

AGS Enterprises

248 West Park Avenue

Suite 252

Long Beach, NY 11561

Tel (516) 670-9694

Fax (516) 670-9693

www.agsenterprises.com

AGS Advantage

Volume 2 Issue 1

SalesAnalysis sheds new light on your accounting data

We're often asked why a client should buy Adagio SalesAnalysis. After all, SalesAnalysis "just" collects data from other modules and Crystal Reports can print from those other modules.

- 15 common reports are included with SalesAnalysis

Then why buy Crystal Reports if you have SalesAnalysis?

As good as the 15 common reports included with SalesAnalysis are, every site has its own way of looking at sales data. With Crystal Reports for Adagio, you can create custom reports and place them directly on the Reports menu in Adagio SalesAnalysis.

Besides, Crystal Reports for Adagio works with all of the other Adagio modules, too. In fact, Crystal Reports for Adagio works with all ACCPAC® Plus™ modules and most 3rd Party modules, so you can use Crystal Reports for Adagio even before you have fully converted to Adagio. 🎵

Here's some features of Adagio SalesAnalysis that will be important to many of you:

- It collects data from a number of different modules and stores in a common format for easier maintenance and reporting:
 - Adagio Invoices, Quik Invoice for Windows, Quik Invoice for DOS
 - Adagio OrderEntry, Plus OE
 - IMS CounterSales
- Only invoice and credit note information is collected, so processing is faster and you don't need to filter out order info, etc.
- Historical information in the other modules can be purged, making processing in those modules faster, too.
- Built-in Online Inquiry with templates and drill down to details makes it easy to display a customer's purchases or compare MTD or YTD sales side-by-side.
- Statistics lets you compare the performance in different periods instantly.
- The invoice paid indicator lets you calculate commission reports on paid sales
- Because the SalesAnalysis database is separate from the "accounting" records, you can easily correct certain data input errors without having to issue credit notes and invoices, which clutter the customer's account.
- Costing information can be entered after the fact.

Adagio "Webinars"

Now you can attend free on-line demonstrations of Adagio! Spend 45 minutes in the comfort of your office to learn about the benefits of Adagio! There are various different topics to choose from. Sign up on-line at www.softtrak.com/webinars.

The image shows two overlapping windows from the Adagio SalesAnalysis software. The top window is titled "Edit Online Inquiry Template Cust/Category/YTD Product Sales" and contains a "Report/Selection Options" dialog. It lists available fields like Customer, Category, Date, and Pref. doc. #, and shows selected fields including Quantity YTD and Amount YTD. The bottom window is titled "View Online Inquiry Cust/Category/YTD Product Sales (Summary)" and displays a data table with columns for Customer, Category, Quantity YTD, Amount YTD, Cost YTD, and Margin YTD. The table contains several rows of data for different customers and categories.

Customer	Category	Quantity YTD	Amount YTD	Cost YTD	Margin YTD
ABL01		776.00	312,318.80	151,059.68	51.63
ABL01	BKH	2.00	230.00	0.00	100.00
ABL01	BKR	1.00	319.99	175.99	45.00
ABL01	GLC	14.00	10,832.47	5,763.61	46.79
ABL01	WSA	5.00	1,299.80	697.47	46.34
ABL01	WSA	2.00	128.00	70.40	45.00
BCS01		2.00	170.00	0.00	100.00
BCS01	BKH	2.00	495.98	296.98	39.89
BCS01	GLS	3.00	499.08	263.91	47.12
BOH01		3.00	345.00	0.00	100.00
BOH01	WSB	4.00	5,846.00	3,210.00	45.09
BOH01	WSM	6.00	2,670.00	1,470.00	44.94
BOH01	WSS	3.00	1,373.00	736.90	46.33
BOL01		3.00	345.00	0.00	100.00
BOL01	WSB	4.00	4,676.40	0.00	100.00
BOL01	WSS	2.00	696.84	373.79	46.36

Adagio Technical Tips

Adagio Invoices Batch Listing

Issue: I have an error in my Adagio Invoices Batch Listing Report. What happened?

Solution: If either the Batch Listing Report or the Tax Summary Report results look like they are corrupted, the likely reason is that Quik Reports for Windows had just been installed. The problem is that, if QRW gets installed after Adagio Invoices, and Adagio Invoices is not reinstalled, some lines added to QRTABLES.INI in the QRASP directory are lost.

The easiest solution is to reinstall Adagio Invoices. A full reinstall of Adagio Invoices is necessary if you are creating custom reports in QRW with Adagio Invoices data.

Alternately, you can replace the lines in the QRTABLES.INI with a text based editor. The lines should be as follows:

```
[QIW10]
QIA????R=10
QIB????R=10
QITAXSUM.type=1
QITAXSUM.offset=0
QITAXSUM.headerAnd=255
QITAXSUM.headerXor=72
```

Creating Financial Statements

From Plus Community.com...

Question: I am familiar somewhat with the specification files of ACCPAC® Plus™ but am having difficulty with creating financial reports using Adagio. What is the best approach to get a handle on this topic? Where do I start?

Reply: The best place to start is to examine the sample financial statements included with the Adagio sample data. Adagio's financial reporter is more like Excel than the DOS specification editor. You might also try importing some of the DOS specifications.

Overall, we recommend setting up a good "Account Group" tree in the Financial Reporter, then use the "drag & drop" facility to create your financial statements.

Adagio Fact

Since Adagio is designed to use the graphical power of Windows, you can print dynamite-looking invoices and customer statements on inexpensive plain paper!

Converting from ACCPAC

From Plus Community.com...

Question: We are in the process of switching from ACCPAC Plus to Adagio. We are also switching from an old server to a new server. Not only that, but March 31st is our year end. There are 5 departments and therefore 5 financial clerks.

Would you please list anything we should keep in mind - or the easiest way to do this? We want to revise our GL chart of accounts for Apr 2003-04.

Reply: Nothing like changing everything all at once! After you have moved to your new hardware, run the program CHKSYS.EXE in the Softrak\system subdirectory to make sure that Opportunistic Locking has been set correctly on your new network.

I would recommend changing your chart before converting to Adagio. It will just be more straightforward. Instead of converting all your ACCPAC Plus DOS financial statements, spend the time creating a good "View" of your chart of accounts in the "Account Group" View of the Financial Reporter. ♪

Worth Noting

Clients Love GridView!

Here's what one happy client had to say about GridView...

"GridView is awesome! Its flexibility and diversity allows you to retrieve and view data you otherwise would have to do by going in and out of various Adagio modules one at a time. It not only allows our accounting department to view every transaction for any customer down to the actual details of any invoice all from one source, it also allows each department manager to view data, check prices previously billed to customers without having to go to the accounting department or go through actual paper/hard copy files. It's truly incredible and has already proven effective in our business. What is more unbelievable is its simplicity in use. It is so simple anyone can do it!"

Debbie Ruzicka
Accounting Manager
Fox Industries, Inc.
Baltimore, MD

Adagio is a registered trademark of Softrak Systems Inc. All other trademarks are trademarks of their respective companies.

"Personal Service... Bridging The Gap Between Accounting and Computers"

