

**best**

---

E-Business with  
MAS 90 and MAS 200

Best Software, Inc.



## Introduction

Best Software is a leading provider of business management solutions to growing mid-market enterprises. Our product line includes award-winning solutions that are recognized throughout the industry, such as Peachtree, MAS 90, MAS 200 and Best Enterprise Suite. Our vision is to provide customers with software that gives them an ongoing competitive advantage as business requirements change and as new technologies become available. Therefore, one of our most important strategic initiatives to help our customers become Web enabled.

An e-business, in its simplest terms, is an organization that conducts business over the Internet. We at Best Software take this notion further and think of an e-business as a business that has maximized its efficiency and increased the level of customer service by leveraging Internet-based applications and technology. We strive to dynamically link buyers and sellers in an effort to drive costs out of the sales cycle.

Many traditional companies are familiar with the concept of leveraging technology to improve efficiency. Best is already a leader in packaging sophisticated, complex technology in such a way that it is affordable, and easy to use and can be easily adopted by small and medium-sized businesses seeking greater efficiency. Best is maintaining this leadership by helping traditional businesses take advantage of Internet technology.

For further discussion on how to select e-business software, please refer to Best's white paper, "*E-Business Software - A Buyer's Guide.*"

## Best and Your E-Business

MAS 90 and MAS 200 represent Best's mid-range business management software and provide an excellent platform for your e-business. MAS 90 and MAS 200 are designed to be sophisticated, world-class accounting and distribution systems, and although exceptionally powerful, they are easy to implement and have a low total cost of ownership (TCO.). One of the most important benefits that the product line brings to your business is complete business process integration. Complete integration is the key to the efficient and cost-effective day-to-day operation of your business. Best, the worldwide leader in integrated accounting applications,

An e-business is a business that has maximized its business efficiency by leveraging Internet-based applications and technology.

Complete integration is the key to the efficient and cost-effective day-to-day operation of your business.

The e-Business Manager module is the cornerstone of MAS 90 and MAS 200 e-business, providing complete front-to-back integration between a Web-based e-commerce application and your distribution and financial system.

has applied the same spirit of innovation that allowed us to create a seamless, integrated distribution, light manufacturing and finance application to e-business. The e-Business Manager module is the cornerstone of Best e-business, providing complete front-to-back integration between a Web-based e-commerce application and your distribution and financial system.

## Categories of E-Business

The way we use software today provides the foundation for building an integrated e-business. MAS 90 and MAS 200 offer you the functionality for all aspects of a successful e-business.

Some of the e-business categories it applies to include:

- **Operational** – Software for use by full-time employees of a business. For example, an accountant entering journals into the General Ledger system or entering customer orders into the distribution system.
- **E-Commerce** – Software used by non-employees to interact with your business. The most common example would be a customer accessing your Web site and placing an order or checking on the status of their account.
- **Self-Service** – Features that are often accessed via the Internet or an extranet, and are used by employees that typically don't interact with the operational modules. An example of a self-service application would be a salesperson on the road maintaining customer information via a Web-based interface, or an executive obtaining critical business information from a browser-based reporting system.
- **E-Transactions** – Integrating tightly to other companies to facilitate the automatic exchange of business transactions. For example, exchanging purchase orders, invoices and other transactions via Electronic Digital Interface (EDI).
- **Integrated Web Services** – Application features that extend the usability of your software by integrating existing Web-based services. On-demand retrieval and storage of a customer credit rating is an example of an integrated Web service.

## Operations

The operational modules available for MAS 90 and MAS 200 cover a wide range of functional requirements for today's

business applications. The high level of real-time integration provided by the operational modules offers optimal efficiency for your e-business. Designed for the full-time, trained user, these modules provide the features that you need to run your business. Operational modules include:

- **Financial** – General Ledger, Accounts Receivable, Accounts Payable, Bank Reconciliation and Payroll
- **Distribution** – Inventory Management, Sales Order, Purchase Order, Credit Card Processing, and Bar Code.
- **Light Manufacturing** – Bill of Materials, Work Order, and Materials Requirements Planning
- **Business Intelligence** – Crystal Reports, Business Alerts, FRx Desktop and F9
- **Specialty / Vertical** – Fixed Asset Management, Human Resources Management, Job Cost, Client Write-Up, Time and Billing, Credit Card Processing, and Point of Sale

## E-Commerce

Expanding your business application software to facilitate real-time business-to-business transactions will be a key factor for successful business growth in the coming decade. Our e-Business Manager module and family of applets currently support this critical aspect of e-business infrastructure. With the .inquiry and .order applets, you can extend your business processes to allow your customers to place orders and inquire about their account status whenever they wish.

