

New Client/Server Version of Popular MAS 90® Accounting Software Introduced

IRVINE, Calif. — State Of The Art, Inc. introduced its MAS 90 Client/Server for Windows NT® (MAS 90cs) accounting software at the Windows World '97 show in Atlanta and The Partners Conference in Phoenix. Building on the popular feature set that propelled MAS 90 For Windows (MAS 90/W) into a leadership position, MAS 90cs has received high praise for its increased transaction performance, scalability up to 100 concurrent users and remote access compatibility.

"MAS 90 Client/Server speaks directly to the needs of the midrange accounting market by adding the benefits of a thin client architecture, which minimizes network traffic and distributes processing efficiently, thereby increasing performance and reliability," said David W. Hanna, president and chief executive officer of State Of The Art. "Equally important, MAS 90cs is compatible with 22 MAS 90 and MAS 90/W modules, as well as hundreds of vertical market and application-specific enhancements from our Master Developer channel."

Using a 32-bit thin client application server-based architecture to perform processing and data management, MAS 90cs supports up to 100 users. Its architecture is optimized for remote access environments, allowing users at distant sites to access accounting applications and data on a central host, either via intranet or modem connections. All application activity takes place on the server, minimizing network traffic and maximizing transaction throughput. Client access, including data entry and review, can be from Windows 95 or Windows NT 4.0 workstations, using the MAS 90 FOR WINDOWS graphical user interface.

MAS 90cs beta users report that the new client/server product is an ideal fit for multi-user, multi-site organizations that require the higher performance and remote access capabilities. With transaction processing speeds up to 10 times faster than the MAS 90 For Windows product, MAS 90cs facilitates high-performance transaction processing and multi-user network performance. In addition, its scalability allows companies to add users

without changing the interface, data structure or file system of their existing MAS 90 accounting system.

"Our customers will be dancing in the aisles," said beta user Taylor Macdonald, president and director of sales for Macdonald Consulting Group, SOTA's 1996 VAR of the Year, located in Atlanta. "MAS 90 Client/Server opens up a whole new growth path for customers who have outgrown their current system's transaction capacity and performance, as well as those who require remote access. These users will get a tremendous return on investment on the time saved by using MAS 90 Client/Server — its speed is exceptional."

"The phenomenal performance increases and remote access compatibilities of MAS 90 Client/Server allow us to target a larger client — a client who needs bigger, better, faster," said Bill Harris, partner and product line manager for MAS 90 at MicroAccounting Solutions, a SOTA reseller based in Dallas, and a MAS 90cs beta user.

"The product's speed is incredible," continued Harris. "MAS 90 Client/Server caters to the needs of users with large transaction volumes and/or remote access needs, such as remote offices, that do not have a UNIX platform. These are users who want the power and performance of a Windows NT environment with the scalability of a client/server product."

MAS 90cs for UNIX will be released in the 3rd quarter.

In This Issue

MAS 90 Client/Server .	page 1
FRx Report Writer	page 2
MAS 90 Wins!	page 2
90/W Payroll & J/C	page 3
Crystal Reports	page 3
Need Help?	page 3
Q&A	page 4

New FRx® Financial Report Writer

FRx® (Financial Report Extender) for Windows Report Writer (Standard Version) comes bundled with the MAS 90 General Ledger module (Windows and Client/Server versions only). FRx® for Windows is a full-featured, graphical financial reporting tool.

With FRx, the ability to specify row and column formats independently maximizes the flexibility of report formats. Combine formats with a custom reporting tree that matches your company's chart of accounts structure. Using the FRx drag and drop feature, you can restructure your cost centers, or carve out new account segments not possible in your standard General Ledger using a special "Clever" tool. After creating a report, you can print it, export it to an Excel worksheet, drill down to examine the details or distribute it via e-mail.

FRx is recognized as a "best-of-breed" financial report writer, and is a market leader with more than 8,000 installations. FRx is also a critical success, and was recently named one of Accounting Today's "Top 100 Accounting Software Products."

