

## Peachtree Special Edition of MAS 90

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### Frequently Asked Questions

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#### **What is Peachtree Special Edition of MAS 90?**

It is the same MAS 90, wrapped with special packaging, designed to tie Peachtree and MAS 90 together. This makes it more comfortable for Peachtree customers to choose MAS 90 as their next accounting software package. We also include a welcome letter and a special conversion guide that explains the differences between the products, conversion expectations, and basically everything else you need to know to upgrade Peachtree software to the MAS 90 system.

#### **Why did Best release Peachtree Special Edition of MAS 90?**

With more than 1 million Peachtree customers, we have an incredible opportunity to help Peachtree customers upgrade to MAS 90. To make the transition easier and more appealing, we created Peachtree Special Edition for MAS 90.

#### **What is the difference between Peachtree Special Edition of MAS 90 and MAS 90 Small Business?**

Peachtree Special Edition of MAS 90 can be purchased as either “standard” MAS 90 or MAS 90 Small Business; Peachtree customers can make the choice, depending on their needs.

MAS 90 Small Business is MAS 90 for single or dual-users, consequently it’s available at a significantly reduced price. A customer can buy the core bundle, consisting of Library Master with Crystal Reports, General Ledger with or without FRx Desktop (additional cost), Accounts Payable, Accounts Receivable and Bank Reconciliation. Or a distribution bundle, consisting of Inventory Management, Sales Order and Purchase Order is available. However, all other modules can be purchased individually, at the standard MAS 90 cost. It is the same MAS 90 as the five and above user version, however it’s positioned and sold as the solution for smaller businesses. For more detailed information regarding MAS 90 Small Business please see the MAS 90 Small Business FAQ.

Peachtree Special Edition of MAS 90 is the same MAS 90 that we sell today; the difference is only in the packaging and marketing position. There is a new cover box, CD case and a Peachtree conversion guide. New part numbers will also be created for Peachtree Special Edition of MAS 90.

#### **How much does Peachtree Special Edition of MAS 90 cost?**

Because it is the same product, pricing will remain consistent with the current MAS 90 and MAS 90 Small Business pricing.

### **Is there a Peachtree Special Edition of MAS 200?**

No, however, Peachtree customers who require MAS 200 or MAS 200 for SQL Server can purchase it, and the channel partner can purchase the Peachtree conversion guide separately.

### **Can a non-Peachtree customer purchase Peachtree Special Edition of MAS 90?**

No, although there is no technical reason why, it may confuse the customer if they were to receive the Peachtree Special Edition of MAS 90. The packaging and conversion guide are specifically designed to be attractive to Peachtree customers.

### **What does a channel partner need to do to sell Peachtree Special Edition of MAS 90?**

A channel partner only needs to be current with their MAS 90 PartnerCare plan in order to sell Peachtree Special Edition of MAS 90. No additional fees or training will be required. However, it will benefit you, as a partner, to become a Peachtree→MAS 90 Conversion Specialist since it will ultimately expand your market reach.

### **What is a Peachtree→MAS 90 Conversion Specialist?**

A Peachtree→MAS 90 Conversion Specialist is a company that is authorized to convert Peachtree customers to MAS 90.

To become a Peachtree→MAS 90 Conversion Specialist, channel partners:

- Must have a current PartnerCare agreement.
- Must stay current with MAS 90 training requirements.
- Must be in good standing with the Best Finance Department.
- Must provide two references of Peachtree to MAS 90 conversion references
  - Letters from companies on their letterhead.
  - While it is preferred that your Peachtree conversion references were accomplished using the Data Migrator, it is not required.
- Must have Data Migrator authorization.

There are two options for attaining authorization:

#### *Option 1*

- Attend Data File Structures or pass assessment (additional fees apply) or complete the Computer-Based Training (CBT) and pass assessment (additional fees apply).
- Purchase Data Migrator and the training bundle for \$900 (includes 2-day training for one person).
- Attend Data Migrator training class and pass assessment.
- Visual Integrator strongly recommended.

#### *Option 2*

- Attend Data File Structures class or pass the assessment (additional fees apply) or complete the Computer-Based Training (CBT) and pass assessment (additional fees apply).
- Purchase Data Migrator with self-study curriculum and assessment (for one individual) for \$600.
- Pass Data Migrator assessment test.

- Visual Integrators strongly recommended.

**What are the benefits of becoming a Peachtree→MAS 90 Conversion Specialist?**

- Use of Peachtree→MAS 90 Conversion Specialist logo.
- Peachtree leads—preference will be given to Peachtree→MAS 90 Conversion Specialist.
  - Aligned based on location and needs of prospect.
- Marketing of Peachtree→MAS 90 Conversion Specialist
  - Conversion Specialists as a whole, not individual companies.
  - Mailings to Peachtree customers, generated through Best Software, Inc.

**How does a channel partner sign up to be a Peachtree→MAS 90 Conversion Specialist?**

All a channel partner has to do is:

- Complete the authorization requirements as outlined above.
- Fill out Peachtree→MAS 90 Conversion Specialist application form, providing two references and fax to Best.
- No additional fees required.