

Datasheet

## What's New Guide

Sage 200 Standard & Sage for Education

Version 2021 R3



Sage 200 is part of a global franchise which has a single vision and strategy across fourteen countries worldwide. Our progressive strategy is constantly evolving, each new release is built using customer feedback, putting customers' needs at the centre of the product roadmap. For example, customers are telling us that simplifying their business processes is key, whilst improving user experience with enhanced flexibility of access, helps drive productivity on a daily basis, which really matters to them.

These customer requests feed into our three strategic pillars that ensure we deliver the right solution for our customers' needs today, and in the future.

### Strategic pillars

The three strategic pillars for Sage 200 are;

#### **Web enabling the Sage 200 client with a choice of data deployment (on-premise or Microsoft Azure), delivering the following key elements;**

- Software modernisation with Web Browser based client data entry
- Microsoft Power Apps, Power BI and Power Automate integration
- Flexibility to customise to support business requirements
- Choice of data deployment (Professional only variant)
- Greater accessibility standards - supporting multiple browsers, font sizing and scale as well as technology choice and power to run from new devices e.g. tablets.

#### **Strengthening the core accounting functionality and API development.**

- Simplified experience and system flow
- Focus on key accounting processes
- Continued API development

#### **Vertical specific propositions**

- Delivering the appropriate feature set for customers, to support their industry requirements.

## What's New?

Sage 200 Standard and Sage for Education 2021 R3, released in **November 2021** via automatic deployment, ensures customers benefit from new web screen functionality and new features to support customers' sales processes.

### Overview of new features

Feature	What	Explanation	Benefits	Location in Software
Web Screens	Sales Orders	<p>New Forms for:</p> <ul style="list-style-type: none"> <li>• Create Sales Order</li> <li>• Amend Sales Order</li> <li>• View Sales Order</li> <li>• Sales Order List</li> </ul>	<p><b>Better user experience, greater flexibility with new web screens</b></p> <p>Greater accessibility and more flexibility on how and where you manage your Sales Orders and Quotes. Manage your finances on a browser of your choice, – giving you that true cloud experience.</p>	<p><a href="#">Web App</a></p> <p><a href="#">Helpfiles for Web App</a></p>
	Quotes	<p>New Forms for:</p> <ul style="list-style-type: none"> <li>• Create Quote</li> <li>• Amend Quote</li> <li>• View Quote</li> </ul>		
New Features	Sales Orders	Review more information on your sales orders, see your order line item discount values.	<p><b>Improving efficiency and account management.</b></p> <p>View previously applied discounts direct from the order, supporting conversations, demonstrating clear understanding of customers business and account management.</p>	<p><a href="#">Helpfiles</a></p>
	Quotes	Introduction of cross sell, suggested items and alternative items for quotes, direct from the new web screens.	<p><b>Personalise the customer experience and boost every sale.</b></p> <p>Show you know your customers business and increase your opportunity with personalised quotes.</p>	
	Print Sales Orders & Quotes from Web Screens	Create an attachment to send via email and/or print your newly created sales orders and quotes, from web screens, direct to your customers.	<p><b>Improve your sales &amp; quote process and never miss an opportunity.</b></p> <p>Wherever you are, you can simply raise a quote/order and print/email to necessary parties. No waiting to get back in the office, no risk of forgetting to 'send'. Access your sales order and quotes, anywhere at any time and email and/or print to communicate better with your customers.</p>	
API	Expanded API fields	Building out the ability to connect your product with a wide range of additional solutions available from our ISV Marketplace. Updates to the API include functionality for Sales Orders and Quotations.	<p><b>Automation and simplicity – giving you more choice.</b></p> <p>The new API extensions open the door to a wider ecosystem of ISV solutions to connect your business and enable you to build a truly bespoke solution to suit your businesses specific needs. Share data seamlessly between systems, removing the need for manual intervention.</p>	<p><a href="#">API Helpfiles</a></p>