The FRx Advanced Version is included in the current General Ledger module. For those who have already updated G/L, the FRx Advanced Version can be obtained through DSG, Inc. for an additional fee. The Advanced Version offers added reporting tree and reporting level flexibility, plus links allowing you to include external spreadsheet data in reports. You can also generate multi-company consolidation reports with FRx Advanced.

A wide variety of custom reports can be created with FRx, including:

- ◆ Regional Profit and Loss
- ◆ Side by Side Balance Sheet
- ◆ Income Statement with a % of Net
- ◆ Sales Calculation, Income Statement
- ◆ Rolling Quarter Income Statement
- ◆ Side by Side Income Statement
- ◆ Side by Side Consolidated Income Stmt.
- ◆ Full Year Transaction Detail
- ◆ Last 3 Months Transaction Detail
- ◆ Transaction Detail Drill-Down Report (using Drill-Down Viewer)
- ◆ Variance Analysis using the Trial Balance, Exception Reporting
- ◆ Tabular Balance Sheet
- ◆ Balance Sheet with Ratios
- ◆ Rotated Departments and Expenses
- ◆ Consolidated Balance Sheet
- ◆ Consolidated Income Statement
- ◆ Budget Variance Analysis
- ◆ Departmental Transaction Detail
- ◆ Debit and Credit Transaction Detail
- ◆ Consolidated Bal. Sheet/Income Stmt.
- ◆ Side by Side Consolidated Balance Sheet
- ◆ Consolidated Bal. Sheet w/Eliminations
- ◆ Balance Sheet
- ◆ Trial Balance
- ◆ Row Linking Bal. Sheet/Income Stmt.
- ◆ Cash Flow Report
- ◆ Full Year Forecast

MAS 90 Integration — Automatically build General Ledger lists and pull your accounting data directly from MAS 90.

Graphical Formatting — Change fonts and colors, for professional-looking report printing.

Drill-Down — Drill-down to transaction-level detail. Used in tandem with a less expensive remote drill-down viewer, view reports direct from e-mail, performing extended drill-down navigation while away from the office.

Standard Version Features

Roll-up — (functional opposite of drill down). Consolidate business units, yielding combined totals and other information.

Unposted Data — Before posting data, perform "what if" analysis on your unposted data to determine the effects the transactions will have on your ledger.

Export — Straightforward exporting of formulas and values from reports to your favorite spreadsheet (e.g., Microsoft® Excel® or Lotus® 1-2-3®).

Clever — The special Clever tool resegments accounts or carves out new account structures.

Advanced Version Features

The following features not included in the Standard Version are available with the FRx Advanced Version.

Spreadsheet Link — Reports can include links to external spreadsheet data.

Reporting Trees — Gives you an unlimited number of trees (Standard is limited to 1).

Reporting Levels — Gives you an unlimited number of reporting levels in trees (Standard is limited to 2).

MAS 90 Wins!

IRVINE, Calif.— State Of The Art, Inc. today announced that its MAS 90® for Windows® accounting software (90/W®) defeated 90/W's major competitors in all judging categories at the "High-End Accounting Package Juried Shootout." The Shootout was sponsored by the New Jersey Society of Certified Public Accountants at its annual trade show and convention that took place April 28-29, 1997.

The High-End Accounting Package Juried Shootout demonstrated a set of features and functions based on a case study of a distribution company's requirements, that were divided into seven major categories: operating platform, reporting capabilities, General Ledger functionality, Accounts Payable functionality, Accounts Receivable functionality, versatility and upgrade path.

The judges, a group of CPAs from both the public and private accounting sectors, awarded points for levels of category compliance, and added bonus points for quality and depth of product demonstration. According to the judges, 90/W software outperformed participating competitive products, Great Plains Dynamics and Solomon IV, in all categories, winning the overall shootout by a margin of more than 30 percent.

Multi-User File Locking Capabilities — Building-block locking will prevent your row and column formats from being modified by another user.

Report Launcher — Report Launcher will quickly print any existing FRx report.

Drag and Drop — Precisely move reporting units from parent to child positions and vice-versa with standard Windows drag and drop functionality.

