

# 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!

We are well into the new year and we hope that everyone had an enjoyable holiday season. While we all try to stay positive about the current state of life these days, we know it can definitely be challenging! During these complicated times, we strive to provide the best service we can to our clients and stay true to our core values of: *Calm, Clarity and Control*. If you feel like your work processes could benefit from a little "calm, clarity and control", please reach out! We are always here to help 😊 - *Shelley and Denise*



Spire 3.8 is just around the corner and we are so excited about this release, perhaps more than any other! Spire has decided to split some features between 3.8 and 3.9 so you can take advantage of these sooner rather than later! Some of these new features include:

- Ability to add unlimited contacts
- Module for Budgets and Forecasting (easy to get budgets up and running)
- Functionality to Copy Sales Orders
- Tracking #'s in Sales Orders (included in all new companies set up)

*We expect 3.8 to be released this quarter with version 3.9 not far behind. Watch for a bulletin announcing it's availability.*

*Psst... If you have any colleagues using QuickBooks and looking for a more robust system, let them know that this release will also include a QB to Spire conversion tool!*

**sage 300** *Hey Sage 300 users...do you want to:*

- Link external documents to records in Sage? Check out [Orchid's Document Management Link](#)
- Automate Accounts Payable Processes? How about [Beanworks' AP Automation](#)
- Analyze your data with KPIs, dashboards and reports? Consider [Sage Enterprise Intelligence](#)
- Improve the management of your collections? Learn about [Tairox Collections](#)

These are just a few of the many useful Third Party applications to support your investment in Sage 300. If you are trying to streamline your processes or improve efficiencies, let us help!

## Sage 300 Enhanced Security Tips

Sage 300 Enhanced security does not need to be complicated! Data security has become even more important as technology advances and companies increasingly shift to remote access for their staff. With these new requirements, Sage has some cool features that will allow businesses to streamline access for their users.

*Did you know you can limit the list of companies that each user sees in your Sage 300 system?*

[Visit our blog](#) for step by step details on how to make these changes to your system.

## Did you know you can finance your software?

Most businesses know that financing options are available for equipment and loans, but did you know there are also options to finance software, hardware, training and consulting? **Catalyst Software Finance Company** provides lease-financing for on-premise software, subscription software, custom software, and maintenance contracts to commercial customers across Canada and the US. This enables companies like yours to get the software you need today and pay for it over time as it enhances your business.

Some benefits from financing:

- **Conserves Capital:** Conserves cash and reserves working capital and LOCs
- **Tax Advantages:** Potential tax benefits → No-prepayment of taxes
- **Fixed Costs:** 100% Term financing → Fixed payments throughout the term
- **Facilitates Budgeting:** The fixed payment simplifies the budgeting process
- **Flexibility and Simplicity:** Payments tailored to cash flow → Bundle software and consulting into one simple payment → Include Maintenance Contracts → Flexible Terms → Simple Process → Payments from \$3/day

If you have any questions on how financing could help your business, maybe it's time to book a demo? Give us a call and we can make it happen!

***Buy what appreciates, lease what depreciates.***



## Cool Tools: Add-on Spotlight for Spire

**Payfirma**

*Streamline your business, get paid faster! One unified solution for all your business needs!*

Payfirma is a robust end-to-end payment acceptance solution. It allows merchants to accept payments by Point of Sale, Web Terminal, Mobile, eCommerce, and allows for Invoicing, Recurring Billing and Integrations on one merchant platform with a single merchant number.

Payfirma has integrated their payment processing technology directly into Spire, allowing you to manage your accounting, inventory, sales orders, and payments from one seamless platform.

With the Payfirma-Spire integration, you get paid faster, and also have the payment analytics you need to make smarter business decisions about your customers, inventory, and employees.

In partnership with Spire Systems, Payfirma is offering some of the most competitive rates in the industry!

As always, we would love to help you navigate your options, so give us a call today!

*Fun Facts: Hawaiian pizza was created in Chatham, Ontario, by Greek immigrant Sam Panopoulos in 1962.*

*The original name for the search engine Google was Backrub. It was renamed Google after the googol, which is the number one followed by 100 zeros.*



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