



## Introduction from the Marketing Manager



Hello, and welcome to our latest newsletter.

I hope all of the bad weather is behind us now and I can finally empty my boot full of wellies, extra clothes, grit, shovel, bottle of whiskey (emergency use only..honest) and get ready for the glorious spring and summer we'll be getting!!!

### In this issue :

- Vikings CDC accreditation
- Sage 200 2010 - New Report Designer
- WAP for Sage 200
- Tips from the Techies
- Bit Defender Small Business Security Suite

**Chris Easey**  
Marketing Manager

## World Cup Competition

With the World Cup just around the corner, we reckon it's the perfect time to kick things off in style by offering you the chance to win an England shirt. Winning the shirt couldn't be easier, all you have to do is answer the simple question below.

Which top Brit band helped launch the Umbro England 2010 red away shirt?

Was it:

- A) Kasabian
- B) Sugababes
- C) S Club 7



Send your answer to [chris.easey@vmsl.co.uk](mailto:chris.easey@vmsl.co.uk)

## Viking appointed Sage 50 Migration Specialist for 2nd Year running

Viking are one of only thirteen Sage UK Business Partners chosen by Sage to become an elite "Sage Customer Development Centre". The Customer Development Centres have been carefully chosen as Centres of Excellence to assist and advise on the best time to move through the range of Sage software.

Many Sage 50 customers recognise the requirement to change their Sage software as their businesses grow and processes become more complex. As a Sage Customer Development Centre, Viking can offer reassurance by having a proven track record of working with and supporting Sage 50 customers through everything from straightforward upgrades to more complex migration projects.

### 5 reasons to work with Viking as a Customer Development Centre:

1. First outright winner of the Sage Circle of Excellence in 2005, winning the award on a further three occasions since. Viking are also the only recipient of Sage's Lifetime Achievement Award.
2. We offer specialist help and have a proven track record in everything from straightforward upgrades, to more complex Sage 200 migration projects including two of the largest Sage 200 sites in the UK
3. Extensive knowledge of the Sage Accounting, CRM & Construction range of software solutions. Viking understands that every business is unique and we will work with you to define the best solution for your business in terms of functionality and budget.
4. Instant access to the Sage head office and technical support teams.
5. In addition to specialising in Sage 50 to Sage 200 migration projects we offer the full range of Sage services and solutions



Keep up to date with all the latest news.  
You can now follow Viking on Twitter!!  
[www.twitter.com/sage200](http://www.twitter.com/sage200)





# The Viki



## SBS SECURITY

*Proactive security and management*

BitDefender SBS Security is a robust and easy to use business security and management solution which delivers superior proactive protection from viruses, spyware, rootkits, spam, phishing and other malware.

This solution enhances business productivity and reduces management and malware-related costs by enabling the centralized administration, protection\* and control of workstations as well as of the file, e-mail and Internet traffic inside companies' networks.

BitDefender SBS Security is designed to protect the users of Microsoft Servers and helps them comply with data security regulations without putting a strain on their IT budgets and human resources.

### KEY FEATURES

- Automation of routine management activities and event response through security policies
- Supports the centralized management of workstations as well as of file and e-mail servers
- Antivirus, antispymware, antirootkit, firewall, antispam, antiphishing, content filtering, privacy and user control for workstations and for file, e-mail and ISA servers
- Automatic detection and deployment on new workstations
- Easy integration with your current mail services
- Proactive heuristic protection against zero-day threats
- Multiple layers of antispam filtering
- Scans and filters both HTTP and FTP traffic against viruses and spyware;
- Centralized and detailed reports

### KEY BENEFITS

- Reduced administration workload and costs
- Increased security for corporate computer users
- Safe mail traffic
- Safe Internet traffic
- Safe sharing of files and documents
- Improved network visibility
- Increased usability
- Optimized for business environments

Prices start from £30 per licence

Call our sales department on 01759 305030 or e-mail [sales@vmsl.co.uk](mailto:sales@vmsl.co.uk) for further information

## Sage 200 2010 - New Report Designer

Sage have introduced a new Report Designer framework in Sage 200 2010. It's the same framework as Sage 50 with a few added features.

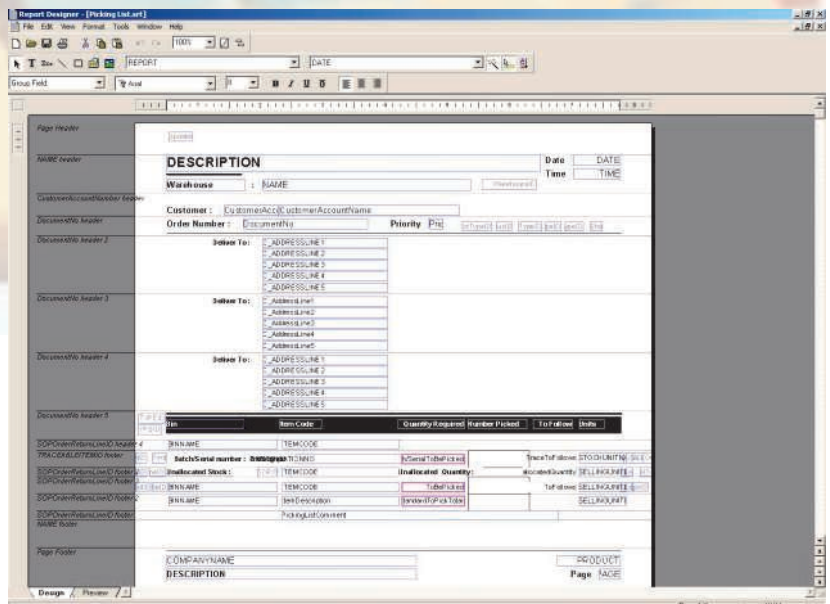
### Backward compatibility

From Sage 200 v2010, almost all the standard reports will be based on the new framework. However, if you have amended one of your reports it will still work. After an upgrade to 2010, we will need to copy the customised versions of the reports from the backup area into the relevant folder. The application will detect this and pick up the old framework version. The same is true for completely bespoke reports that are not based on one of the standard reports.