Account Types — FRx supports account types, for proper management of debit and credit amounts.

Multi-Company Consolidations — MAS 90/W users gain the ability to generate multi-company consolidation reports from within FRx when they purchase the Advanced Version.

Payroll and Job Cost Available for MAS 90/W

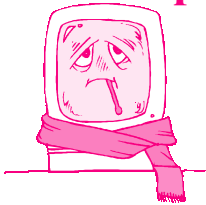
IRVINE, Calif.— State Of The Art, Inc. announced that it has expanded the breadth of its popular MAS 90 For Windows (MAS 90/W) accounting solution to 11 modules with the release of Payroll and Job Cost applications.

The Payroll release addresses a general accounting requirement of a large number of the medium-sized businesses in the current and potential MAS 90 user base, while the Job Cost module fulfills other more specific needs of companies with a heavy project management emphasis, such as construction firms and contractors.

Following a June, 1996, product launch that made sales history in its market segment, MAS 90/W shipped more than 13,000 units within the first nine months of release. A new version, MAS 90 Client/Server for Windows NT® (MAS 90cs) accounting software, is also new. Scalable to 100 users, MAS 90cs also supports remote access, so that users on Windows NT networks will be able to access MAS 90 over a modem. The new MAS 90 Payroll and Job Cost modules are compatible with both MAS 90/W and MAS 90cs.

MAS 90 Payroll and Job Cost are both available now from DSG, Inc. Call for more details.

Need Help?



Technical Support for any M•A•S 90 product can be obtained by contacting DSG, Inc.
Contacts: Joe Dudek or Rich Garrett
9570 El Hill Road
Memphis, TN 38133-4214
(901) 384-6600
FAX (901) 384-6602
e-mail: dsginc@csi.com
web site: www.dsg-net.com

(Note: This new web address is still tentative. Our old web site, <http://ourworld.compuserve.com/homepages/dsginc/>, will continue to work if this one is not activated.)

In the Spotlight: Crystal Reports

Create and customize presentation-quality reports from your MAS 90 data with Crystal Reports for MAS 90. Crystal Reports is a powerful WYSIWYG (What You See Is What You Get) report writer that allows you to create meaningful reports quickly and easily. You can use sample reports straight out of the box. Or, modify them to suit your needs, then save and run them anytime.

Take control over the look of your documents by selecting font type, size and text color. Enhance the layout by applying lines, borders and shading. Further enrich your reports with embedded pictures, diagrams and logos. Use tables, cross-tabulations or one of twelve graph styles to communicate your financial information. You can even create reports with drill-down simply by selecting that option for the detail section of a report.

Crystal's "Experts" are wizards that guide you through the report process from start to finish; "Private Tutor" is a built-in training and on-line help system. You also have the ability to run your reports at predetermined times, even unattended.

The ODBC (open database connectivity) driver included in the data access kit for MAS 90 gives Crystal Reports direct access to MAS 90 data. The ODBC driver also provides read-only access to MAS 90 data for other applications, including Microsoft Word, Excel and Access, allowing your accounting information to be automatically transferred for use in other applications and report writers. Microsoft Office and other Windows office productivity suites (i.e., Perfect Office and Lotus Suites) can also access your MAS 90 data. Your data is still password protected.

Crystal Reports Templates

- ♦ A/P Aged Invoice
- ♦ A/P Check History
- ♦ A/P Trail Balance
- ♦ A/P Vendor Listing
- ♦ A/R Aged Invoice
- ♦ A/R Customer Listing
- ♦ A/R Sales Analysis
- ♦ A/R Salesperson Comm.
- ♦ A/R Trial Balance
- ♦ Bank Rec. Monthly Transaction Listing
- ♦ G/L Income Statement
- ♦ G/L Trail Balance
- ♦ I/M Item Listing
- ♦ I/M Item Reorder
- ♦ I/M Stock Status
- ♦ I/M Item Valuation
- ♦ P/O Item History
- ♦ P/O Open Item
- ♦ P/O Open Purchase Order
- ♦ J/C Masterfile Listing
- ♦ Job Cost Code Detail
- ♦ J/C Analysis by Cost Type
- ♦ J/C Billing History
- ♦ J/C Work In Process
- ♦ S/O Customer Sales History
- ♦ S/O Monthly Sales
- ♦ S/O Open Sales Order

New Features in Crystal Reports 5.0

Sub-reports — Embedded in a main report to insert information from tables with different formats into any section of a report.

