

**DSG, Inc.**

Data Systems Group

(901) 384-6600

# TIPS OF THE TRADE

MAY 1996 Vol. 1 No. 4

## New Client/Server Accounting Software To Be Released By STATE OF THE ART

**Irvine, CA**—STATE OF THE ART, INC. will soon begin shipping their latest accounting program, designed to offer accounting solutions for medium-size businesses.

Named Acuity Financials™, the software is a next-generation solution, integrating over fifteen years of the company's experience in accounting software with today's popular client/server computing environment. The software is a native, 32-bit Microsoft® Windows 95® application designed for Microsoft® SQL Server™ and Windows NT™. Its object-oriented architecture is designed to facilitate complete integration with industry standard workflow, imaging and office productivity applications, such as Microsoft Office™ and BackOffice™.

"Middle market accounting, based on Microsoft Windows NT and Microsoft SQL Server, is one of the fastest growing segments of the client/server market," said STATE OF THE ART's president and CEO, David Hanna.

Expanding on the robust feature set, functionality and superior workflow of STATE OF THE ART's popular M•A•S 90® accounting software, Acuity Financials offers ease of customization, flexible reporting and multicurrency capabilities.

The System Manager and General Ledger modules are planned for general availability by the end of the second quarter. STATE OF THE ART plans to release a full suite of accounting applications this year.

## M•A•S 90® for Windows®

*Coming Soon!*

**Irvine, CA**—M•A•S 90® FOR WINDOWS (90/W) will be shipping during the second quarter of 1996. The latest release incorporates the heritage of M•A•S 90®'s functionality and workflow with the usability and desktop integration of Microsoft® Windows®. This first release of the new product range includes General Ledger, Accounts Payable, Accounts Receivable, Bank Reconciliation and Library Master.

"M•A•S 90 FOR WINDOWS delivers the flexibility and ease of use that Windows users demand," said STATE OF THE ART's president and CEO, Dave Hanna.

M•A•S 90 FOR WINDOWS supports a wide range of system options including Novell Netware, Microsoft® Windows NT™, and peer-to-peer networking on the server side, and DOS, Windows 3.1 and Windows 95 client workstation configurations. This flexibility allows existing users of DOS accounting systems to upgrade their investment to Windows at their own pace, and delivers the maximum choice of configurations to suit their business needs.

The successful customization capabilities of the DOS product have also been enhanced with the new product line. M•A•S 90 users have always been able to benefit from the customization service delivered by STATE OF THE ART's network of Master Developers, and the availability of over 1,000 off-the-shelf enhancements and vertical applications. These facilities are continued and enhanced for the new product line by the provision of both Master Developer and end-user customization tools.

### *In This Issue*

Acuity Financials .....	page 1
90/W .....	page 1
New DSG Products .....	page 2
Avoiding Eye Strain .....	page 2
Tip of the Month .....	page 2
DSG & WWW .....	page 3
Fax Master .....	page 3
Q&A .....	page 4

# DSG, Inc. Offers New Products

You may not know it, but DSG, Inc. has developed customized products that could be of use to you in your business. Ask your DSG, Inc. consultant about those that could maximize your M•A•S 90 accounting software.

## **M•A•S Mark Benchmark:**

A workstation performance benchmark allowing the end-user to test the performance of each individual station in the M•A•S 90 environment and quantitatively see the results of any new tuning that has been done on a system, network, or workstation.

**GPI Hand-Held Interface to M•A•S 90 S/O and I/M:** A M•A•S 90 level 2 interface to route sales hand-held computer systems sold by General Programming, Inc. This program exports M•A•S 90 Customer Master, Inventory Master, Pricing matrix and Sales History information to GPI docking stations for uploads to hand-held units. In addition, it imports Invoices from hand-held computers to the M•A•S 90 Sales Order Invoicing and Inventory Management System. It provides complete automation of field sales and inventory control through the use of hand-held computers and M•A•S 90 accounting software.

**Equipment Cost System:** A full Equipment Costing system allowing the end user to use in-house operating and ownership rates for company owned equipment and charge Job Cost for use of the equipment.

**Bill To Address:** This product allows the user to select a "Bill To" address from the customer file. It replaces the "Ship

To" address on Sales Order Entry and Sales Order Invoice Entry.

**Extended Earnings Code Distribution:** This product allows the user to expense all earning codes to individual general ledger accounts. It eliminates the limit of 10 earning codes placed by M•A•S 90.

**Work Order Automation:** Work orders are initiated as normal. Bar coded serialized labels are printed based on quantities released for work order. This requires a thermal bar code printer.

**Accounts Payable Monthly Distribution Journal:** This product provides a report showing monthly Accounts Payable distribution by General Ledger accounts. The report requires that you update Payable and Purchase Orders in detail to the General Ledger.

**Sales Order Commission Report from History File:** This product provides date-sensitive ranges by salesman. It shows line item detail and commission amounts by invoice.

**Inventory Physical Count Upgrade:** This product allows multiple locations per warehouse to be entered separately. It will also allow the user to summarize entries for the update.

**Inventory Costing in Work Order Based on Completion Units:** This product allocates cost to completed inventory items in Work Order on an item by item basis, not by labor cost percentages. It stops the partial completion entries in work order from receiving a zero tier cost in inventory.