### New features

The new framework will introduce new features.

- A refreshed look and feel
- A join editor built into the report design surface (makes RDE redundant)
- The ability to edit reports in preview mode
- A new data model to replace the old reporting layers that treats derived fields exactly like normal database fields (i.e. you can group, sort, filter by them)
- The data model can also be used for desktop workspaces and mobile feeds and views
- The designer is essentially the same as Sage 50, with the following additional features:
  - Sub-reports (e.g. CRM data embedded in a Sage 200 accounts report)
  - Improved Excel export
  - Loading and saving of criteria values
  - Special dates in criteria (e.g. today, yesterday, month/year to date)



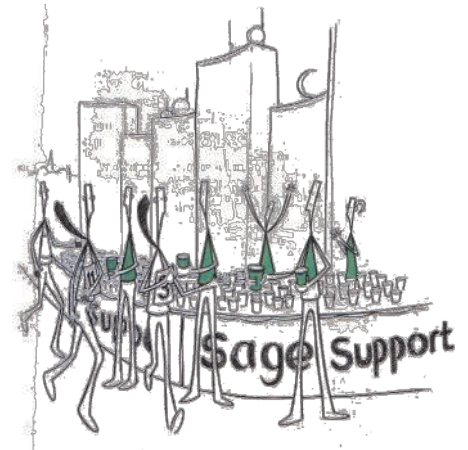
# ng Voice



## Tips from The Techies

### Sage 200 Hints and Tips

Below are some little hints and tips that could make your life much easier and save you time. We hope they will be of help to you.



### Trading outside the EC

Users generally do not know whether to set up customers and/or suppliers as zero-rated or exempt if they are outside the EC.

**Solution:** Create a new VAT code and call it Export/Import. Tick the box to make sure it forms part of the VAT return, then apply it as the default for all your traders outside the EC. **Result:** no more confusion!

**And to help you correct / inspect your data:** Include the Country Code and Default VAT code as columns on the list screens for customers and suppliers, and then sort the list by those columns to easily spot the problems.

### Sage 200 – Reverse Transaction

Within the Sales Ledger and Purchase Ledger under the menu “Adjust Transactions” is an option called “**Reverse Transaction**”. This option allows you to reverse any sales or purchase transaction (Invoice, Credit, Payment or Receipt) that isn't part or fully allocated. For example, if a Purchase Ledger Invoice has been posted with incorrect values or perhaps an incorrect Invoice Date, you can simply reverse the transaction and re-enter the invoice again.

**NOTE:** If the transaction you wish to reverse is already part or fully allocated, then you would need to de-allocate it using **Amend Allocations** prior to reversing.

### Exporting Data to Excel

Did you know that on all Sage 200 information screens, you have the option to **Right Click and Send to Excel**, giving you a simple way to export data.

In **Nominal Ledger**, Select list view. Right click, and choose **Send to Excel** to export your complete Nominal Ledger.

### List Views

In all **Ledgers in List view** screens, Right Click to see "Add or Remove columns" and perform further actions specific to the ledger / item you have highlighted.

**Customize the List views** and create simple filters from these to only show the information you want to see quickly For example, view only customer / suppliers with balances, outstanding orders only, Item with 0(zero) Stock and much more.

### Drop-down Views

When in a screen with a drop down, box **Press F4** to show the available items within the drop down. For example, when calling up a customer account, press F4 to view the list instead of clicking on the drop down arrow to view.



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# The Viking Voice

## WAP for **sage 50** and **sage 200** (Web Authorisation Processor)

The WAP product is a locally installed web based application designed specifically for integration with Sage 50 & 200.

Working in real-time to provide simple data entry and flexible approval processes for business documents including:

- Purchase Requisitions
- Expenses & Mileage
- Invoice Approval
- Timesheets
- Time and Attendance
- Holidays Approval

### Integration with:

- Sage 50 & Sage 200
- Sage Payroll
- Sage Project Accounting
- Sage 200 Construct
- E-Mail for notifications

### Approval Routes by:

- Nominal/cc/dp
- Project
- Person
- Document type

### Key Features:

- Support for unlimited Sage Companies - both Sage 50 & Sage 200 in one system
- Approval limits by user, by nominal, by project
- Unlimited users per approval route with incrementing approval values & mandatory users
- Automatically creates purchase orders in Sage 200 once requests approved
- Automatically post expenses to associated purchase ledger account when approves
- Print and receive orders in the WAP environment once approved
- Full approval Audit history
- Restrict users to relevant nominal codes

**The WAP system is installed at over 40 sites with user counts from 10 named users to unlimited user systems supporting 670 users**

