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Where Sage Customers Connect

November 9-12, 2009 | Atlanta
Georgia World Congress Center



Stimulating Compliance


GEN27
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www.evenanerd.com



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CPE Credit

- In order to receive CPE credit for this session you must be present for the entire session.
 - Session code: **GEN27**
 - Recommended CPE credit = 1
 - Delivery Method = Group Live
 - Field of Study = Specialized Knowledge and Applications
- Visit the Continuing Education kiosks to enter CPE credit during the conference.



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Agenda

- Rules and regulations
- How they affect you
- How to avoid them



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Income Tax

- Form of business
- Rates
- IRS Activity - LIFO

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Depreciation Provisions

- Expense up to \$250,000 of purchases
- Bonus depreciation

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Credit provisions

- Credit for **Qualified Plug-in Electric Drive Motor** Vehicles
- \$ 2,500 plus \$ 417 for each kilowatt-hour of traction battery capacity in excess of four kilowatt-hours.
- Credit can range from \$ 7,500 to \$ 15,000, depending on the gross vehicle weight rating of the vehicle.
- New vehicles purchased between December 31, 2008 and December 31, 2009.

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How automation can help

- Accurate projection of quarterly earnings
- Proper basis of accounting – cash or accrual

- Ability to make estimated payments
- Asset tracking

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Solutions

- Reporting
 - Alchemex
 - Sage Insight
 - Stonefield Query
 - F9
 - Dataself
- Fixed Asset tracking
 - FAS
- Peachtree
 - Business Analytics feature

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Learn a new skill




Fork bending


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Financial Statement Reporting


- Sarbanes Oxley
- IFRS
- XBRL
- FAS 157





How automation can help

- Reporting and documentation
- GAAP/IFRS options
- XBRL file creation
- FASB 157 – attachments, documentation of Fair Value





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Home of eProcessManager®

"A Total Business Performance, Compliance and Management Solution."

The eProcessManager® Suite is a revolutionary performance, compliance and management solution that allows businesses to design, execute and monitor their business strategies by aligning, integrating and analyzing six main business principles considered the:

"The Control Environment"

- **Company Vision, Mission and Values** - Where is your company heading and what does your organization stand for today?
- **Strategic Goals** - Align the company's goals, objectives, issues and opportunities with the vision! Establish the foundation and direction for the management team align with. Ensure the goals and objectives are balanced between financial, customer, internal innovation and employee orientations.
- **Key Business Cycles and Processes** - Identify and document the key business cycles and processes that will impact and drive you toward achieving the goals, objectives and vision. Design and map the process in alignment with higher level objectives. Identify and align key resources including people and technology that support the process and make it efficient. Identify key control activities that

Hot Topics

- [Traveling to maximize the return of your business solution version of eP2P2P2](#)
- [Finance as a result of our business cycle optimization methodology](#)
- [The business cycle optimization methodology](#)
- [eP2P2P2: A New eP2P2P2 Solution](#)
- [eP2P2P2: A New eP2P2P2 Solution](#)
- [Auditing Standards Board of AICPA issues new Risk Assessment for all Audited entities.](#)

Webinars

- [SOX and ISO Workshops](#)
- [eP2P2P2: A New eP2P2P2 Solution](#)
- [eP2P2P2: A New eP2P2P2 Solution](#)
- [eP2P2P2: A New eP2P2P2 Solution](#)
- [eP2P2P2: A New eP2P2P2 Solution](#)



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Solutions

- Adaptive planning
- www.Biznetsoftware.com
- All core products – file attachments
- EZContentManager for Sage
- eprocessmanager.com
- Altec doc-link

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Start a collection



Graham Barker's Navel Fluff Collection
www.neatorama.com

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Banking relationships

- Timely reporting
- Accurate information
- Trends, cash flow

- PCI DSS - Payment Card Industry Data Security Standard

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How automation can help

- EDI
- ACH exchange
- Triggers for covenant restrictions
- Reporting tools
- Encryption of information
- Documentation

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Solutions

- SWK Map a Doc
- Website pipeline – ecommerce solution
- BizInsight reporting

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The screenshot displays a financial reporting dashboard. At the top, there are tabs for 'Month to Date' and 'Year to Date'. Below these are two data tables. The first table, 'Month to Date', shows columns for 'Qty', 'Actual', 'Forecast', and 'EST'. The second table, 'Year to Date', shows columns for 'Actual', 'Forecast', and 'EST'. To the right of the tables is a line chart comparing 'Forecast' and 'Actual' data over time. At the bottom left, there are two pie charts: 'MTD Sales' and 'YTD Sales', each showing a breakdown of sales into four categories (A, B, C, D).

