

Edge News

Edge Referral Program



Do you have suppliers that seem unorganized and struggle to get information for you? If you feel comfortable doing so, we would be grateful if you'd pass along your experience working with us and let them know that we can help them get organized and become more efficient.

As a way of thanking you for referring us we have a new referral program. To share the love, for every new referral (where a client makes a purchase or uses our services) we will be issuing you a **\$50 gift card** to a retailer of your choice. This is not a "one time only reward" but applies to every new client who signs up because of you.



Hello Friends! Fall is here and it's a beautiful time to get out and hike! All of us at Edge are avid hikers and we love exploring London and the surrounding area. If you also like to get outside, we have the perfect App for you. Check out and download "All Trails", it's the best app we have come across with excellent maps, photos, difficulty ratings and reviews of trails literally everywhere. See you out there, and happy trails! - Shelley and Denise



Spire Virtual Conference – Friday, October 22nd

Whether you are a current Spire user or thinking about making the switch, this event is for you!

We are pleased to invite you to the 6th annual Spire Conference! This year is our second 'virtual' event, and is being hosted on a new platform, with new sessions, new speakers, and much more for you to enjoy.

Client day will be held October 22nd and is dedicated to end users of Spire. This is your opportunity to immerse yourself in all things Spire and to walk away with helpful, practical tips & tricks, and have some fun along the way. Learn about the latest and greatest in Spire, best practices, and process improvement concepts for you to implement in your day-to-day Spire work. Hear from industry experts and absorb the incredible knowledge that Spire staff are here to share with you. If Spire is an important part of your workday, or you are thinking about replacing your current software, you won't want to miss this one-of-a-kind event.

[Click here to Register](#) and be sure to use "EDGINF" for the Partner Referral Code

Spire Pricing Update: End of Sage BusinessVision Promotional Pricing

As we all settle into the fall and prepare to say goodbye to 2021, Spire is also saying goodbye to their BusinessVision user discounted prices. For over 7 years Spire has offered a discount so that BusinessVision users could benefit from a lower Spire price. As of January 1st, 2022, BusinessVision users will pay the same Spire prices as any other new client. If you have been delaying making the move to Spire, now might be the opportune time!

Effective January 1st, 2022 Spire User prices are increasing and will also increase BusinessCare which is at 20% of the MSRP.

Are you losing your freakin' mind? Well S.T.O.P.!

Are there tasks you or your staff do regularly that seem to take a crazy amount of time? Don't assume that you're doing it the best or fastest way. Take a moment to **(S)top**, **(T)hink** about it and **(O)bserve** how you currently execute your task and **(P)lan**. Here are a few examples of how using the S.T.O.P. method has increased efficiency for some of our clients.

Example: Edge has a Spire client that enters timesheets into a web application. We created a solution that automates getting that timesheet data into Spire so that their customers can be invoiced quickly and regularly. They were able to keep the timesheet system they loved and make it easy to do their invoicing.

Example: For years a Microsoft Access client was manually calculating pricing and entering it. We made a quick change to the database and now it does the work, which not only saves them tons of time but also prevents user error.

Does your workflow have tasks that take longer than they should and are limiting your productivity and efficiency? Then STOP, and call Edge to talk about how we can help.

Sage Update: Announcing Sage 300 2022 and Sage CRM 2021 R2 for Sage 300

What's new in Sage 300 2022:

- Improvements and additions to the Sage 300cloud web screens
- Improved Finder experience
- 64-bit Financial Reporter
- Purchase Order and Order Entry improvements
- Reserve LanPak
- Bank feed improvements
- New options to access Sage Data & Analytics
- Enhanced 3rd Party Help

[What's New in Release 2022 Video](#)
[Release notes](#)

What's new in Sage CRM 2021 R2 for Sage 300:

This release provides new features and enhancements:

- Ability to have multiple web lead return URLs
- Template selection when sending quote or order
- Configurable choice of pipeline style
- Changes to fields and tabs.

- CRM Version 2021 R2 also includes several fixes for reported issues and information about discontinued features

[Release Notes](#)

Important: In accordance with Sage's support policy, Sage is supporting Sage 300 2022, 2021, and 2020. With the release of Sage 300 2022, support will no longer be provided for Sage 300 2019 or earlier versions. If you use a version that is no longer supported, we encourage you to contact us to upgrade to a supported version of the software.

Cool Tools: Add-on Spotlight

Dashboards for your Data by Sage Enterprise Intelligence

SEI can provide you with dashboards that pull data from Spire, Sage 300, MS Access databases and more. If you've got data, we can most likely link to it and start giving you live information whenever you want it; information that helps you run your business.

When it comes to understanding the meaning of your data, a *picture's worth a thousand words*. In business, we have all had the experience of looking at a graph and immediately understanding the situation, much more quickly than if we were given the raw numbers to crunch. Why not turn your business stats into that "picture" and gain a more indepth understanding of what your businesses' data actually means.

Interested in learning more about SEI, register for the FREE upcoming webinar October 19th, 2021 at 2-3pm ET. [Just click here!](#)

We now support Sage Enterprise Intelligence!



Denise is now a certified Sage Enterprise Intelligence/ Nectari Consultant and Architect. Denise's recent certification means that Edge can now sell and support SEI. This product is a powerhouse tool that can provide you with valuable insight into your business in real time! If you would like more information on this add-on, reach out to Denise at denise.burke@edgeims.com

Fun Facts: Here's a list of 5 top computer facts you might not know •The First Computer Weighed More Than 27 Tons. • About 90% of the World's Currency Only Exists on Computers. •The First Computer Mouse was Made of Wood. •About 70% of Virus Engineers Work for Organized Crime Syndicates. •The First Known Computer Programmer was a Woman.



111 Waterloo St. Suite 601
London, ON N6B 2M4
519-601-3359
www.edgeims.com