



In This Issue

- Message from David Dierke
- AccountMate 12.1 for SQL/Express Feature Enhancements
- Benefits of TaxJar Integration in AccountMate 12.1
- TaxJar Question from a Client
- 2021 Payroll Tax Changes
- June: Q2 2021 AccountMate On-line Core Training
- VSP Highlight: Salesforce CRM integrated with AccountMate, by RDI Consulting
- Client Referral Program – is easy!
- Technical Note: AccountMate Function Keys and Hot Keys (AccountMate SQL & LAN)
- Technical Note: Understanding How AccountMate Handles Special Characters in Key Fields
- Technical Note: Common Messages Encountered When Posting Work Orders to Work-in-Process and Finished Job
- Feature Focus Tips (Bill of Materials Version Control)
- Tech Support Tips
- Featured VSPs
- Quick Links

Message from David Dierke

Recently, an AccountMate Solution Provider asked me to join in a conversation with a prospective client. The AccountMate Solution Provider had very thoughtfully and completely articulated the features and benefits of our AccountMate system and yet the client seemed to be asking for more. The 'more' is the reason I was asked to join in.

It became obvious to me that what the Prospect was wondering was why the AccountMate system would be her best ERP selection. The features and functions of our software system absolutely met her requirements. What she needed to hear (and what ultimately had her decide on the AccountMate purchase) was about the true value her Solution Provider and his customization ability would avail her company. The partnership of a true consultant and professional that could listen to her requests and get them programmed and incorporated into her own company's system was the ultimate deal-solidifier! I just helped to drive that point that her company was in very capable hands with the Solution Provider working with her.

The same is true for you as a current registered user of AccountMate software. The guidance that you get from your AccountMate Solution Provider is one of the BIG value-propositions to owning our software. Their keen understanding of our software, customizations, and efficiencies you can gain to dramatically improve your ROI is one of the key benefits that you get from them. Engage in conversations with them. Together, you will be able to better grow your own business.

Until next time... thank you for your continued support.

Regards,

David Dierke
President & CEO

AccountMate 12.1 for SQL/Express Feature Enhancements

There are some highly-requested enhancements that were introduced in AccountMate 12.1 for SQL & Express. Refer to the ["What's New" in AccountMate 12.1 for SQL/Express](#) list of the higher visibility enhancement features and benefits.

We encourage people on your staff to check out the on-demand [recorded AccountMate](#)

Benefits of TaxJar Integration in AccountMate 12.1

The AccountMate 12.1 plus TaxJar integration means successfully running the product and taking advantage of sales tax rate determination, reporting and remittance/filing.

Some obvious benefits for adding the AccountMate TaxJar Module are:

Accurate Customer Addresses: incorporates USPS validation of your customer addresses, including bill-to and ship-to addresses.

Accurate Item Classification: includes the ability to assign each of your items to one of hundreds of "item tax categories" so you are charging the correct rate for the goods you're selling—even if an item is taxable in one state, but not in another state

Accurate Sales Tax Rates: pulls the applicable sales tax rates from TaxJar in real-time for Sales Orders, Sales Quotes, Blanket Sales Orders, Customer Invoices, Sales Returns, Recurring Invoices and RMAs

Accurate Sales Tax Reporting & Remittance: uploads your invoice data nightly to TaxJar, then their website is used for the subsequent reporting, filing and remittance—and pro-active monitoring of achieving economic nexus in additional states

If you have questions, give your AccountMate Solution Provider or TaxJar a call to talk more about this sales tax integration option.

TaxJar Question from a Client

Recently we heard from an AccountMate client asking questions about what was said in an AccountMate 12.1 for SQL webinar about TaxJar. We wanted to clarify it for all of you in case you were wondering too.

Question:

If I understood what was happening is that an addition module will be added to AccountMate 12.1 for SQL which will include TaxJar update. My understanding of what they said was AccountMate would no longer use the Sales Tax Entity and Code fields but would be redirected to the new section. In that case, how would we update our customer files and how would we pay the monthly, quarterly or annual taxes?

