

FRx Program Changes for MAS 90 and MAS 200

Frequently Asked Questions

Why is Best Software now requiring FRx Desktop (formerly FRx Advanced) with every General Ledger module?

FRx Software made a business decision to discontinue FRx Desktop-Standard (formerly FRx Standard) in 2000. However, with the approval of FRx Software, Best elected to maintain FRx Desktop-Standard going forward to 2001. At the time there was no logical replacement for FRx Desktop-Standard, and the cost of FRx Advanced was prohibitive for the MAS 90 and MAS 200 market. Recently, Best has been able to come to terms with FRx and provide a low-cost solution for FRx Advanced, which is now known simply as FRx Desktop. Thus, effective July 1, 2001, FRx Desktop (formerly FRx Advanced) single-user started being bundled with the MAS 90 and MAS 200 product line.

How long will you be supporting FRx Desktop-Standard?

FRx Desktop-Standard will be supported through July 1, 2002.

What happens when there is no support for FRx Desktop-Standard?

If customers are using FRx Desktop-Standard, they will no longer receive support or updates beyond July 1, 2002. Best will not test compatibility of FRx Desktop-Standard with MAS 90 and MAS 200 versions 3.7 and beyond.

Can my customer purchase additional FRx Desktop-Standard user licenses?

No, additional licenses are not available for FRx Desktop-Standard. Instead, customers of FRx Desktop-Standard are encouraged to upgrade to FRx Desktop.

I have customers whose Subscription Plans have lapsed and now they want to become current. Will they receive FRx Desktop-Standard?

No, we are not shipping FRx Desktop-Standard as part of the Subscription Plan renewals. If they require FRx they will need to purchase FRx Desktop.

What happens if my customer wants to upgrade from Standard to FRx Desktop?

The cost to upgrade to FRx Desktop will be \$1,500 SLP.

How much is General Ledger maintenance for customers that do not upgrade to FRx Desktop?

Customers who do not upgrade to FRx Desktop will continue to pay \$250 SLP maintenance for the General Ledger module as they did previously.

What are the differences between FRx Desktop-Standard and FRx Desktop?

FRx Desktop includes all of the features of the standard version, plus:

- Multi-company consolidation.
- Unlimited reporting trees.
- Import AND export report templates.
- Advanced security.
- E-mail reports by reporting tree unit.

For a complete list of differences please log on to: www.frxsoft.com/financialreporting/

You can also attend an FRx online seminar. For a complete seminar schedule please log on to: www.bestsoftwareinc.com/sales/seminars/

Who will support FRx Desktop?

Best will ultimately take over support for FRx Desktop. Until Best formally announces a support plan, existing FRx Desktop customers with current support plans should continue to contact FRx for support. A separate FAQ on the support transition is located on the Partner FileCenter.

What is the cost for customers who are going from FRx Desktop single-user to four-user?

If a customer operates FRx Desktop single-user and would like to add three additional users, the cost is \$2,000, plus the cost of support.

What is the cost for customers upgrading from FRx Desktop-Standard single-user to FRx Desktop four-user?

Effective September 28, 2001, the SLP for upgrading from FRx Desktop-Standard single-user to FRx Desktop four-user will be \$3,500.

What if I have a NEW MAS 90 or MAS 200 customer who wants FRx Desktop four-user?

A new customer will purchase General Ledger at \$2,000 and then add three additional FRx Desktop users for \$2,000.

What is the FRx Drill Down Viewer and how much does it cost?

The Drill Down Viewer allows customers who do not have the ability to design and generate reports to view and drill down to reports that are sent to them. Drill Down Viewer customers do not need access to FRx software to view FRx reports. The SLP of the Drill Down Viewer is:

- \$295 per Drill Down Viewer for up to 50 users.
- \$200 per Drill Down Viewer for 51-100 users.

How does this change affect MAS 90 Small Business?

We understand that customers who are considering MAS 90 Small Business may be price sensitive. We are very happy to provide two options for MAS 90 Small Business:

- MAS 90 Small Business core bundle with FRx Desktop is now \$4,500.
- MAS 90 Small Business core bundle without FRx Desktop remains the same at \$3,500*.

While this is more than the increase associated with MAS 90 and MAS 200, it provides a viable option for the MAS 90 Small Business customer. Without this bundle option, customers would have to purchase FRx Desktop for the normal SLP of \$1,500. This is a savings of \$500 for MAS 90 Small Business customers.

*Customers who opt not to include FRx Desktop at the time of purchase will be required to purchase it if they upgrade to a MAS 90 five-user system. See MAS 90 upgrade pricing on the Partner FileCenter for details.

How does this change affect Peachtree Special Edition of MAS 90?

Peachtree Special Edition of MAS 90 customers will continue to have the following options:

- MAS 90 with FRx Desktop.
- MAS 90 Small Business with FRx Desktop.
- MAS 90 Small Business without FRx Desktop.

What other FRx products are available for purchase?

FRx Software has an extensive product offering. Best will be distributing the following FRx products in addition to FRx Desktop and the Drill Down Viewers:

1. FRx Professional - which includes:

- Two FRx Designers.
- Four FRx Launchers.
- Eight Drill Down Viewers.
- 10 Web Viewers.

2. FRx Enterprise- which includes:

- Four FRx Designers.
- Eight FRx Launchers.
- 16 Drill Down Viewers.
- 20 Web Viewers.

The products listed above will continue to be supported by FRx Software, and a support plan is required for the first year. For a complete list of features on the above products please log on to: www.frxsoft.com/financialreporting/. The latest pricing information is posted on the Partner FileCenter.

Why are you now requiring the General Ledger module with every sale?

More than 99 percent of MAS 90 sales now include General Ledger. As we advance the MAS 90 product line we will be eliminating the “mini” General Ledger. Without the mini ledger feature, General Ledger will be needed to run any other MAS 90 module. This change will help us to focus our development and quality-assurance efforts on the more advanced General Ledger enhancements from which all customers will benefit. In addition, competitive research has shown that other mid-market business management solutions require the purchase of their respective general ledger. MAS 90 Small Business is also an option if you have a price-sensitive customer. MAS 90 Small Business includes General Ledger as part of the core bundle.

How do these changes affect MAS 200 for SQL Server?

MAS 200 for SQL Server started shipping FRx Desktop four-user licenses with the first release and will continue to do so. There has been no price increase for MAS 200 for SQL Server. General Ledger is also a requirement for MAS 200 for SQL Server.