

**From:** Steve Engmann [steve@comstrategies.com]  
**Sent:** Tuesday, July 06, 2010 9:32 AM  
**To:** Steve Engmann  
**Subject:** Newsletter - July



# Success Update

Welcome to our periodic update on business software and services for our customers, business partners, prospects and friends.  
July 6, 2010

## Document Management

Did you know that a document management system will save your business time, reduce costs and streamline your business process. Capture documents, automate workflow, deliver, share and access documents as needed. doc-link by Altec works seamlessly with MAS 90 and other business systems.



- Join Bob Hawley of Altec for a powerful, info packed 30 minute webinar on how doc-link is being used by other companies to help them be more competitive, more efficient and more successful. **Register for the on-line webinar on July 15th** from 9:00 a.m. - 9:30 a.m. by clicking this link. <https://www1.gotomeeting.com/register/902423624>
- Visit our website page dedicated to document management to learn more about the process and cost savings. <http://www.comstrategies.com/systems/document-management>
- Request a free document entitled "Reducing Costs and Streamlining Business Processes with Integrated Document Management" by sending an e-mail reply to [info@comstrategies.com](mailto:info@comstrategies.com)

## The HIRE Act



The HIRE Act (Hiring Incentives to Restore Employment) was enacted on 3/18/2010. Did you know that employers are granted an exemption from their 6.2% share of Social Security Tax on wages paid to qualifying employees?

New employees must meet certain criteria to qualify and must complete a Form W-11.

- MAS 90 has a new Payroll Update that will assist you with tracking W-11 Qualified Employees and that updates the 941 Form for Q2 of 2010.
- Competitive Strategies, Inc. has created two Crystal Reports to assist with completing the new 941 requirements. To view samples of these reports go to <http://www.comstrategies.com/resources/government-compliance>
- Contact [steve@comstrategies.com](mailto:steve@comstrategies.com) to purchase these reports or for assistance with loading the new Payroll updates for MAS 90.

## IRS Requests Public Input on 1099 Law Changes

Starting in 2012, businesses will be required to report a wider range of payments to contractors, vendors and others, usually on Form 1099. The Internal Revenue Service has invited public comment on how to most effectively carry out this law change.



Under a proposed regulation, many business purchases made with credit or debit cards would be exempt from the new reporting requirement because they are already reported by banks and other payment processors. The IRS seeks comments on additional circumstances in which duplicate reporting might otherwise occur and on rules that would prevent such duplicate reporting.

Visit <http://www.irs.gov/newsroom/article/0,,id=225029,00.html> to learn how to provide your input.

### Applianz Server



Imagine all the PC's, Mac's, the server, firewalls, remote access and Windows licenses bundled together in one easy, simple box that sets up in minutes with a nightly backup to a secure off-site location.

If you are looking for a new server, that plugs into your existing network, allows for remote access and sets up in minutes rather than days, consider the Applianz Server.

Karen Ainsworth of All-Lift Systems, Inc. has provided the following testimonial. *"All-Lift Systems has been online with the Applianz server for the past two years. With the heavy volume of activity in MAS 90 daily and with an average of 20 plus users in the system simultaneously, we can count on the Applianz server to meet the challenge of the multiple transactions occurring throughout the system. We have saved thousands of dollars and countless hours of productivity by having the complete assurance that the Applianz server will protect our data from corruption and miscues."*

### E-Mail Marketing

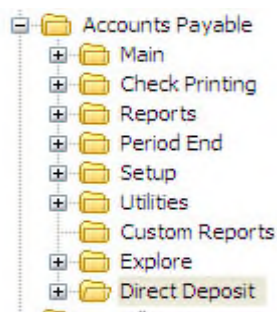
Did you know that ACT! E-Marketing is powered by Swiftpage? Swiftpage helps you deliver marketing messages directly from your ACT! database to the right contacts at the right time and updates your contact records accordingly.



For a Free Trial and additional information, visit <http://www.comstrategies.com/systems/swiftpage-e-mail-marketing>  
This newsletter was designed using Swiftpage and delivered to our contacts in ACT! by Sage.

Contact our ACT! Certified Consultant for assistance. [Christina@comstrategies.com](mailto:Christina@comstrategies.com)

### Coming in Mid July - A/P Direct Deposit for MAS 90



MAS 90 version 4.40 with Product Update 2 will be released in mid-July. One of the new features included will be the ability to pay vendors electronically. MAS 90 will create an ACH file that can be submitted to your bank. Payment stubs for each vendor will be created as a pdf document and automatically e-mailed to the vendor to notify them of the payment.

ACH Electronic Payments is a Sage Extended Solution that is now being incorporated into MAS 90 at no additional charge. We have several customers who have been using this feature for the past two years and have saved lots of time and money.

Vote for the next new features to be included in MAS 90 by visiting

[www.sagemas.com/mas\\_90\\_200\\_feedback](http://www.sagemas.com/mas_90_200_feedback)

### QuickBooks & Peachtree - Integration Support

If you or your customers need help with advanced features in QuickBooks or Peachtree, we can help. Tina Beck is a Certified QuickBooks Pro Advisor and also provides advanced Peachtree support.



Did you know that both products now have database connections available that make it easier to integrate with Quotation Systems, Reporting Systems and Barcode applications? If you are still keying data into a spreadsheet, give us a call to find out how to automate the reporting process.

### We Appreciate Your Referrals

We appreciate your business, your referrals and a chance to work together to strengthen our community. Participate in our "Referrals Pay - Pay It Forward" program by completing the referral program form located at <http://www.comstrategies.com/resources/referrals-pay>

### Competitive Strategies, Inc.

CSI has been working with small businesses in Northeast Wisconsin since 1997. We specialize in management reporting, task automation and helping your business become more efficient through the use of software. Our planning, systems, success methodology is proven, our expertise makes it happen.

Specialties include Custom Database Applications, MAS 90, ACT!, F9, Crystal Reports, QuickBooks and Peachtree. Visit [www.comstrategies.com](http://www.comstrategies.com) for more information and to view our customer "Success Stories".

Our consultants Steve Engmann, Jackie Lingg, Christina Theobald, Scott Loker, Tina Beck and Kim Engmann look forward to working with you!

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