Answer:

Yes, you can still continue to use the **manual fields**. If you decide not to purchase the TaxJar module, then you can continue to manually maintain sales tax codes, entities, and rates in AccountMate the same way you did in lower versions of AccountMate.

And what is also correct is that the **TaxJar Integration** is an AccountMate module. If you choose to purchase the module, then you no longer need to manually maintain sales tax codes, entities, and rates because TaxJar will automatically take care of those and more. You will need to subscribe to TaxJar to avail of these services (and you will be given an API token once subscribed). We refer you to TaxJar for the subscription fees. Once you have subscribed to TaxJar, activated the feature in AccountMate, and performed the basic setup, the API token will be called to calculate/recalculate sales taxes (set up to be automatic or by clicking the Refresh button in transactions). You can also sync transactions/upload to TaxJar by demand (anytime) or set up a sync schedule. If you want to view your Sales Tax Report, then you log in to the TaxJar portal. E-Learning videos that will show the process flow and discuss the setup will be available sometime this month.

For specific TaxJar questions, you can contact TaxJar at 855-800-6681 or your AccountMate Solution Provider.

2021 Payroll Tax Changes

As we learn about any Federal and/or state 2021 Payroll tax changes, you will find them noted on our [website](#).

June: Q2 2021 AccountMate On-line Core Training

The next AccountMate **Core Product Training** class is scheduled for **June 7-21, 2021** (registration is now open). The entire on-line training course runs over 10 days (each day between 3- 5 hours). Participants can sign up for particular sessions or for the entire 10 day course.

Click here for [Course Overview](#), [Course Schedule](#), and [Course Outline](#).

There is a fee for the Core Training which is \$300 per session or \$2,500 for all sessions. **Exception:** Current **Registered Users whose company is on a Current Lifecycle Maintenance Plan** can send one or more trainees annually to the online Core Product Training for AccountMate SQL and Express at no-charge. Number of FREE trainees depends on the tiered training specifics listed in the Course Overview.

Contact your AccountMate Solutions Provider to sign up or [register here](#).

VSP Highlight: Salesforce CRM integrated with AccountMate, by RDI Consulting

AccountMate registered users can now enjoy the immense power of Salesforce CRM, integrated with AccountMate/SQL! Salesforce provides: Full-featured management of companies, contacts, prospects, actions, notes, reminders, appointments, integrated email, quotes, sales, inventory analysis, pipeline management, analysis/reporting and more. It's Internet-based/runs-anywhere, low-cost subscription pricing, world-class support. RDI-Link provides deep bi-directional integration between Salesforce and the AccountMate system.

[RDI-Link for Salesforce](#) technology (provided by RDI Consulting) provides automatic synchronization of Companies, Contacts and more between Salesforce and AccountMate. It also allows a user to write up detailed quotes and sales orders (and more) directly within Salesforce. The end-result is a high-powered CRM which operates as a modular extension to AccountMate.

To deliver a complete integrated solution for you, RDI has partnered with Solvd LLC, a Registered Consulting Partner for Salesforce, and one of the top Salesforce implementers in North America. You will get superb presale-guidance, and expert assistance for design/implementation/support.

Register for the upcoming live webinar to learn more:

[Salesforce integrated with AccountMate](#)
April 21, 2021 (Wednesday), 10:00 - 11:00AM PDT

For more information, contact your AccountMate Solution Provider or email imalitz@rdic.com.

Client Referral Program – is easy!

Earn a **\$500 Amazon Gift Card** by participating in the [AccountMate Customer Referral Program](#). It's simple!

How does it work? Tell a friend or business acquaintance about the AccountMate Software and log your referral on AccountMate's [website](#). A \$500 Amazon Gift Card will be emailed to the referrer upon meeting eligibility criteria and within 30 days of the referral's order date with AccountMate.

How do you participate? Either you or your referral contacts AccountMate via our website. The referral will receive a follow up from AccountMate or an AccountMate Solution Provider to answer their questions and help them make an informed decision. If your referral chooses to order the AccountMate system, you will receive a \$500 Amazon Gift Card.