The .store applet, coupled with the Automated Credit Card Processing module, allows you to sell your products and services via the Internet to anonymous customers, and process credit card transactions in real-time.

A key differentiation between e-Business Manager and many e-commerce applications in place today is that e-Business Manager provides real-time, tight integration into the distribution and finance system. Many systems today—even those that cost tens of thousands of dollars—require you to either re-enter, or perform an off-line import of data into the accounting system. The level of integration offered by e-Business Manager allows you to avoid costly custom solutions and the inefficient “double entry” of transactions. The e-Business Manager module offers a high level of functionality with a total cost of ownership that is significantly lower than any application in its class.

No matter what industry you are in, there is a Best solution perfect for your business.

The e-Business Manager module offers a high level of functionality with a total cost of ownership that is lower than any application in its class.

Best plans to leverage Internet technology to build significant additional functionality into its products, allowing more customers to benefit from their investments in technology

## Self-Service

Self-service is an area that promises dramatic efficiency improvements over the next few years. Best plans to leverage e-Business Manager technology to build significant additional functionality into its products, allowing more of our customers to benefit from their investments in technology.

Within the MAS 90 and MAS 200 product line, self-service functions are typically extensions to operational or e-commerce modules. Business Insights provides the management user with high-level summaries such as sales, financial and inventory status information. It is browser based and does not require that MAS 90 or MAS 200 to be installed on the workstation. Best also provides Crystal Web Reports with MAS 90 and MAS 200. Crystal Web Reports allows you to publish compiled Crystal Reports via Internet/intranet using Microsoft Corporation's Internet Information Server.

## E-Transactions

The main method for electronic business transactions today is through Electronic Digital Interface (EDI). MAS 90 and MAS 200 provide support for EDI through a group of key business partners that specialize in EDI requirements. Today, many customers use EDI to interact with key trading partners, lowering transaction costs and improving efficiency.

## Integrated Web Services

MAS 90 and MAS 200 incorporate a series of links throughout the solutions where appropriate. These links direct users to various Web locations, including [www.bestsoftware.com](http://www.bestsoftware.com). Customer credit checking and package tracking are among the services that are included.

These functions are available to the user from within the appropriate operational module by invoking software running on the [www.bestsoftware.com](http://www.bestsoftware.com) portal site.

## Future Directions

Internet technology has facilitated a significant growth in electronic transactions of all kinds. MAS 90 and MAS 200 will provide new functions and features based on Internet technology, in a variety of categories. Some of the areas that Best is currently investigating for integration include:

- **Extensible Markup Language (XML)** – XML is likely to become the de-facto standard for the exchange of electronic

information within the next few years. The hierarchal, self-describing nature of XML makes it a good choice for the exchange of almost any kind of information. Best is currently investigating ways to make use of XML for a number of functions, ranging from the basic import and export of XML documents to the automated exchange of electronic documents, such as invoices and purchase orders.

- **Remote Access** – The use of hand-held devices to keep track of information (i.e., the devices from Palm) is becoming essential in today's fast-paced market environment. Coupled with desktop applications, such as Microsoft Outlook, these devices perform indispensable services for their users. Recent innovations, such as the Palm VII, which provides integrated wireless Internet connectivity, promise to take efficiency to the next level. Best is examining the potential value of these devices by building upon our e-Business Manager technology. Some possible uses for this technology include integrated remote applications, such as order entry for salespeople and employee time tracking, among others.

## Summary

MAS 90 and MAS 200 provide a wide variety of components that are vital for any e-business. This includes functions for operational use, self-service scenarios and external visitors. Moving forward, we plan to dramatically expand these functions, to ensure that these products provide the best platform for your growing, changing e-business.



56 Technology Drive  
Irvine, CA 92618-2301  
800-854-3415  
[www.us.bestsoftware.com](http://www.us.bestsoftware.com)

The information contained in this document represents the current view of Best Software, Inc. on the issues discussed as of the date this document was prepared. Because Best must respond to changing market conditions, it should not be interpreted to be a commitment on the part of Best, and Best cannot guarantee the accuracy of any information presented after the date of publication. This document is for informational purposes only. BEST MAKES NO WARRANTIES, EXPRESS OR IMPLIED, IN THIS DOCUMENT. © 2001 Best Software, Inc. All rights reserved. Reproduction in whole or in part without permission is prohibited. The capabilities, system requirements and/or compatibility with third-party products described herein are subject to change without notice. Contact Best Software for current information. Always consult a network specialist to discuss the security risks involved before implementing any Internet solution. Best Software, Inc. is not responsible for the content or maintenance of the Web sites referred to herein. Best Software does not warrant the information contained within this white paper.