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Take up a sport

Extreme Ironing



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Sales and Use Tax

- Increased rates
- Increased exposure
- Increased complexity

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Use Tax

- Things you buy
- Service businesses
- Resale exemption

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How automation can help

- Rules engine
- Rates
- Documentation
- Sourcing
- Jurisdictions

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Who's making your sales tax decisions?

```
graph TD; A{Item Taxable?} -- Y --> B{Customer Taxable?}; A -- N --> C[Don't Collect Sales Tax]; B -- Y --> D{Item Delivered In-state?}; B -- N --> C; D -- Y --> E[Taxable in Your State]; D -- N --> F{Do I have Nexus in this State?}; F -- Y --> G[Taxable in Destination State]; F -- N --> C; E --> H{What Rate do I Charge?}; G --> H;
```

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Solutions

- Avalara (SaaS)
- Speedtax
- Wolters Kieur
- ADP Taxware

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Adopt a pet



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Payroll taxes/Labor Law

- W-9
- W-2 filing
- EEOC
- FMLA
- OSHA
- I-9
- VETS 100

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How automation can help

- Forms
- Remittance
- Exception monitoring

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Solutions

- In house
 - ABRA
 - Peachtree
 - Sage Accpac
 - MAS 90/200 and 500
 - MIP
- Out source
 - CompuPay

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Learn to needlepoint



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HR/benefits

- COBRA
- HIPAA
- FMLA
- Harassment/discrimination rules

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How automation can help

- Filing
- Reporting
- Documentation
- Training

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Solutions

- ABRA
- Compliance Trainer
- CompuPay

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Make a Lego creation





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Filings



- W-2's
- 1099's



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How automation can help



- Capture data
- Reporting
- Filing




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Solutions


- Accounting apps
 - Payroll/ AP modules
- Martin and Associates Whitepaper W2/1099 Suite






Sell something on E-bay

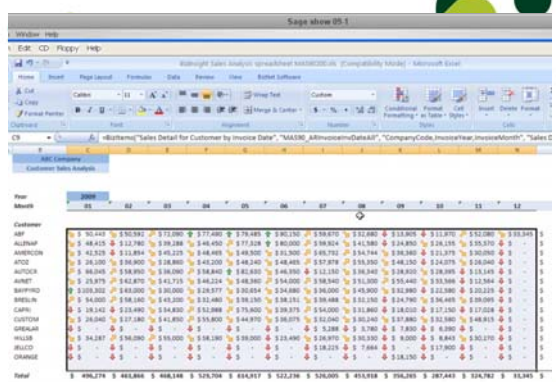






Other compliance issues

- Privacy
- E-mail CAN-SPAM (commercial e-mail)
- 990 reporting requirements for Non Profits





BizInsights



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How automation can help

- Encryption
- Outsource marketing list subscriptions
- Generate forms and capture supporting data

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Solutions

- Encryption
 - Sage Accpac
 - MAS 90/200
 - Peachtree in development
- Swiftpage marketing
- MIP for Non profits – generate Form 990

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Take a trip



© RoadsideAmerica.com

500 Welt St., **Weston, MO**



Bowman Restaurant and O'Malley's Irish Pub

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Or just outsource everything

- 4 hour workweek by Tim Ferris
- www.elance.com



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Questions?



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Additional Learning Opportunities

- For information about additional learning opportunities visit www.sageu.com (Sage University) or contact your business partner.
- Training Options include:
 - Anytime Learning—Recorded online training sessions
 - Realtime Learning—Live, online learning
 - Replay Learning—Recordings of live classes
- Contact your business partner to learn about local training options such as classroom, onsite, or online training.



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Your Feedback is Important to Us!

Your feedback helps us improve future sessions and presentation techniques.

- Please complete the evaluation form for this session.
- Please include your session code on the evaluation form:
 - GEN27
- Contact Information: [Geni Whitehouse](#)
- geni@evenanerd.com
- **Thank you for your participation.**