Who is Eligible? You must be a current AccountMate Registered User. Your referral must be logged with our referral department prior to purchase. This program applies to new AccountMate system referrals.

Think about who you might want to reach out to in order to participate in this Referral Program.

Technical Note: AccountMate Function Keys and Hot Keys (AccountMate SQL & LAN)

AccountMate is equipped with function keys and hot keys that allow you to perform tasks more quickly than using a mouse or other input device. We have a list of the different AccountMate function keys and hot keys (i.e. F# keys, Cntr +, Alt +, Arrows, etc. [Technical Note 1318](#) also explains their functionalities.

An EXAMPLE of an AccountMate function keys & hot keys and description is:
F8 - Press this function key to display the Full Search – Current & History window that shows both the current and history transaction files. This is usually used in fields such as the Individual PO # field.

Be sure to check out this Technical Note to ensure you are taking advantage of efficiencies provided in our AccountMate systems.

Technical Note: Understanding How AccountMate Handles Special Characters in Key Fields

Understanding the features and capabilities of the accounting software your company is using enables you to fully maximize its usage. It is also important that you are aware of its limitations. Knowing these limitations helps you plan how to more efficiently manage the accounting software. One of the most common limitations of an accounting software is handling special characters. In AccountMate, we refer to these characters as “illegal characters.” This [Technical Note 1194](#) provides you with a list of characters that are illegal in AccountMate. It also provides examples of possible issues that you may encounter when illegal characters are used.

Technical Note: Common Messages Encountered When Posting Work Orders to Work-in-Process and Finished Job

To help you develop a greater understanding of the Post Work-in-Process and Post Finished Job functions in the Manufacturing module, check [Article # 1153: Common Messages Encountered When Posting Work Orders to Work-in-Process and Finished Job](#). This document discusses the causes of and the solutions to the various messages that users may encounter when posting work orders to work-in-process and finished job.

Feature Focus Tips (Bill of Materials Version Control)

Versions: AM12 for SQL and Express

Module: MI

TIP: In lower AccountMate builds, there is no way to mass replace Bill of Materials components (i.e., inventory, labor, or machine) that are currently used in work order transactions. Starting in AccountMate 12.1 for SQL and Express, these components can be replaced using the **Replace BOM Component** function if the **MI Module Setup ► General (1) ► Enable Bill of Materials Version Control** checkbox is marked. Be sure that the **Replace BOM Component ► Exclude BOM Versions Used in Transactions** checkbox is unmarked (default) to show the parent item(s) BOM version(s) that has the specified component.

Versions: AM12 for SQL and Express

Modules: MI

TIP: If the **MI Module Setup ► General (1) ► Enable Bill of Materials Version Control** checkbox is marked, then you will find the following new fields in the **Replace BOM Component** 2nd window:

- **Version** - this is a read-only field where only those Bill of Materials versions with **Active** status that have the specified current component will be displayed.
- **Remark** - this is a read-only field that may or may not have a value depending on

whether a remark is entered in the bill of materials record.

- **Used** - this is a read-only field where the value can either be **Yes** or **No** depending on whether the BOM version for the specified parent item is used in a work order transaction. If the **Exclude BOM Versions Used in Transactions** checkbox is unmarked, all active BOM versions whether used in a transaction (Used = Yes) or not (Used = No) will be displayed; otherwise, only those versions that are not used (Used = No) will be shown.

Versions: AM12 for SQL and Express

Modules: MI

TIP: The **Unexploded Work Order Report** is enhanced to show the Bill of Materials Version used in unexploded work orders. The Version column appears in the report only if the **MI Module Setup ► General (1) ► Enable Bill of Materials Version Control** checkbox is marked.