Conditional and Multiple Section Reports — Lets you specify special conditions for each section of a report, allowing one report to produce several different outcomes.

Enhanced Cross-tabulation Objects — Present summary information in a single cell, replacing columnar report formats.

Form-style Reports — Allows for printing with greater precision on preprinted forms using new guidelines and text objects.

Mail Merge Capabilities — Combine database information with letters or other text objects, and specify selection criteria to target specific groups of customers.

Report Design Control — Improved user interface gives more power and control over report design. Use a drawing model instead of a predefined grid to place data fields.

Control Formatting with Formulas — Data can be displayed in a different color or underlined to put emphasis on a particular cell and its value.

Enhanced Graphing Capabilities — Graph on details, formulas and subtotals.

Distribution of Reports — Publish reports to the Web with automatic HTML output, presenting embedded graphs and other features of the original report. When exporting to Word and Excel, images, lines, boxes, and color are included. E-mail reports in one of 15 file formats.

New Data Access Kits — For 16-bit or 32-bit systems — now includes Job Cost Data Dictionaries and report templates.

16-bit ODBC driver — For Windows 3.1X users with Excel version 4 or 5 and Word version 6.

32-bit ODBC driver — For Windows 95 users with Office 95 versions of Excel, Word, and all versions of Access.

Q & A

Q: *In MAS 90/W I have been getting an error message that says, "A launcher has already been started for this workstation (T000)." What does this mean?*

A: It means one of two things. If the value shown is something other than T000, then you probably launched two sessions of the launcher at the same time on the same workstation, or two workstations have the same value. Close one session of the launcher or change one of the values. If the value is T000, then the environment variable PVXFID0 is either missing or incorrectly set in your autoexecute.bat file. The value must be set in the range of T000 to T400, and each workstation must have a unique value. A suggestion for selecting this value is to use the telephone extension of the phone next to each workstation. This way if you need to get someone out of a particular application, you know which telephone extension to dial.

Environment variables on Windows NT workstations and servers are not set in the autoexecute.bat file, but in the settings control panel. MAS 90cs does not require a setting in the PVXFID0. It is automatically set the first time you use a workstation.

Q: *I've heard a lot about computers and the year 2000. Does MAS 90 support the year 2000?*

A: MAS 90/W and MAS 90 Level 3 (DOS or UNIX®) data files are structured to accommodate the year 2000 and beyond. In many areas where future posting is required, such as repetitive invoice entry end date (for leases, mortgages, etc.), the system is currently enabled for year 2000 entry. Just type the complete four-digit year (e.g., 2004).

We are currently adding functionality to all modules and programs to complete the year 2000 functionality, including the capability for all data entry programs to intelligently default to the new century when a two-digit year is entered (so that typing 04 will be recognized as 2004, not 1904, for example). An extensive third-party certification process should culminate in MAS 90/W and MAS 90 Level 3 receiving official Certification for compliance with year 2000 requirements. The release of the year 2000 compliant version is scheduled for Q3 of 1997.

All customers subscribing to a software maintenance or ClientCare® support plan will receive the year 2000 release as part of the benefit of their plans. This includes all customers who have purchased new MAS 90/W or MAS 90 Level 3 (DOS or UNIX) systems since March 1, 1997 and who are covered under a software maintenance plan. Customers who have not subscribed to a ClientCare plan, or who are on older versions of the software, are strongly encouraged to subscribe now, since there will be a significant upgrade fee associated with the year 2000 release.

DSG, Inc.

Data Systems Group

9570 El Hill Road
Memphis, TN 38133-4214