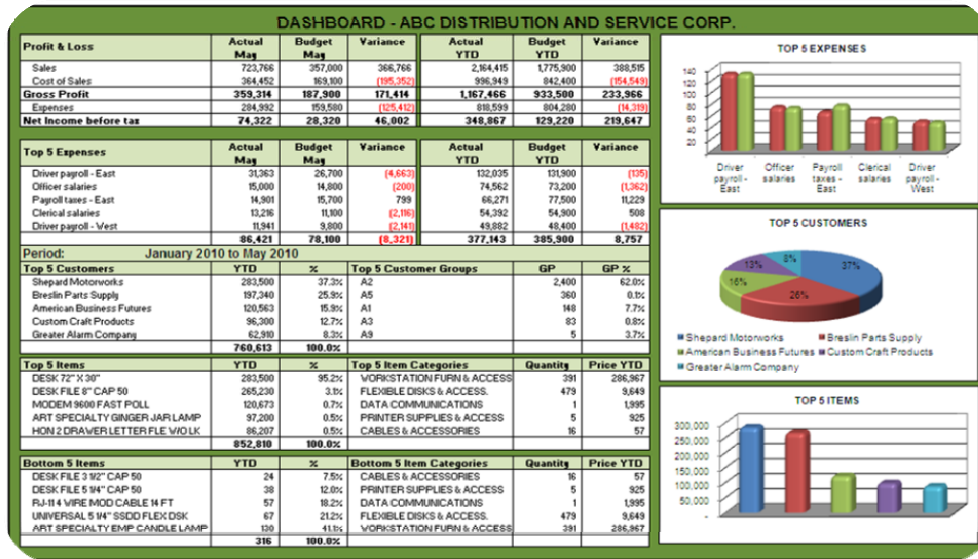
3. Sage MAS Intelligence will be available for what versions of the product?

Sage MAS Intelligence will be available for customers on

- Sage MAS 90 and 200 v4.4
- Sage MAS 90 and 200 Extended Enterprise Suite 1.4
- Sage MAS 500 v7.3

4. Is Sage MAS Intelligence one product, or are different types of licenses and modules available?

Sage MAS Intelligence is available at different user levels and for multiple databases. Report Viewer Licenses can run existing reports to get access to real-time information, and have some basic filter and change parameter editing capabilities including drill down. Report Manager Licenses have the capabilities of Report Viewer, plus basic ability to create new reports, setup parameters, establish new templates, and more. More powerful Report building capabilities are available in the Report Designer module. For access to unlimited multiple disparate databases and consolidating data from multiple companies, an additional Connector Module is available.



5. What is the Sage MAS Intelligence Report Viewer License?

The Report Viewer allows basic editing capabilities such as filtering and changing of parameters, and offers drill-down functionality on existing reports and templates.

6. What is Sage MAS Intelligence Report Manager?

The Report Manager allows the creation of new reports (organizing, creating, editing), as well as to filter and aggregate data. Set permissions and security for reports, and start with a basic set of standard report templates.

7. What does the FREE user with Sage MAS Intelligence allow a user to do?

Each client will get a one User License for the Sage MAS Intelligence Report Manager, which allows a user to:

- Author new reports (organizing, creating, editing), as well as filter and aggregate data based on existing data containers.
- Run, edit and clone the standard report templates for management (financial reports, dashboards, financial trend analysis), as well as general ledger, sales, purchases, and inventory transactional reports
- Set permissions/security on all reports.
- Connection to one ERP company database at a time (if running two or more companies, user can redirect to relevant company connection)

The “free” version provides basic functionality. Please note the following capabilities:

- Connection to one ERP company database at a time (if running two or more companies,

user can redirect to relevant company connection)

- Optional Import/Export functionality requires the purchase of an additional Report Manager License, the Designer Module, or Connector Module
- Optional Report Scheduling requires the purchase of an additional Report Manager Licence or, the Designer Module, or Connector Module
- Connections to other types of databases or more than one Sage MAS company database at a time requires the purchase of a Connector Module

8. What is the Connector Module?

The Connector Module further simplifies financial managers' day-to-day operational tasks, allowing access to the information they need from multiple sources and consolidation of data from multiple companies. The Connector Module allows for consolidations and connectivity to unlimited ODBC data sources, and includes a graphical join tool to simplify database queries.

9. What is the Report Designer?

The Designer provides you with total flexibility to build new templates and reports, tailored to your specific needs. Provide impressive reports showing critical business analytics that your management teams can use to enable insightful decision-making at every level.

10. What are the system requirements for Sage MAS Intelligence?

Since Sage MAS Intelligence utilizes Excel, Sage MAS customers will need to have Excel 2003 or Excel 2007. In order to run the Report Designer, customers will need Excel 2007.

11. Do I need to be aware of any ODBC reporting limitations or restrictions?

Sage MAS Intelligence has a Universal Query Engine that allows unrestricted access to the ERP database, across all modules, tables and fields in the database.

12. When will Sage stop distributing FRx?

Sage will discontinue shipping FRx with new license sales by the end of 2010, and will no longer include FRx in the next release of Sage MAS 90 and 200 (4.5) and Sage MAS 500 (v7.4). Sage will continue support of FRx as part of previous Sage MAS releases, according to the published Supported Versions Policy, available from SageOnline.

