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INTRODUCING SAGE 100 2021

What's New in the Latest Release

Sage 100 Version 2021 has introduced over 26 new features, many of which were suggested by the over 14,000 active customers using the product today. Here's a look at some of the newest features we think you'll like.

Even More Secure

Sage 100 2021 adds several pre-defined **role templates**, making it easier to create roles that are specific to your business. Role Maintenance has been enhanced to allow you to quickly assign or remove users to roles, apply changes to multiple roles, along with enhanced search and filtering capabilities to find tasks and security options more easily.

Better Record Keeping

Sage 100 customers who send orders, invoices, and other business documents through the system now have a **detailed log** to help you confirm that the emails were sent without any issues. Plus, Sage 100 2021 now supports PDFs, Word docs, JPEGs, and other file types to be associated to your journals and registers.

Expanded Email Options

Sage 100 now offers **OAuth** to authenticate SMTP email requests. Sage customers who use email providers like Gmail or Outlook which require 2-step authentication can now use those email providers directly in the system.

Other Notable Enhancements

There are also over 20 other notable enhancements in Sage 100 2021 including:

Sales Order Recap - Now you can run all sales recap reports with just a single click.

Purchases Clearing - a new history report allows you to reconcile purchases clearing at any time.

NEC-1099 - the non-employee compensation form is now available in purchase order.

Purchase Order - PO module now displays line detail for receipt invoices in history.

Many of these new features were suggested by customers through the [Sage 100 Ideas Website](#). If you have an idea to submit (or vote on current ideas), be sure to check it out.



Be sure to take a look at the [Sage 100 2021 Release Notes](#) for full details on all new features, product fixes, and other changes.

[Contact Us](#) if you have questions or need help upgrading to Sage 100 2021.



SAGE CRM

What's New in 2021

Earlier this year, Sage CRM 2021 (R1) was released with new features to make it even easier to manage your sales tasks, contacts, opportunities, and more. Here's a look at what's new in Sage CRM 2021.

Telephone Numbers as Hyperlinks

Starting with Sage CRM Version 2021 R1, all telephone numbers in Sage CRM are formatted as telephone links.

With this now-familiar "tap to call" functionality that's prevalent in other apps you probably use, you can tap a telephone link in Sage CRM using a phone-capable device to call a phone number without having to dial it manually.

On a desktop computer, when you click a telephone link, you'll be prompted to select an application (for example, Skype) in which you want to open the link.

Customizing Lists and Grids

Now, system administrators can use **inline customization** to change lists and grids which allows you to see how a list or grid looks like before and after your changes.

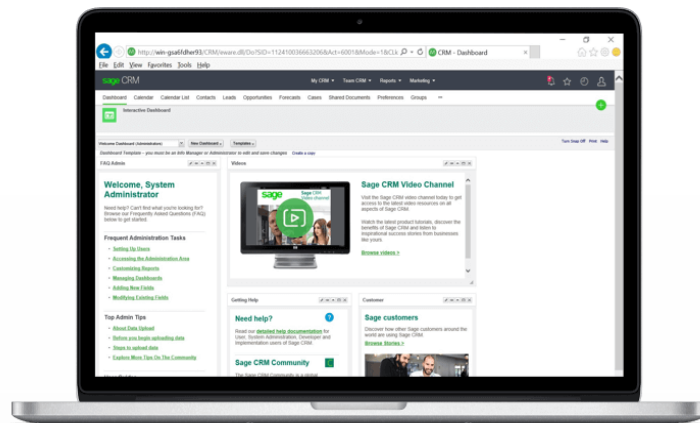
Lists are displayed when you select a tab within the context of company, case, lead, opportunity, solution, or person.

Grids are used to display the results of a search for a person, lead, case, opportunity, and so on. Grids are also displayed on the Company Quick Look tab.

In both cases, it's now even easier to make sure the data you need in Sage CRM is displayed in a way that fits the way your sales team likes to work.

Self-Service Password Recovery

This handy new feature in Sage CRM 2021 R1 enables users to reset their Sage CRM password without contacting the system administrator.



When this feature is enabled in the system, a **Forgot My Password** link is added to the Sage CRM logon screen. To reset a forgotten password:

1. Launch the Sage CRM logon screen
2. Enter your user name in the User Name field
3. Click the Forgot My Password link

Sage CRM will send an automated email containing a password reset link to the email address associated with the user name. You can then reset your password by clicking the password reset link in the email.