## Avoiding Eye Strain

Looking at a computer screen all day can be a real strain on your eyes. Give your eyes a break at least once an hour by focusing on something other than your screen.

While sitting at a desk, our tendency is to only focus on objects within a five foot range, basically the items on your desk. Try to focus on something at least 20 feet away, maybe at a picture across the room or out the window.

Warning, however. With warm weather finally upon us, looking out the window can give you a bad case of spring fever. Don't confuse avoiding eye stress with avoiding work.

---

## Tip of the Month



### *General Ledger Postings*

Once an order has been invoiced, the Sales Journal must be printed and updated. The Daily Transaction Register can then be printed and updated to post those entries to the General Ledger. The Daily Transaction Register will credit the sales account and debit the accounts receivable account. Once the corresponding purchase order is invoiced through the receipt of invoice entry and updated, the Daily Transaction Register can be printed and updated to generate a credit posting to the accounts payable account and a debit posting to the cost of goods sold account.

*from Tips and Techniques  
a State of the Art publication*

## DSG, Inc. Signs On the World Wide Web

It seems that everyone is getting into the act when it comes to having a web page on the world wide web. DSG, Inc. is leading the way.

The next time you're "surfing the net," look up the new DSG, Inc. web page.

The new DSG, Inc. web page contains the very latest information on products and services offered by DSG, Inc. Browsers can also obtain information about DSG, Inc., leave an e-mail message, or visit related web page sites.

Soon to be added to the DSG, Inc. web page will be product support tips and techniques, dealing with the questions our clients ask most.

The on-line address for the new DSG, Inc. web page is <http://ourworld.compuserve.com/homepages/dsginc/>. For those who would like to simply drop a message via our e-mail address, the address is [dsginc@compuserve.com](mailto:dsginc@compuserve.com).

Another point of interest for M•A•S 90 users would be State of the Art at <http://stateoftheart.com>.

# MODULES

## In the Spotlight: Fax Master

Near the end of last year, State of the Art introduced a new module for their M•A•S 90 EVOLUTION/2 product line.

The Fax Master module for M•A•S 90 systems allows the user to fax M•A•S 90 forms and reports, and even non- M•A•S 90 documents from a terminal or PC from within the M•A•S 90 program.

"The Fax Master module for M•A•S 90 offers company-wide benefits that will enhance database marketing and document management capabilities," said Dan Shapero, vice president of marketing. "We will continue to provide productivity tools that will make the M•A•S 90 accounting system more efficient and productive for our users."

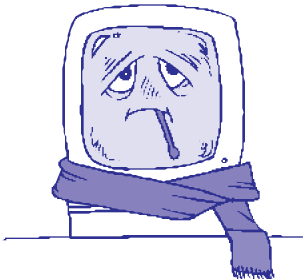
The Fax Master module can be used in conjunction with M•A•S 90 Accounts Receivable, Job Cost, Purchase Order, Sales

Order and Time and Billing modules to provide an integrated fax modem printing system through M•A•S 90. More than just an automated fax system, the Fax Master module can be used as a purchasing, sales, marketing, collections and management tool. Invoices, purchase orders, sales orders and literature can be faxed directly from within the M•A•S 90 accounting system.

With the Fax Master module, users can create a cover letter with graphic overlays using their own company letterhead, graphic images, corporate stationery, logo, etc. Users can also schedule faxes for overnight transmission, when phone charges are less expensive.

For more information about how the Fax Master module can work with your M•A•S 90 system, contact your representative at DSG, Inc.

### Need Help?



Technical Support for any M•A•S 90 product can be obtained by contacting DSG, Inc.

9570 El Hill Road  
Memphis, TN 38133-4214  
(901) 384-6600  
FAX (901) 384-6602



# Q & A

*Q: I keep hearing about STATE OF THE ART, but I am not exactly sure how the company relates to DSG, Inc. What type of company are they and how do they relate to DSG, Inc.?*

**A:** Founded in 1981, and headquartered in Irvine, California, STATE OF THE ART, INC. develops, markets and supports accounting software for the small and medium-size companies. Its award-winning M•A•S 90 accounting software runs under a number of operating systems, including Windows, DOS, and UNIX, and offers a broad range of applications for virtually any type of business. It also sells DOS- and Windows-based Business Works™ accounting software for small businesses. The company is in the process of releasing a new client/server software program called Acuity Financials™.

DSG, Inc. is a M•A•S 90 Master Developer with STATE OF THE ART, which gives DSG, Inc. the authorization to customize the M•A•S 90 accounting software to meet the individual needs of their clients. While many companies are authorized to resell STATE OF THE ART software, specialized training is required to become a Master Developer. Companies like DSG who complete this training are able to modify M•A•S 90 software by making changes or additions to packaged modules supplied by STATE OF THE ART.

Master Developers may also write supplemental programs for M•A•S 90 modules. These programs, and the modification of existing programs, work together to provide clients with the customized software package they need for optimal accounting performance.

For more information on customizing an accounting package for your company, contact DSG, Inc. at (901) 384-6600.

## **DSG, Inc.**

### **Data Systems Group**

9570 El Hill Road  
Memphis, TN 38133-4214