

MAS 500 *plus* Direct 500

Direct 500

- Direct 500 eStore
- Enhanced Sales Order Entry
- Multilevel Source Code tracking and pricing
- Upsell and Cross-Sell
- Deals
- RFM
- Coupons & Promotions
- Scripting
- Credit Card Processing
- Advanced Shipping and Handling definition
- Extensive Mail List selection criteria
- Redundancy Name Checking
- Catalog Requestors
- Bundled Pricing
- AutoShips
- Maintain Customer Alert Codes
- Sales Tax
- Address Normalization
- Combine Customers

ACT! Integration

- Does not require installation of Direct 500

Financials

- General Ledger
- Accounts Receivable
- Accounts Payable
- Advanced Consolidation
- Allocations
- Cash Management
- Fixed Asset Account
- Fixed Asset Inventory
- Multi-currency Management
- Purchase Order

Project Accounting

- Project Accounting
- ETimesheets
- Microsoft Project Link

Manufacturing

- Light Manufacturing
- Advanced Manufacturing
- Advanced Planning and Scheduling
- Engineering Change Management
- Estimating
- Project Management
- Material Requirements Planning (MRP)
- Product Configurator
- Shop Floor Control

Customization

- Application Framework
- Customizer
- Source Code

Human Resources and Payroll

- Employee Attendance
- HR Management
- Payroll Management

CRM

- ECustomer
- ESalesforce
- Sales Management

Distribution

- Inventory Management
- Inventory Replenishment
- Purchase Order
- Sales Order
- EOrder
- Advanced Kitting
- Product Configurator

Business Intelligence and Reporting

- Alerts
- Executive
- DataPorter
- Explorer
- Crystal Reports
- Web Reports

Computer Solutions and Sage Software have joined forces to create **Direct 500**, a Windows-based software solution for companies selling directly to consumers. Leveraging the functionality of Sage Software's award winning MAS 500, Computer Solutions has enhanced MAS 500 to create **Direct 500** to meet the unique requirements of multi-channel merchants. The enhancements within **Direct 500** also provide significant benefit to all companies that use the MAS 500 sales order module.

MAS 500 and **Direct 500** are designed and built with Microsoft tools, technology and architecture to provide a flexible, scalable and full-featured end-to-end enterprise solution. The software is deployed primarily with SQL server and Visual Basic. All **Direct 500** enhancements were developed in the MAS 500 toolset.

The eStore was developed in ASP.net.

MAS 500 is a highly reliable, robust and integrated series of enterprise applications covering all areas of business, including financials, distribution, customer relationship management (CRM), manufacturing, human resources, payroll, project accounting, financial reporting, electronic commerce and more.

MAS 500 offers market-leading functionality in a variety of areas. Its distribution capabilities are extensive, supporting multiple warehouses, forecasting, and automated procurement. With **Direct 500**, an out-of-the-box customer service application, businesses get up and running quickly with an integrated, powerful Web site for B2B and B2C order taking and account inquiries.

Computer Solutions has over 25 years of experience providing software and solutions for the Mail Order, Catalog and Fulfillment industries on the IBM iSeries platform.

Sage Software is among the 10 largest worldwide software companies with diverse software offerings and 1.5 billion dollars in sales in 2006. MAS 500 currently has 6,000 installations.

Direct 500 Menu Tree







Direct 500 is structured using the same conventions and navigation as MAS 500.

Maintenance







Accounts Receivable

-  Maintain Tender Types

Inventory Management

-  AutoShip Codes
-  Maintain Items
-  Maintain Keyword Prompt Groups
-  Maintain Manufacturers
-  Maintain Models
-  Maintain Styles
-  IM Set Up Warehouses





Mail List

-  Maintain Alert Codes
-  Maintain Customers
-  Maintain Customer Class
-  Maintain Demographic Codes
-  Maintain Info Request Codes
-  Maintain Name Suffixes



Marketing

-  Maintain Bundled Price Codes
-  Maintain Coupons
-  Maintain Cross-Sell Groups
-  Maintain Promotions
-  Maintain Priority Shipping Schemes
-  Maintain Direct 500 Price Sheets
-  Maintain Shipping Charts
-  Maintain Up Sell Groups





Sales Order

-  Maintain Item Aliases
-  Maintain Order Origins
-  Maintain Scripts
-  Maintain Script Groups

Source Code Tracking






-  Maintain Source Codes
-  Maintain Source Codes Property Definitions

Direct 500 Setup





-  Setup Direct 500 Options
-  Maintain Sales Tax Schedules for Postal Ranges
-  Maintain Shipping Carriers
-  Set Up Shipping Methods

