

# Industry Solutions Guide

Looking for even more great products to enhance your accounting system? You'll find a variety of solutions in this special Industry Solutions Guide. Our extensive network of development partners offers software solutions designed to enhance and expand the functionality of Sage Accpac and Sage Pro accounting systems. These independent software vendors create complementary products and utilities to meet your industry-specific business needs.

All products featured in the Industry Solutions Guide are compatible with Sage Accpac and Sage Pro solutions. You'll find a wide variety of third-party solutions including fixed assets,

manufacturing, time and billing, service management, and much more. Also included are third-party add-ons that extend the functionality of specific modules, such as Inventory Control and Order Entry.

For more information about any of the third-party products listed below, please contact the development partner directly. To learn more about our full line of third-party products, please visit the Development Partner Solutions Directory at [www.accpac.com/dp](http://www.accpac.com/dp).



## Technisoft Pty Ltd.

[www.technisoft.com.au](http://www.technisoft.com.au)

Level 3 Ste 75 Isle of Capri Commercial Ctr. Tel: +617 55923155  
Isle of Capri, Queensland 4217 Fax: +617 55923255  
Australia

Product Name: Service Manager

Service Manager is the only complete Sage Accpac integrated service and job costing solution. New modules releasing this fall include Sage Accpac CRM Interface, Advanced Maintenance, and Web-enabled modules.



## Groupe AGI Inc.

[www.abaksoftware.com](http://www.abaksoftware.com)

2021 Union Ave., Suite 1200 Tel: 800-820-0161 ext.254  
Montreal, QC H3A 2S9 Fax: 514-499-0871  
Canada

Product Name: Abak Pro

Abak Enterprise 6.5x

Abak is a time-keeping, expense management, project tracking, reporting and invoicing tool. Reliable, user-friendly, it has a powerful interface with Sage Accpac ERP. Professional Services firms appreciate the software, its robustness and its reliability. New this year: workflow, Microsoft SQL Server version. Visit [www.abaksoftware.com](http://www.abaksoftware.com) for a free trial.



## Acme Point of Sale

[www.acmepos.com](http://www.acmepos.com)

4185 North River Run Tel: 877-202-4225  
Savage, Minnesota 55378 Fax: 952-447-1189  
United States

Product Name: Acme Point of Sale

Looking to go vertical? Retail is the second largest U.S. industry, accounting for over 12% of businesses and \$3.8 trillion annual sales. Over 95% of retail stores are independently owned. Dealers Wanted. Opportunities Abound.

Latest version always integrates with Sage Pro 5.0-current and ACCPAC VisionPoint 10. Check Out. *The way it should be.*



# AR-AP Settlements™

for ACCPAC® Advantage Series™ 5.3

*Offset AR & AP Accounts In A Single Transaction!*

The screenshot shows the 'SAMLTD - A/O Settlements Entry' window. The top section contains fields for Batch Number (Settlements 06/23/2005), Batch Date (06/23/2005), and Batch Status (Open). Below this is the Entry Number (2) and Settlement for Ronlad Black. The main area is divided into tabs: Transaction, Document, and Allocation. The Allocation tab is active, showing fields for Reconcile Document of (Customer), Customer Number (1200), Document to Reconcile (IN1851), Payment Number (1), Knock-off Amount (10.00 USD), Rate Type (SP), Rate Date (06/23/2005), Exchange Rate (1.6000000), and Functional Amount (16.00 CAD). A 'Jobs...' button is visible. The bottom section shows a table with columns for Vendor Number, Vendor Name, Reference, Description, and Doc#. The table contains two rows: 1200 Chloride Systems Settling Invoices Settled against IN1851 IN120131 and 1450 Intercontinental Electronics Settling Invoices Settled against IN1851 85665. A 'Jobs...' button is also present at the bottom of this section.

| Vendor Number | Vendor Name                  | Reference         | Description            | Doc#     |
|---------------|------------------------------|-------------------|------------------------|----------|
| 1200          | Chloride Systems             | Settling Invoices | Settled against IN1851 | IN120131 |
| 1450          | Intercontinental Electronics | Settling Invoices | Settled against IN1851 | 85665    |

AR-AP Settlements™ 5.3B for AAS 5.3A allows the settlement of receivable transactions with payable transactions, or vice versa. This is useful when the same company in ACCPAC® Advantage Series™ is defined as an AR Customer, as well as an AP Vendor.

