All will become clear

NEW launch for Sage Line 50

sage

NEW upgrade for Sage Line 50

sage

The new upgrade for
Sage Line 50
makes accounts clearer
and more transparent

Increase the efficiency of your accountancy practice with the brand new upgrade for Sage Line 50. You'll find it much easier to drill down into the detail of a set of accounts, and quicker to complete routine tasks. And by upgrading, you'll keep up-to-date with the accounts software that's most popular amongst growing UK businesses.

Upgrading also offers clear benefits to many of your clients. This brochure shows how the new version of Line 50 offers them equally significant gains in efficiency and competitiveness.

Clear thinking from Sage

Clearer information for accountants

The new Sage Line 50 helps accountants gain better knowledge of the status of a set of accounts – and provides you with more control.

NEW Accounts Analyser

The Accounts Analyser unlocks information in the Nominal Ledger that underlies the Profit & Loss and Balance Sheet. A simple 'tree' format allows you to drill down to detailed data about the fundamental accounting areas: sales, purchases, direct expenses, overheads, assets and liabilities.

For example:
If your client uses the new Sage Line 50 then you can use the Accounts Analyser to gain a fast overview of their business. If you notice that overheads seem surprisingly large, simply click on the expandable 'tree view' to reveal the breakdown of costs. To see how these compare with the previous year and the previous month, just click on one button to 'show variance.'

NEW Audit Assistant

The automatic Audit Assistant helps businesses to verify their accounts before the arrival of external auditors – so the auditors can work more quickly and with less frustration. It runs through a 21-point check list, for example making sure that the business has paid the right amount of VAT, and that suppliers haven't been paid twice.

For example:
A company's bookkeeper uses the Audit Assistant once a week to verify their work. Within seconds, the software can pick up similar transactions that have occurred on the same day; it then queries whether the same transaction has been put through twice by mistake. Thanks to regular checks like this, your time is freed up to concentrate on other value-added tasks that bring additional benefits to clients.

NEW My Business Set-up

The new Sage Line 50 makes it much easier for accountants to tailor charts of accounts, and the layout of screens for different types of businesses. There are a series of template settings that you can choose to suit your clients. As a result, setting up a client with Sage Line 50 takes just a fraction of the time compared to changing every setting manually. You can simply provide your clients with bespoke chart of accounts to suit their business needs.

You can choose from a range of templates including: accountancy and financial practitioners, charities, legal practitioners, hotels and restaurants, transport, travel and haulage. There is also a default for 'general business' that is suitable for all businesses.

NEW Smart Link

The new Sage Line 50 can streamline your workflow by linking together different types of information that you may need. For example, you might want to see both a supplier's contact details and their invoice history, so the program provides tabs that allow you to move effortlessly from one to the other.

For example:
You can have all the information about a particular customer immediately to hand. Just click on a tab to bring up their 'customer record', or on another tab to bring up their company record, or on a third tab to view invoices. At no point do you need to click through to different areas of the program.

> **However happy you are with your current Sage Line 50, the next version has so many new features to save time and make your tasks easier that it's like giving yourself a present.**
>
> Pat Armstrong, Turfcare Specialists Ltd

Clear gains in efficiency for your clients

> **Clients will thank you for introducing them to Sage Line 50. The best way they can thank you is through loyalty to your firm and introducing you to their friends. That has happened to us many times over the last few years.**

Julian Roylance, Corporate Accountancy Solutions

NEW Cashflow Planner

It's extremely useful for any business to know exactly how much money will be in the bank account in the days or weeks ahead. The new Sage Line 50 shows estimated cashflow at a glance, helping companies to plan how best to manage their money.

For example:
A company must pay a large wages bill on Friday – but the Cashflow Planner reveals that this will stretch the overdraft to the limit. Using the Cashflow Planner, the Financial Director can see in seconds the impact of delaying other bills until the following week. They can also prioritise which expected receipts need to be chased first.

NEW option to deal with recurring invoices

With the new Sage Line 50, it's easy to repeat invoices at regular intervals without having to retype all the details. It's ideal for situations where a company might be billing for monthly retainers, charging regular fees, or receiving payment in instalments. If companies use Sage Line 50 Financial Controller they can also create recurring sales orders and purchase orders.

For example:
Your accountancy practice agrees to charge your client a monthly fee in order to help them manage their cashflow. The practice's accountant saves a template invoice as a 'recurring invoice'. In subsequent months they just select from a 'recurring invoice' tab and click 'process'. All the necessary details are automatically entered onto a new invoice – with no re-typing required.