Activities



Mail List

-  Labels for Info Request
-  RFM Scoring
-  Mail List Selection
-  Purge Temporary Customers
-  Combine Customers




Sales Order

-  Enter Sales Orders
-  Create Pick List
-  Run UPS WorldShip
-  Purge Lost Sales File





Credit Card Authorization and Settlement

-  Credit Card Authorization
-  Credit Card Settlement

Accounts Receivable




-  Create & Post Sales Order Cash Down Payments to AR
-  Post Sales Order Credit Card Down Payments to AR
-  Match Sales Order Payments with Invoices

Reports

-  Lost Sales
-  Sales Entered by Sales Person
-  Sales by Source Code
-  Sales Orders without Batch #

Inquiries

Common Information

-  Set up Credit Card Groups
-  Maintain Credit Card Groups per Company
-  Set up Credit Card Response Codes

Enhanced Sales Order Entry

Direct 500 greatly improves the flow of entering a sales order. It seamlessly allows the operator to add new customers, search existing customers, apply prepayments and more. It was designed to minimize keystrokes and eliminate the need to use the mouse.

Source Codes

Direct 500 Source Codes uniquely identify each advertisement, catalog mailing and/or promotion for purposes of analyzing results and profitability. User defined "source" properties allow results to be rolled up to a book, type of buyer and / or any other user defined criteria.

Upsell and Cross-Sell

Direct 500 supports Upsells and Cross-sells. This encourages Customer Service Representatives to sell higher end products as well as complementary items of similar interest.

Deals

A deal is a price offer such as "buy 1 get a second for 50% off", "buy 2 get one free", "buy 1 and get a different item free". With extensive user defined options to support "deal" offers, **Direct 500**, automatically displays Deals during sales order entry when an Item or an Item in an Item Class is defined as a Deal. A Deal can have expiration dates, and is optionally displayed in sales order to alert the order taker of the deal.

RFM

Direct 500 helps provide for more targeted promotions and campaigns using the RFM (Recency / Frequency / Monetary) score of buyers. RFM is an excellent predictor of whether a customer will place another order.

Coupons and Promotions

Direct 500 supports coupons and promotions offering free shipping and handling, discounts, and/or free merchandise based on a minimum order amount. The customer must declare that he or she has a coupon. Promotions are automatically granted.

Sales Tax

Direct 500 automatically determines and applies the correct sales tax schedule to the customer. Tax schedules can be either user defined or imported.

Scripting

Direct 500 offers Scripts. A script is an optional prompt or series of optional prompts that coach the customer service rep to search for the appropriate item or group of items to sell.

Credit Card Processing

Direct 500 has extensive support for Address Validation, the Card Validation Value, refresh of stale pre-authorization numbers, and more. Credit cards are pre-authorized after taking orders and charged (settled) at shipment time.

Advanced Shipping and Handling definition

Direct 500 provides for a number of the more popular calculation methods of shipping and handling charges.

Mail List selection criteria

Direct 500 has extensive list selection criteria to pull names from the "House List" for targeted campaigns. Source codes can be assigned to the segments of the list to easily analyze results of the campaign.

Redundancy Name Checking

Checks for the existence of a name prior to adding it to the house list to reduce redundancy at time of entry.

Catalog Requestors

Direct 500 can create a mailing label based on catalog request codes assigned to a customer. There is no need to create a no charge order to fulfill a catalog request.

Bundled Pricing

Direct 500 provides the ability to grant quantity prices to a group of items. Each item is priced based on the quantity of items ordered from the group.

AutoShips

Direct 500 easily handles AutoShip programs that will ship an item on a user-requested interval and number of shipments, for example, vitamins shipped every 30 days for 12 shipments.

Customer Alert Codes

Alert codes can be assigned to customers to identify special information such as "excellent buyer" or "always returns merchandise." Orders can be denied or automatically held based on the alert code.