While making a vendor payment, AR-AP Settlements™ will let you know the amount that payee owes you. Similarly, while making a customer receipt, you will know how much you owe that payer.

Using AR-AP Settlements™ you can easily settle receipts and payments related to a single legal entity, as a result of which, you only pay or only receive the balance amount remaining after a settlement.

AR-AP Settlements™ processes the above mentioned functionality based on Settlement Groups, which are user-defined. Multiple companies from both A/R and A/P modules having different currencies can be included in the same Settlement Group.

AR-AP Settlements™ 5.3B integrates with AAS Project Job Costing, as well as Systronics CashWorks™.

# INTEGRATE & CUSTOMIZE YOUR WEB STORE



ICINITI Has The Solution. We'll Show You.

## Introducing Iciniti Store, with Drag & Drop capabilities.

Everyone is accustomed to the ease of Drag & Drop on the desktop, but this user-friendly technology hasn't shown up in Web stores... until now! The new Iciniti Store with Drag & Drop allows customers to click on any item and simply drop it into their shopping cart. Shopping is now as easy as Click, Drag, Drop.

Drag & Drop doesn't stop at the shopping cart. With Iciniti's Product Categories Tool, you can easily sort your categories using Drag & Drop. Simply click on a category heading, drag it anywhere on the list and drop it - you can even move it in or out of another category. Creating and reorganizing your categories has never been simpler.

Iciniti Store is fully integrated with ACCPAC Advantage Series 5.1 through 5.3. With Iciniti's eCommSuite.NET™ framework Iciniti Store is not only integrated, but one of the most powerful and customizable stores available.

Contact Iciniti for more information about ICINITI Store™ and how we can help you create a bold, customized and fully integrated eCommerce solution. Visit [www.iciniti.com](http://www.iciniti.com) or call 866 424 6484. International call 1 519 432 9599.



**ACCPAC**  
Development Partner

**ACCPAC**  
CRM  
Development Partner

## Fully Integrated with ACCPAC Advantage Series™

- Customer-specific pricing, including contract pricing
- Sales items automatically displayed at Web store
- Display AR history online
- Drill down to AR invoice detail
- Pay invoices online with Credit Card Payment Pro™
- Drill down to order detail
- PLUS...
  - Highlight featured/new items
  - Enhanced cross-selling of related items
  - Dynamic and managed cross-marketing capabilities
  - Multi-level categories with drag and drop sort
  - Host internally or at an ISP of your choice
  - Completely customizable
  - Software Development Kit (SDK) available

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### • ICINITI Store™

The cost-effective, one-stop solution for starting and running an integrated Web store

### • ICINITI Credit Card™

Simplify credit card handling by wiping out the numerous tedious steps

### • ICINITI Order Reader™

Seamlessly integrate an existing Web store with your ACCPAC accounting system

**CLICK, CLICK. DONE - ICINITI MAKES IT EASY.**



The FAX of Life #38:

Goodbye ... fax machine.

Goodbye ... long lines.

Hello ... **FAXserve**<sup>®</sup>

Do you still manage your accounting by hand  
on a paper ledger?

A fax machine is to FAXserve what a  
paper ledger is to ACCPAC<sup>®</sup> – obsolete.

Get out of the dark ages and automate your document delivery via electronic fax.

- Natively integrate with ACCPAC Advantage Series™ 5.3
- Natively integrate with ACCPAC Pro Series® 7.3
- Natively integrate with Microsoft® Exchange Server
- Send invoices, statements, etc by fax automatically
- Integrates your AR and AP contact data into any 2Point fax client
- Client integration with Windows® Explorer, Microsoft Outlook® and more
- Send any printable report or document automatically
- Chosen by ACCPAC for their own internal faxing needs
- Hardware-free implementation with the 2Point Internet Fax Service

30-day  
Evaluation

**FREE**

[www.2point.com](http://www.2point.com)

**2Point**  
Communications

+1 (800) 781-2605 (US)

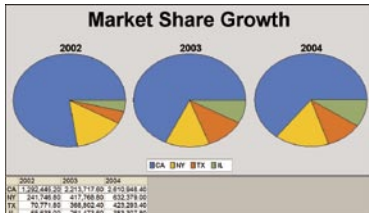
+1 (209) 830-7268

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# Advanced Data Analysis

for ACCPAC Advantage Series™, ACCPAC Pro Series® and ACCPAC CRM™

Regardless of what business you're running or which department you're working in, you need to find answers about your business operations quickly and effortlessly. DataHabitat customers spend more of their resources maximizing business performance instead of struggling with low-end reporting solutions that are complex to learn and slow to run.