13. Will On-Plan and New Customers automatically receive Sage MAS Intelligence?

New and current Sage MAS 90 and 200 customers will receive a single user Report Manager license for 4.4 as an on-plan benefit. New and current Sage MAS 500 customers will receive four single user Report Manager license for 7.3 as an on-plan benefit.

Additional promotional offers may also be made available for purchase of additional user licenses, and connector modules. *Details will be provided soon.*

14. If customers own FRx and begin using Sage MAS Intelligence, will they pay maintenance on both products?

Sage will provide all on-plan Sage MAS 90 and 200 customers with one free Sage MAS Intelligence Report Manager license as an FRx "trade in". When the customer chooses the "trade

in”, maintenance will only be charged for any additional FRx licenses traded for Sage MAS Intelligence licenses. Maintenance will not be charged on the initial free Sage MAS Intelligence license.

Sage will provide all on-plan Sage MAS 500 customers with four free Sage MAS Intelligence Report Manager licenses as an FRx “trade in”. When the customer chooses the “trade in”, maintenance will only be charged for any additional FRx licenses traded for Sage MAS Intelligence licenses. Maintenance will not be charged on the initial free Sage MAS Intelligence licenses.

15. Did Sage develop Sage MAS Intelligence? Is it the same product as Sage Accpac Intelligence, or Sage Simply Intelligence?

Yes. Sage MAS Intelligence is powered by Alchemex¹, and is the same solution used for Sage Accpac Intelligence, and Sage Simply Intelligence. Sage will provide support to customers and Business Partners, and training will be available from Sage University.

16. How do I get my copy of Sage MAS Intelligence? What do I receive?

As a certified Sage MAS Business Partner you will receive a full version of Sage MAS Intelligence, consisting of one Report Manager, one Report Viewer, one Report Designer, and one Connector license. You will soon receive details on how to obtain your copy.

17. How do the Sage MAS Intelligence features compare to FRx?

Sage MAS Intelligence provides more features than FRx, a high level summary is shown below. A more detailed side-by-side feature comparison with Sage MAS Intelligence and other Business Intelligence reporting tools is available on the PFC.

| Sage MAS Intelligence | FRx |
|---|--|
| Builds Reports in Excel | Multi step - build reports in FRx and then export to Excel |
| Access to all modules and data | Access limited to GL data only |
| Multi-company and multi-database consolidations | Multi-company consolidations |

18. Where can I get additional product information on Sage MAS Intelligence?

The Sage MAS Intelligence spec sheet and side-by-side feature comparison are available on the Partner File Center (PFC). Look for additional sales tools coming soon.

Sales Model and Pricing

Sage MAS Intelligence is sold via a mixed sales model of user licenses and add-on modules. This model offers optimal flexibility and allows customers to add additional Intelligence licenses and databases as their needs change and their business grows.

19. Will Business Partners receive tier credit for Sage MAS Intelligence sales?

Yes, tier credit will apply to Sage MAS Intelligence sales.

20. What is the Business Partner margin for Sage MAS Intelligence sales?

Sage MAS Intelligence product margin is up to 30%, and M&S margin is up to 20%.

21. What is the expected pricing for Sage MAS Intelligence?

| | SLP* |
|------------------------|---------|
| Report Manager License | \$1,000 |
| Report Viewer License | \$250 |
| Report Designer Module | \$1,500 |
| Connector Module | \$2,000 |

**Pricing subject to change without notice and may change before product introduction. Sage MAS Intelligence will be added to the detailed price lists posted on the PFC prior to product launch.*

Training and Certification

22. Is Business Partners certification required for Sage MAS Intelligence?

While a separate certification is not required, all Sage MAS Business Partners are strongly encouraged to take the Sage MAS Intelligence class in order to be knowledgeable in the product. Included in the training is how to implement and support Sage MAS Intelligence. The training and specialist track will soon be available on www.sageu.com/partner.

23. What type of training will be available for Sage MAS Intelligence?

Sage MAS Intelligence training will be available by June 2010 for both customers and partners. Initial training courses will include:

- Getting started course (Free) – Anytime Learning
- Jumpstart/Introduction course (Free) – Online Instructor Led Training
- Intermediate course – Online Instructor Led Training
- Advanced course – Online Instructor Led Training

24. Will any Sage MAS Intelligence Sessions be offered during Sage Insights 2010 in May?

Sage has created several sessions related to Sage MAS Intelligence at Sage Insights 2010:

| Session ID | Date/Time | Session Title |
|-----------------|----------------------|---|
| MME 29A | Tuesday 4:30-5:30 | Sage MAS Intelligence – Beginner (Hands-on) |
| MME 29B | Wednesday 8:00-9:00 | Sage MAS Intelligence – Beginner (Hands-on) |
| MME 29C | Wednesday 4:30-5:30 | Sage MAS Intelligence – Beginner (Hands-on) |
| MME125 | Wednesday 8:00-9:00 | ERP Solutions: Solving Top Business Challenges with Business Intelligence |
| MME126 | Wednesday 9:15-10:15 | ERP Solutions: Selling Business Intelligence to your Current Customers |
| MME124-1 | Wednesday 3:15-4:15 | ERP Solutions: Becoming a Power Excel User – Part 1 |
| MME124-1 | Wednesday 4:30-5:30 | ERP Solutions: Becoming a Power Excel User – Part 2 |

¹ * Alchemex is a registered trademark of Alchemex (Pty) Ltd.