Technology Updates

A few technology platform updates in Sage CRM 2021:

- Support for Microsoft Azure Virtual Machines
- Support for OAuth 2.0
- Ability to accept web leads from multiple IP addresses



Contact us with your questions or to request help updating your system to Sage CRM 2021 R1

Enhanced User Roles & Security

One of the significant changes in Sage 100 2021 discussed briefly [on page 1](#) of this newsletter is the enhancement to security features and user roles. Here's a more in-depth look at these new capabilities.

New Security Menu

A new Security Menu has been added to the Library Master module which includes several new tasks, as well as some that were relocated from other menus. These tasks include Administrator Tools, Export Roles (subscription only), Import Roles (subscription only), Role Maintenance, Role Report, Role/User Inquiry (subscription only), User Maintenance and User Report.

Role Maintenance Enhancements

Role Types

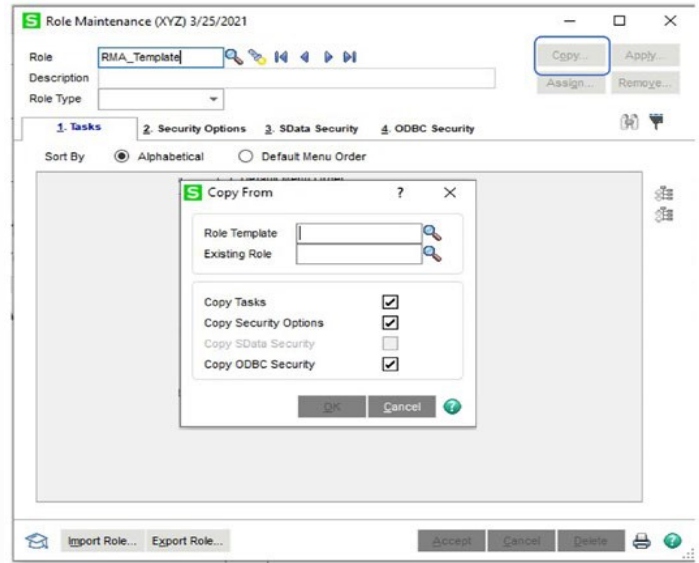
A Type field has been added including Admin, Auditor, Employee, and others. You'll be required to select a type when creating new roles. Existing roles created in earlier versions of Sage 100 will automatically convert over.

Importing and Exporting Roles

Click the Import and Export buttons to import and export roles. When you export roles, they are exported to the file and location that you specify. When you Import a role, you can select which of the roles included in the import file that you want to import.

Applying Role Changes to Other Roles

After making a change to a role, you can click the Apply button to open the Apply Role Changes window. In this window, you can select which changes to apply and to which roles they should be applied.



Role Templates

When creating a role, you can Copy from one of several pre-defined role templates. Templates have been added for most modules and available based on modules installed.

Role Report Enhancements

When printing the Role Report, you can select the Role Template Details option to view a list of all permissions available for one or more role templates. The Include Tasks and Events with No Access check box added in the 2020.1 update has been replaced with an Include Tasks and Options field. This field specifies whether to print tasks and security options for which the role has access, no access, or both.

Simplicity and Security

These new features not only make it easier to manage security and user roles, but can also be helpful for companies that need to demonstrate regulatory compliance and show exactly who has access to which areas of Sage 100 software.

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WHAT'S NEW

At Vrakas/Blum Computer Consulting

2021 Virtual User Conference

Tuesday, October 19 - Thursday, October 21, 2021

Agenda:

Day 1 - October 19th

8:00 - 9:30 a.m.	Back to Basics with Sage (Jesse Braun) Register Now!
11:00 - 12:00 p.m.	Warehouse and Multi-Bin (Kristen Baumgartner) Register Now!
12:15 - 1:15 p.m.	Manufacturing Scanning (Kristen Baumgartner) Register Now!
3:00 - 4:30 p.m.	Sage Intelligence/Enterprise/Data Analytics (Dana Halpin) Register Now!



Day 2 - October 20th - Vendor Day - Sessions TBD

Day 3 - October 21st

8:00 - 9:30 a.m.	Sage Operations Management (Joe Jenders) Register Now!
11:00 - 12:30 p.m.	Sage Question & Answers (Lisa Dion & Justin Teague) Register Now!

*More Sessions coming soon!

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