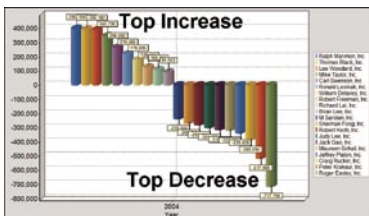
Easily and quickly you can see how the sales, gross profit, cost of sales, etc. are growing over a certain period by item, customer group, salesperson, etc.

For Sales,  
Inventory,  
Purchasing,  
Receivables,  
Financial,  
and more.

|                        | Printer ABC | Printer FGI | Desktop WWW | Printer P-J | Monitor XYZ |
|------------------------|-------------|-------------|-------------|-------------|-------------|
| Mike Taylor, Inc.      | 199,322.80  | 68,816.00   | 36,832.00   | 41,527.20   |             |
| Thomas Beck, Inc.      | 83,898.00   | 3,283.20    | 83,998.00   | 36,638.00   | 3,681.00    |
| William Coloney, Inc.  | 32,791.00   | 36,244.00   | 32,791.00   | 7,496.40    | 5,664.80    |
| Peter Kravner, Inc.    | 30,830.00   | 15,744.00   | 68.00       | 37,904.00   | 45,885.20   |
| Ralph Krammer, Inc.    | 36,609.00   | 10,938.00   | 36,609.00   | 11,516.40   | 9,712.80    |
| Lee Woodard, Inc.      | 47,180.00   | 22,489.20   | 47,180.00   | 18,135.20   | 12,745.20   |
| Patrick Agnes, Inc.    | 65,648.00   | 28,938.00   |             |             | 13,548.00   |
| Roger Embury, Inc.     |             |             |             |             | 48,387.60   |
| Richard Kuhl, Inc.     | 26          |             |             |             | 3,161.76    |
| Ralph Bennett, Inc.    | 22          |             |             |             | 4,613.88    |
| Richard Goldbach, Inc. | 22          |             |             |             | 4,234.68    |
| Tom Dougherty, Inc.    | 8           |             |             |             | 25,565.28   |
| Robert Keith, Inc.     | 27,801.00   | 8,009.00    | 27,801.00   | 20,696.00   | 11,203.00   |
| Harold Lennick, Inc.   | 17,825.00   | 11,463.60   | 17,825.00   | 4,224.20    | 121.00      |
| John Lemko, Inc.       | 30,782.40   | 29,404.80   | 5,130.40    | 4,632.00    |             |
| Carl Swenson, Inc.     | 27,999.40   | 9,085.60    | 27,999.40   | 9,373.00    |             |
| Richard Lee, Inc.      | 27,607.20   | 10,036.40   |             |             | 35,768.00   |
| Edward P Smith, Inc.   | 9,822.00    | 8,209.00    | 9,822.00    | 12,154.00   | 18,044.60   |
| Warren Neer, Corp.     | 29,271.00   | 9,717.60    | 9,242.80    | 7,728.00    |             |
| Brian McDonald, Inc.   | 12,896.00   | 7,216.00    | 12,896.00   | 5,647.00    | 12,896.00   |

**Sales of top items to top customers**

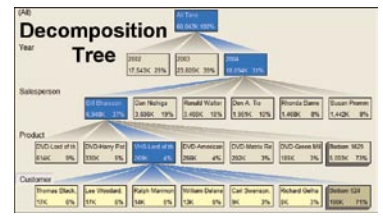
This spreadsheet shows the sales of your top items to your top customers. It is a pretty invaluable view! With a few mouse clicks, you can also see this view for salespersons, regions, locations, or any other dimension.



You probably know who your top customers are. Now, which customers are growing the most, or declining the most in sales? The same analysis can be done for items, salespersons, regions, etc. Will such a critical perspective be valuable for your decision making process?



This graph shows quantity on hand for 3 items for the past 60 days. With a few mouse clicks, you can see the historical quantity or value on hand for any item or product line in any time period. You can also compare inventory in 2 different time periods, or narrow down the view by warehouse, company, etc.