Versions: AM12 for SQL and Express

Modules: MI

TIP: When converting or upgrading to AccountMate 12.1 for SQL and Express:

- If from any LAN or SQL/Express 10.2 or lower versions, then the **Status = Active** for all existing Bill of Materials records.
- If from SQL/Express 10.3 or higher where the **MI Module Setup ► General (1) ► Enable Bill of Materials Version Control** checkbox is:
 - Unmarked, then the **Status = Active** for all existing Bill of Materials records
 - Marked
 - **Status = Active** for all **Current Active Version**
 - **Status = Inactive** for all other BOM Versions

Tech Support Tips

Versions: AM12 for SQL and Express
AM11 for SQL and Express
AM10 for SQL, Express, and LAN
AM9 for SQL, Express, and LAN
AM8 for LAN

Module: AR, BR

Q: *I have recorded several payments from customers using the Apply Payment function in Accounts Receivable; however, I cannot find the payments when I attempt to reconcile the bank account in Bank Reconciliation? Why?*

A: For customer payments recorded in Accounts Receivable, you must record a deposit for the receipts before these payments are available for bank reconciliation. To record the deposit, use the **Transactions ► Bank Deposit Transactions ► Record Bank Deposit** function in Accounts Receivable.

Versions: AM12 for SQL and Express
AM11 for SQL and Express
AM10 for SQL, Express, and LAN
AM9 for SQL, Express, and LAN
AM8 for LAN

Module: AP, PR

TIP: The standard entry class code displayed in the ACH file (Batch Header Record) is CCD if the ACH file is generated from the Accounts Payable module while PPD is used if the ACH file is generated from the Payroll module.

Acme Point of Sale is fast, feature rich and user friendly. Acme is designed from the ground up as true point of sale that interfaces to a multitude of POS hardware for a complete solution. Our credo "Keep the Lanes Moving" addresses the main needs of retailers and resellers to be fast, flexible, fault tolerant and fool proof. Acme includes a traditional user interface and awesome "gotta see it" touch screen. It seamlessly integrates with AccountMate, eliminating the need for double entry.

[Learn More](#)

APS Payments offers flexible and integrated payment solutions for every business. APS Payments is a gateway and processor that is trusted by thousands of merchants daily to process payments and works diligently to get you the lowest credit card processing rates, reduce your risk, and provide the best solutions for your business.

[Learn More](#)

Cloud EDI for AccountMate integrates with the industry's largest network of retailers, manufacturers, distributors, third party warehouses and more. This subscription-based service keeps costs low while avoiding the complexity of doing EDI in-house. Integrate your highest volume customers with AccountMate and manage lower volume customers on our web based solution.

[Learn More](#)



Leading technology to take dashboards, analytics, business intelligence, and metrics to the next level. Nowsight™ stitches together all of your data sources to create a real-time, always-on, view of your company, that you can access 24/7/365. We help get the results you need to grow your business using powerful visualizations, prescriptive insights, and automated alerts. Nowsight™ gives you the information you need to increase revenue and profitability.

[Learn More](#)



ShipIt is a fully integrated shipping solution that allows a company to process shipments from within the Ship Sales Order, Create Invoice and Create RMA Screens. It allows them to create multiple packages/boxes and automatically calculate the weight of them by using the weight field from the AccountMate inventory. It also automatically and accurately calculates the insurance value for each package, and allows them to assign 3rd party billing from account number stored in the AccountMate customer record, all seamlessly integrated.

[Learn More](#)



Custom Reporting Solutions

Stonefield Query provides a step-by-step method to create professional business reports from information stored in AccountMate. Anyone can create detailed reports, high level overview, drill-down, charts/graphs, pivot tables, and more. Stonefield Query has been customized specifically for AccountMate so you can start creating reports now.

[Learn More](#)

Quick Links

- [AccountMate Forms](#)
- [Current Promotions](#)
- [Referral Program](#)
- [Products & Services](#)
- [Vertical Solutions Catalog](#)

- [Classroom Training](#)
- [Webinar Schedule](#)
- [Webcasts On-demand](#)
- [E-Learning](#)
- [Contact Us](#)

Website

Facebook

Twitter

LinkedIn

YouTube