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“When I call SystemLink with a question, I get a person that answers the phone and works with me until our issue is resolved. We are a SystemLink client for life because of the relationship and confidence we have in the SystemLink team.”

Kathleen McKeever,
Controller, Capital
Transportation / Aerolink

Meet the Team: Lisa Curl

As an Executive Consultant with SystemLink, Lisa Curl is the global go-to guru who gets the job done. She's got the perfect combination of accounting, technical and cultural experience to make her a valuable asset for any of SystemLink's international projects. Her specialties are Distribution, Inventory, Business Intelligence, Multi-currency, and Consolidations.

Lisa started her career in public accounting. She did a lot of data entry and eventually moved on to tax work. She took the lead role when her company implemented a new tax software solution. With this project, she got the implementation bug. From there, she divided her time between roles as staff accountant, management consultant and network administrator. She was developing a suite of skills that would be very useful as she launched her own Sage Accpac consulting business.

Lisa took her skills on the road and found that the combination of accounting and technical expertise was unique internationally. Customers could hire only one employee instead of two. Traveling 90% of the time, Lisa



found herself overseas for months on end. This experience helped

build her resume as an experienced international consultant. Today, Lisa is responsible for many of the international projects SystemLink manages. “Her experience is invaluable to many of our customers,” says Dave Beck, SystemLink Owner. She's direct, honest and she adds a lot of value to SystemLink.”

When she's not rounding the globe, Lisa is a very active mother of one. “Between competitive swimming, ballet and horseback riding, I feel like I should add Taxi driver to the list of my skills,” says Lisa. “She's only ten, but she's already keeping me on my toes.” Lisa also enjoys running, and recently finished the Baltimore Half Marathon in October of 2009.

“We sell equipment and also service it in the field. This requires us to manage warranties, schedule service professionals, and track equipment status. We needed a solution that would help us run more efficiently and the team at SystemLink implemented a system that has enhanced our business processes and our success. We don't feel that this would have been possible without the SystemLink team understanding both our sales and service functions. They have done a great job for us.”

Judy Weiss
BE Equipment, Inc.

Sage Accpac ERP Year End Road Map

SystemLink has drawn the map you need to help you ensure your year-end processes arrive at their destination. Below is your Year-End Sage Accpac Road Map. We encourage you to read through this and contact us if you need any assistance along the way.

- **Back up your data!**
- **Update your date.** Before processing transactions in 2010, be sure to create a new *fiscal* calendar in Common Services.
- **Double-check your settings** (to avoid deleting your history). Before closing your fiscal year in the General Ledger, check your settings for the number of years of fiscal sets and transactions that will be saved. *Any fiscal sets and transactions that are older than the number of years noted will be deleted.* You can find this setting in your General Ledger Setup Options.
- **Import your budget.** You can import your budget into the Sage Accpac General Ledger using an Excel Spreadsheet. Save hours of tedious data entry by using this feature in Sage ACCPAC.
- **Prepare your 1099.** Print your 1099's right out of the Sage Accpac Accounts Payable. Use this time saving feature even if your 1099 amounts aren't correct



as you can easily correct the values prior to printing.

- **Update Your Payroll Tax Tables.** If you subscribe to the Payroll Update Plan, you can download the current payroll tax tables for 2009 by visiting www.sageaccpac.com.
- **Activate the latest Tax Tables.** Be sure to go to Administrative Services and activate your tax table *after* you downloaded and install the latest tax tables!

Budgeting for 2010? As you may have read earlier in this newsletter, Sage will be releasing Accpac v.5.6 this month. It's chalked full of enhancements that will be extremely beneficial for your company in the coming year. Additionally, if you need any help with your planning, or would like our assistance in regards to your backup database, creating a new fiscal calendar, closing out your fiscal year, or any other year end processes – give us a call. We'd be happy to help!

“SystemLink was able to enhance our already robust Sage Accpac ERP solution by seamlessly integrating it with customer relationship management (CRM) and business intelligence (BI) applications. These applications have provided us the ability to access information when we need it, from all functions of our business and in the format we need to see it. And, we’ve been able to achieve this without the need for customization to the software, too!”

Tony Lopes
VP of Finance,
Federal White Cement

What’s New in Sage Accpac ERP v 5.6?

As the world of business is constantly evolving, so must your business management software. The team at Sage has been working directly with their extensive customer base to continually improve and develop new functionality, improve processes, and enhance productivity to help users get more out of their solution. As a result, we are pleased to announce that Sage Accpac version 5.6 has been released. The key enhancements will help to automate workflow and reduce costs throughout your

organization, helping you accomplish more in less time. You can look forward to:

- Access information quickly
- Straight forward and automated bank reconciliation
- New AR Inquiry tool
- Optimized payroll management and project costing
- Improved inventory traceability
- Access SageCRM data when traveling or off-line.

All of these are great reasons to make the move version 5.6. Contact us for more details.

2010 IT Projects: Make Your Plans Today

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With good economic news starting to find its way around the Internet, it’s no surprise that a recent article posted on ComputerWorld.com suggested that, “The ideal time for recovery planning is during the August-December period, when the 2010 budget is being planned and new IT projects could be incorporated into it. Now is the time for companies to determine how existing, stalled or new IT projects will be prioritized, sequenced, funded and staffed when business growth returns.” Additionally, many companies who upgraded or installed new systems in 1999 as a result of Y2K and have held off on

upgrades or new IT projects due to the recent economy, are now at a breaking point.

As a result, it is estimated that 2010 will see a huge increase in new IT projects. If you are one of the companies planning for an upgrade or a totally new system, now is the time to involve SystemLink. We can help you prioritize, provide budget numbers, and help determine what type of staffing will be needed for your upgrade or new installation. Also, because of the anticipated demand for our assistance over the next six to nine months, we strongly encourage you to contact us now, so we can plan our time to accommodate your schedule.