The decomposition tree is a powerful and user-friendly way to do top and bottom type of analysis. For instance, last quarter, what was your top item by gross profit, and who were the top customers buying it? This analysis can involve salespersons, regions, product lines, customer groups, etc.

**User friendly! High performance! Hundreds of predefined reports and KPIs. Great integration with Microsoft® Excel and Crystal Reports®!**

Don't miss our exciting self-running demos at [www.datahabitat.com/demos.html](http://www.datahabitat.com/demos.html)

DataHabitat utilizes the best-of-breed data warehousing and OLAP cube technology to simplify reporting and data analysis tasks. DataHabitat can easily consolidate multi-company environments, integrate data from heterogeneous data sources, archive historical data, and much more.

**DataHabitat Corporation**

**ACCPAC Development Partner of the Year for 2004**

[www.datahabitat.com](http://www.datahabitat.com), 408-351-3560

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# Norming eTimesheet

Norming eTimesheet is a web-based expense reporting and time tracking software. By enabling the anytime and anywhere collection of electronic timesheet and expense report, it provides the real-time visibility into job costs, facilitates cost allocation, accelerates billing cycles, increases employee productivity and enhances profitability within a single solution.



Norming eTimesheet Server is the fundamental module that allows user to submit timesheet, supervisor to approve timesheet, and accountant to create GL transaction for allocating labor cost.

Norming eTimesheet Expenses module is an add-on product that facilitates the entry, tracking and reporting of employee expenses. Job managers and supervisors can view, track the status, approve or reject, and even correct employee expenses. Approved expense can be transferred to Norming Expense Reimbursement.

Norming eTimesheet Billing module is used to consolidate the billable working time and expense per client or job, calculate the billable amount, and then generate AR invoice.

## Highlights

- Easy to use, implement in 2 or 3 days.
- 100% web-based.
- Integrated with ACCPAC Advantage Series.™
- Use Crystal Reports to write all the standard reports.
- Set up the timesheet period and holiday for your organization.
- Enter time and expense anywhere and anytime with detail comments.
- Set up multi-level approval by supervisor, job manager and specified user.
- Facilitate timesheet submission and approvals with email notification.
- Option to track time and time-off to consolidate and simplify time entry.

The screenshot shows the 'Timesheet Report' interface. At the top, there are navigation icons and a menu bar with options: Admin, Setup, Timesheet Expense, Approval, Billing, Reports, Config, Logout. Below the menu, there are fields for 'User' (Tinker,Bill Spary), 'Status' (Open), and 'Year' (2005). The 'Timesheet Period' is set to 2005-4-30-2005-5-6. The main table is titled 'Timesheet report for 2005/18' and has columns for Job, Task, Billable, Total, and four quarters (01, 02, 03, 04). The table contains several rows of data, including 'ACCPAC Job for Bargain...', 'ACCPAC Job for Bargain... Data Conversion', and 'Annual Leave'. At the bottom, there are buttons for 'Add', 'Save', 'Delete', 'Print', and 'Submit', along with a 'Date: 2005-5-1' and 'Client: NONE' field.

## Expense Tracking in Multicurrency

- Set up expense code with appropriate GL account codes.
- Associate expenses with job and client related activities.
- Set up and apply different tax rules.
- Option to make expenses billable or reimbursable.
- Track, approve and report on all expenses.
- Enter and submit expense in multicurrency.

## Integrated With ACCPAC Advantage Series™

- Download tax, currency, customer, etc. from ACCPAC.
- Create GL transaction for allocating labor cost and expense.
- Create AR invoice from billing batch for timesheet and expense.
- Transfer approved expense to Norming Expense Reimbursement.

The screenshot shows the 'Expense Report' interface. At the top, there are navigation icons and a menu bar with options: Admin, Setup, Timesheet Expense, Approval, Billing, Reports, Config, Logout. Below the menu, there are fields for 'Document No.' (EXP20050701000002), 'Status' (Open), 'Reimburse\_Currency' (CAD), and 'Document Date' (7/1/2005). The 'Total Amount' is 320.00. The main table is titled 'The travel expense for June 2005' and has columns for Date, Job, Cost Center, Approver, and Expense. The table contains several rows of data, including '6/6/2005 ACCPAC Upgrade Management Consulting... Donnie,Jane M...' and '7/1/2005 System Implementation Research and Develop... Jang,Richard ... Automotive'. At the bottom, there are buttons for 'Add', 'Tax', 'Save', 'Back', 'Delete', 'Print', 'Submit', 'Browse...', and 'Upload'.