NEW ability to convert batches of quotes into orders

Many businesses create quotations in Sage Line 50 and then convert them into orders once the potential clients have approved them. The new Sage Line 50 has a single screen showing all quotations and proformas so it's easy to select a batch and convert them into orders. This feature will save a lot of time for businesses that deal with a large number of quotations. (Available in Sage Line 50 Financial Controller only).

For example:
A member of the sales team creates quotations every day and then converts these to orders one at a time when they are accepted. Their accountant suggests that switching to the new Sage Line 50 will streamline this process: the sales manager can simply take a moment at the end of a period to convert a whole batch of quotations into orders. This will allow the sales team to get on with their real job of talking to potential customers and generating new business.

NEW price lists in foreign currency

For the first time, the new Sage Line 50 allows businesses to enter price lists in foreign currencies as well as in sterling. For example, a company can now set its price at an attractive €49.99 instead of a random price (€49.52 or €50.06) that's determined by fluctuations in the exchange rate. (Available in Sage Line 50 Financial Controller only).

For example:
A company has set up a price list in Euros. If sterling regains value compared to the Euro, the entire price list can be adjusted at the press of a few buttons. Sage Line 50 gives the option of automatically adjusting to the next obvious price point, so the firm continues to have non-random prices.

> **Any company that's even thinking of doing business abroad needs to be ready for the complexity of foreign currencies. With the continuous variation in exchange rates, the more flexibility your accounting system gives you when working in foreign currencies, the better.**

Keith Barraclough, Doltec Ltd

Clearly better for a total solution

> **❝Most of my clients already use Sage. I just load their data into my Sage package and straight away I've got access to their information.❞**
>
> Helen Turner, Note for Note Bookkeeping

INTEGRATION with your clients' accounts software

Many accountancy practices pull information directly from clients' accounts software into their own copy of Sage Line 50. To ensure that you can import your clients data, the best guarantee is to upgrade to the latest version of Sage Line 50.

Sage Line 50 is available with a multi-company and multi-user licence. This is ideal for practices that will be working simultaneously on the accounts of several clients using a single copy of Sage Line 50.

Once a Trial Balance has been prepared in your copy of Sage Line 50, the data can then be pulled into accounts production software such as Sage Accounts Production or Sage Accounts Production Advanced.
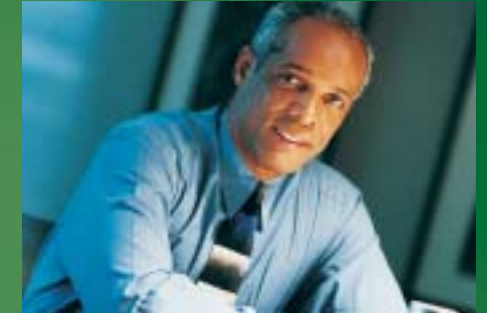
INTEGRATION with a total solution

The new Sage Line 50 not only integrates with Sage products for final accounts production, but also with software for forecasting, payroll and contact management. This means that you'll be able to keep the re-keying of data to an absolute minimum, saving time and increasing the efficiency of your practice.

INTEGRATION with Microsoft Excel and Word

Integration with Microsoft Excel is an extremely useful feature for many accountants. If you want to analyse data, simply select the information you want, then click on 'Send to Microsoft Excel'. Instantly a correctly formatted spreadsheet will be created, ready for you to manipulate as you wish.

EASY look-and-feel

The look-and-feel of the latest Sage Line 50 mirrors the evolution of Microsoft Windows. For example, information is more closely connected, it's easier to move back to where you were before, and there's less need to click between screens. However not everyone prefers the changes in Windows, so you can also choose to keep the classic look-and-feel of Sage, if you prefer.

How will the **NEW** Sage Line 50 improve your efficiency?

Current situation	How **NEW** Sage Line 50 can improve efficiency
"How can we help our clients to prepare for a visit from our audit team?"	The new Audit Assistant will automatically verify a businesses accounts, based on a 21-point check list that identifies errors in accounting logic.
"We're always trying to find new ways to add value to our clients, to encourage them to remain with our practice."	Your clients will gain instant benefits from the extra efficiency of the new Sage Line 50. For example, the Smart Link will start saving them time within seconds of setting up the new software.
"Our clients' biggest problem is cashflow – we want to help them from slipping accidentally into the red and paying unnecessary bank charges."	The new Cashflow Planner will help companies to manage their money better on a daily, weekly and monthly basis.
"We want to get information about a client's accounts quicker so that we can give advice more cost-effectively."	The new Accounts Analyser makes it easy to view all the data from the Nominal Ledger, then drill down to details.
What clients say…	
"My business is growing and it's hard to keep track of what we're buying as well as orders from my customers."	The solution could be to move up the Sage Line 50 range. 'Financial Controller' has a system of Purchase Orders, Sales Orders and suppliers' price lists that helps to control everything that comes into, and out from, a business.*
"If we switch to Sage Line 50, can our accountants help to set it up for us?"	It's easy for accountants to set up the new Sage Line 50 for different types of businesses, thanks to a series of templates that affect the default settings for screens and layouts.
"We want to expand into export markets."	The new Foreign Currency Price Lists will ensure that a firm's prices can be fixed in Euros, dollars or any other foreign currency.*

