Up the Sage 50 Accounts range additional **triggers at a glance**

Feature	Sage 50 Accounts	Sage 50 Accounts Plus	Sage 50 Accounts Professional
Working With Your Customers & Suppliers			
Credit Control	•	•	•
Refund Management	•	•	•
Multiple Delivery Addresses		•	•
Invoice Value & Stock Quantity		•	•
Price Lists		•	•
Individual Customer Pricing		•	•
Working With Your Accounts			
Charity Support	•	•	•
Department For Analysis	•	**Advanced**	**Advanced**
Prepayments & Accruals		•	•
Fixed Asset		•	•
Financial Year Change		•	•
Journal Reversal		•	•
Cheque Printing		•	•
Budget & Department Management			•
Consolidation			•
Foreign Currency Price Lists			•
Foreign Trader & Revaluation			•
Mix & Match Invoices & SOP			•
Multi-User	**Max 2 Users**	**Max 2 Users**	**Max 10 Users**
Working With Your Products & Services			
Bill Of Materials		•	•
Stock Allocations		•	•
SOP & POP			•
Sales Order Fulfilment			•
Extending the capability of your solution specific to your business needs			
Report Designer	•	•	•
Additional Companies	•	•	•
Sage Additions	•	•	•
CIS (additional purchase required)	•	•	•
Retail		•	•
Manufacturing			•
Construct	•	•	•

Up the Sage 50 Accounts range additional **triggers at a glance**

Up the range upgrade triggers – in more detail

When to upgrade to Accounts?

- **Credit Control** -Instant Accounts provides many small businesses the basic accounting system they need, but if they want to grow, they really need to take more active control over their business – Sage 50 Accounts provides more sophisticated features to control the business – such as Credit Control to help manage cash flow in and out of the business.

- **Improved Report Capabilities** - The reporting in Sage 50 Accounts is also stronger than Instant – including Excel Integrated Reporting to allow managers to analyse their business performance in far more detail. With the new batch reporting feature, all reports can now be produced at the touch of a button.

- **Frequent Transactions** – recurring invoices, customer receipts & supplier payments, allowing automation of regular transactions.

- **Refund Management** – recording payments made to customers and receipts from suppliers directly onto their accounts, simplifying refund process and reconciliation procedures for VAT and Bank procedures.

- **Department Management** – if departments are a key requirement to the business, they can produce Profit & Loss, Balance sheets per individual department or for a range of departments based on date or accounting period, allowing them to monitor business performance and key trends no matter what they are used for.

- **Multi Companies** – it may be the business has expanded – opened another shop or office, the additional companies in Sage 50 Accounts will help them manage this.

- **Charities** – Sage 50 Accounts has specific functionality to support the needs of not for profit organisations including Fund Management, gift aid reporting.

Key qualifying questions

Do you need to view profitability of individual departments or areas? (Departmental Budgets)

Do you use Excel? How many people would you want to access the Accounts information? (Excel Integrated Reporting)

Would you need help with managing Cash flow and credit control?

Do you need to manage discounts based on what customers buy and how much?

Do you manage sub-contractors (CIS)?

Do you need more than one company to manage your business?

Up the Sage 50 Accounts range additional **triggers at a glance**

Up the range upgrade triggers – in more detail

When to upgrade to Accounts Plus?

If the volume of business increases, then some of the features in Accounts Plus will help provide a professional management of a growing customer-base.

- **Price Management** – features like individual customer price lists removes the need to rely on memory or manual systems and reduces the risk of error.

- **Batch Processes** - and batch conversions of quotes will increase efficiency and flexibility of customer management processes.

- **Stock Management** - Increasing the volume of business can cause problems with increased stock holding – holding back further growth because of the financial impact. The advanced stock management and Bill of Materials capabilities in Accounts Plus can help reduce stock holding, whilst maintaining flow.

- **Projects/Jobs** - For many businesses that need to manage projects – either for customers or internally – then the Project Costing feature in Accounts Plus is a great benefit. This is a very strong feature for all businesses that need to control budgets and costs of their projects.

- **Asset Management** – Management of assets ensuring accurate postings and up to date accounts. Automate journal processes for depreciation and write off saving time and reducing the risk of error.

Key qualifying questions

Do you need individual pricing or price lists for different types of customers?

Do you do any jobs where you need to track their status & profitability against budget? (Project Costing)

Do you need to view profitability & shortfalls on different products? (Advanced Stock & Departments for Analysis)

Do you need to manage assets, prepayments or accruals?

Up the Sage 50 Accounts range
additional **triggers at a glance**

Up the range upgrade triggers – in more detail

When to upgrade to Accounts Professional?

Accounts Plus users understand the importance of advanced functionality, and how that can help them improve their business efficiency. Accounts Professional allows them to extend this throughout their key business processes to maximise their business performance.

- **Customer Order Management** – allows users to manage stock allocations, preferred customers and keep tighter control of what is to be despatched, invoiced and also returns.

- **Supplier Order Management** – allows a more profitable relationship with their suppliers and also tighter control over stock. Businesses can easily identify what is on order, what is due for delivery and needs to be reordered. It automates the process of reconciling invoices against purchase orders.

- **More Users** - As businesses increase the sophistication of their computerisation, they need to process more and more transactions. Sage 50 Accounts Professional allows up to 10 concurrent users – dramatically increasing the scope of their business improvement.

- **Dealing with Business outside the UK** - Foreign trading is becoming increasingly necessary for businesses to expand – the full foreign trading capability of Sage 50 Accounts Professional allows complete control of foreign currency transactions – with improved functionality and easier management of adjustments with improved error corrections.

- **Advanced Budget Management** – gives businesses a much tighter control over their performance and the ability to spot issues more easily allowing them to take the necessary corrective action.

- **Multi Companies** – whilst all variants of Sage 50 Accounts have multi company capability, only Accounts Professional has the Consolidation feature. This is especially useful where businesses have to produce consolidated accounts for all or some of their subsidiaries. With the new advanced budget management feature, the businesses have a much tighter control of their business performance across multiple companies and departments.

Key qualifying questions

Do you buy or sell overseas? (Foreign Trader)

Do you need a system to handle Sales & Purchase Orders? (Sales and purchase orders)

Do you deal in 'over the counter' sales? (Cash Sales)

Do you need more than 2 users to use Sage 50 Accounts? (More than 2 user licences)