## For more information and update

Visit our website at [www.norming.com](http://www.norming.com) or email : [sales@norming.com](mailto:sales@norming.com)

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## Does this sound like your office?



“I need an in-depth analysis of our sales by product, customer and region; in detail and summarized. And I want to be able to drill-down when I need more information.”



“I have to know the status of our inventory today and what I need to satisfy future demand.”



“I want to see what each of our customers is doing without having to spend my entire day digging into the accounting data. Who is buying what? Who is not paying on time? What are their payment and purchase habits compared to last year?”

## Want to know how to satisfy everybody?

### Take a look at UniDevCo products.

**Sales Analysis** – Limitless reporting and query capabilities to pinpoint your best products, customers, salespeople and other crucial information including drill-down capabilities to other UniDevCo products.

**Ops Inquiry** – All inventory item details and availability in one display providing instant access for quick decision-making. Quick and easy inquiries against IC, OE and PO to provide in-depth details and analysis.

**AR Inquiry** – A customer-centric view of your data including enhanced credit check details to assist in receivables management and a complete customer sales and credit history.

**Stock Card** – Get a detailed analysis of your stock movement and item valuation for previous periods like last month or last year.

**Macros Easy** – Boost your productivity by automating tasks, providing on-screen assistance with forms and grids and much more.

Please visit our web site or contact your ACCPAC® Solution Provider to learn more.

To obtain your **free catalogue**  
with our complete product line,  
please call **1-866-864-3382** or  
e-mail **info@unidevco.com**.



[www.Promo.UniDevCo.com](http://www.Promo.UniDevCo.com)

# Effortless Time & Billing

## Easy to deploy, use & maintain.

- Integrates with ACCPAC Advantage Series™ and above;
- Collect and approve both timesheets and expenses automatically;
- Manage employee time banks: vacation, sick days, overtime;
- Sub-contractor tracking;
- Fully customizable invoices;
- Automatic invoice generation;
- Customizable user features;
- 100% available via Internet;
- Seamless Microsoft® Project integration available;
- SQL Server Compatible;
- Incredible drill-down screens and customizable reports detailing budgets, work in progress, tasks completed, performance analysis, and WIP aging.

## New Versions:

- Abak Professional
- Abak Enterprise

## New Add-Ons:

- Payroll Integration
- Remote Offline Entry (timesheets, expenses)
- New Abak Web Interface
- Import/Export (timesheets, expenses, manual entry)
- Workflow

“ First of all I'd just like to say how much better this program is from anything else I've used. It truly is a great time keeping program. ”

- Eric Matthews, Innovative Computing Systems, California,  
WebSite: <http://innovativecomp.com/>



ACCPAC® Development Partner  
of the Year 2003

Effortless Time and Billing Software

FREE DEMO AVAILABLE

[WWW.ABAKSOFTWARE.COM](http://WWW.ABAKSOFTWARE.COM)

**ACCPAC**  
Development Partner



[www.OrchidSystems.biz](http://www.OrchidSystems.biz)  
[info@orchidsystems.biz](mailto:info@orchidsystems.biz)

**2004 ACCPAC  
International  
Development Partner  
Rising Star Award**

**2004 ACCPAC  
Australia  
Development Partner  
of the Year**

**best**  
software  
Development Partner

**For further details  
contact your ACCPAC  
Solution Provider**

**Extend the functionality of  
ACCPAC Advantage Series™!**

## Return Material Authorizations & Repair Tracking

- Centrally manage returns and repairs
- Early identification of product faults
- Increased accuracy of inventory
- A framework for business processes within the returns department
- Templates to speed up data entry and enforce processing rules

## Budget and Information Management

- Capture multiple budgets, forecasts, and non-financial data for any combination of ACCPAC® master files
- Link documents, spreadsheets, and images to your ACCPAC data
- Provides a basis to facilitate ACCPAC customization through VBA

## Inter-Entity Transactions

- Automate inter-segment processing
- User-definable rules automatically create the balancing entries
- Great for inter-branch, inter-divisional, and inter-company accounting