*Available in Sage Line 50 Financial Controller only.

Clearly different the new Sage Line 50 range

You can help your clients – and yourself – by making sure that all accounts software is fully up-to-date. Many of your clients are running on earlier versions of Sage Line 50, so you can add value by recommending an upgrade to improve speed and efficiency. We have taken all the best changes from previous years and incorporated them into the new version of Sage Line 50.

Sage Line 50 range	Financial Controller	Accountant Plus	Accountant
NEW improvements in 2003 (version 10)			
Foreign Currency Price Lists	●		
Recurring Orders	●		
Batch conversion of quotes & proformas	●	●	
Cashflow Planner	●	●	●
Audit Assistant	●	●	●
Accounts Analyser	●	●	●
Recurring Invoices	●	●	●
Smart Link	●	●	●
Choice of look-and-feel	●	●	●
My Business Set-up	●	●	●
Improvements in 2002 (version 9)			
Foreign Currency Trader "A complete new implementation offering multi-currency dealing affecting customers, suppliers and bank accounts." PC Pro 2003	●		
Transaction email* This allows invoices, orders etc to be securely emailed between you and your trading partners, and then automatically entered into Sage Line 50. "It can save a huge amount of typing" PC Pro 2003	●		
2 user option Double your efficiency with 2 users	●	●	●
Management Information System "The Management Information System alone is worth the upgrade fee" PC Pro 2003	●	●	●
Company archiving Last year's data is kept handy for reference and comparisons	●	●	●
Task-based navigation You can create your own short-cuts for the tasks you do most often	●	●	●
Improvements in 2001 (version 8)			
Automatic Purchase Orders to rectify low stocks or shortfalls	●		
Skeleton batch invoices to speed up the input of repeat invoices	●	●	
Instant profit analysis on any invoice	●	●	
Extra VAT reports to handle official inspections	●	●	●
Improved speed of processing	●	●	●
Improvements in 2000 (version 7)			
Price lists to suit individual customers	●	●	
Multiple delivery addresses	●	●	
E-banking*	●	●	●
Easy link with Microsoft Word and Excel	●	●	●
Link to SageCover members' website	●	●	●

*available at an extra charge

Clearly affordable

You can spread the cost of the new Sage Line 50 over the next 10 months. This flexible and affordable option is designed to help cashflow with an interest rate of just 4.3% over 10 months (11.99% APR).

SageCover

With SageCover you can save hours of precious time. SageCover provides 24-hour online business support, a dedicated local rate telephone line and a guaranteed next working day e-mail question and answer service. Sage Line 50 is designed to be easy to use, but our experience tells us that many customers have queries from time to time. Therefore SageCover will bring you peace of mind, ensuring you always have someone to turn to for help and advice that you need, when you need it. 'How To' fact sheets, advice on running a successful business, extra report templates, alternative stationery layouts and step-by-step guides covering over 100 topics are all available through the SageCover website. In addition, you will also receive the quarterly Solutions magazine covering business articles plus hints and tips on how to make the most from your software.

Sage Training

Sage offers a wealth of training courses at locations throughout the country, as well as self-study books and online courses for anyone unable to get away from the office. These courses enable you to become an expert on your Sage software, meaning you can spend more time focusing on your practice, rather than wondering how to run a particular aspect of your program.

Sage Stationery

Sage offers a comprehensive range of business stationery, which is guaranteed to be compatible with your Sage Line 50 software, and which ensures you create the right impression. The range includes invoices, statements and payslips, and we also offer a customisation service to give your practice that extra competitive edge.

Call Sage on 08700 11 6000 for all your practices' stationery and training needs.

To order the latest version of Sage Line 50 for you, or your clients, please contact your account manager

Call 08700 11 6000   Fax 08700 11 7000
Visit www.sage.co.uk/accountants

The choice is clear
call now on 08700 11 6000

or visit the Accountants Community website at
www.sage.co.uk/accountants

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