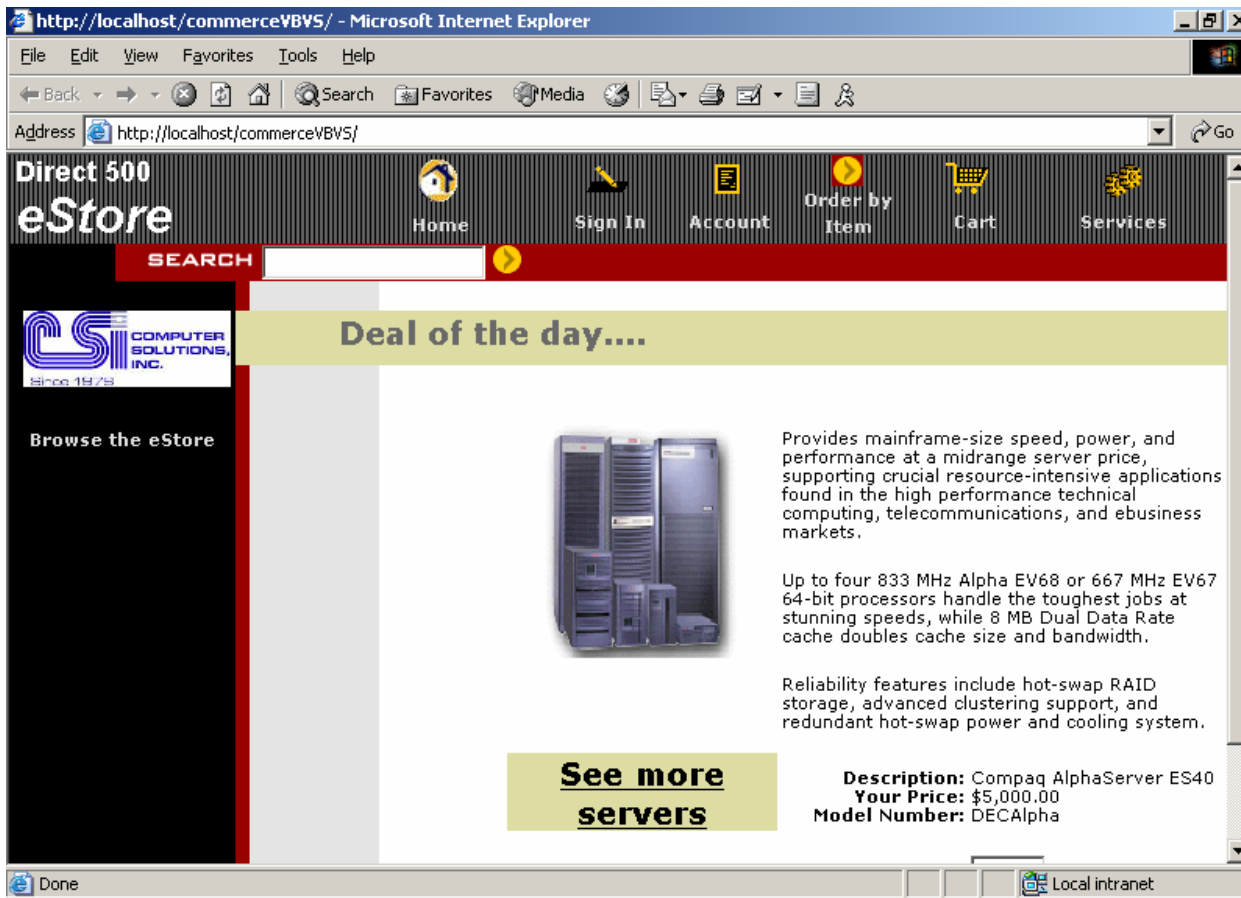
Address Normalization

Direct 500 has been enhanced to interface to Melissa Data software for address hygiene and verification and to append ZIP+4.

Combine Customers

Direct 500 allows you to combine the histories of separate customer accounts. This is valuable if duplicate accounts are discovered for a single customer.

Direct 500 eStore, an ASP.net implementation (below)



Direct 500 eStore, built with ASP.net, allows shoppers to place an order on the web without being predefined as a customer. eStore provides MAS 500 with the typical B2B and B2C shopping experience, paying by credit card, and more. The ASP.net implementation allows merchants to easily change the personality or “look and feel” of the store using common web publishing products.

ACT! Integration

The integration between ACT! and MAS 500 provides a strategic advantage, enhancing MAS 500 which is already the most powerful member of the Sage Software family of business management applications. The interface streamlines access to real-time MAS 500 functions without the need to ever replicate data between the two products. Three new functions are available from the ACT! contact screen:

- **MAS 500 Create/Update Customer Information** - Copy an ACT! contact into MAS 500.
- **View Customer Information** - Inquire into the ACT! contact's order status and history, A/R position and more from MAS 500.
- **Place an Order** - Effortlessly start a MAS 500 sales order for the contact.
- **Create an ACT! contact from the MAS 500 customer maintenance form** - seamlessly from an existing MAS 500 customer.

The interface is simple to deploy, simple to use, and provides a very inexpensive and robust contact management, sales force automation, or CRM solution compared to other alternatives.

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