Sage ACT! | What's New Brief

Propel Your Sales and Marketing Success with Contemporary Trends in Sage ACT! 2013

Business never rests and neither should your technology. Celebrating 25 years of serving the Contact and Customer Management needs for small businesses and sales teams, Sage ACT! 2013 delivers contemporary new features and enhancements that help you leverage the latest trends in mobility, social media, and e-marketing to propel your sales and marketing success.

Stay Connected to Your Business with Sage ACT! Premium Mobile

You're going places. And to keep that momentum going, it's critical that your business command center go with you. With Sage ACT! Premium Mobile you can stay connected to your business by accessing your Sage ACT! Premium contact, calendar, and opportunity details from your iPhone®, iPad® or Android™ device.

No more struggling to recall fuzzy details, or worse, be at a total disadvantage with old information. Stay productive and keep your conversations fluid with the convenience of using familiar functionality to instantly view and capture important customer details in real time. Move forward confidently, knowing accurate updates are securely shared in the database as soon as you touch the save button. All the robust functionality you're accustomed to, now with easier access and immediate updates. Best part, Sage ACT! Premium Mobile is included with your upgrade to Sage ACT! Premium!

And recommended for Sage ACT! Pro users, subscription-based Sage ACT! Connect continues to deliver Sage ACT! contact and calendar details to a broad range of mobile devices[5] so you can easily work and be productive from wherever you are.

RELEASE SNAPSHOT

Sage ACT! Premium Mobile[1]
Stay connected to your business with real-time mobile access from your iPhone®, iPad®, or Android™ device.

Social Updates[2]
Capitalize on unique social insight by viewing and interacting with customers' LinkedIn® and Facebook® profiles from within their contact record.

Social Sharing
Extend your reach beyond just email by automatically posting your Sage E-marketing for ACT![3] campaigns to popular social media sites and allowing recipients to share with their network.

Smart Task Enhancements
Save even more time because Smart Tasks now run even when Sage ACT! is closed[4], and automatically update record fields once your selected conditions are met.

Business Technology Updates
Compatible with the latest releases:
- Windows® 8
- Windows Server® 2012
- Internet Explorer® 10
- iOS 6

● Real-time, mobile access to your Sage ACT! Premium contact, calendar, and opportunity details from your iPhone®, iPad® or Android™ device.
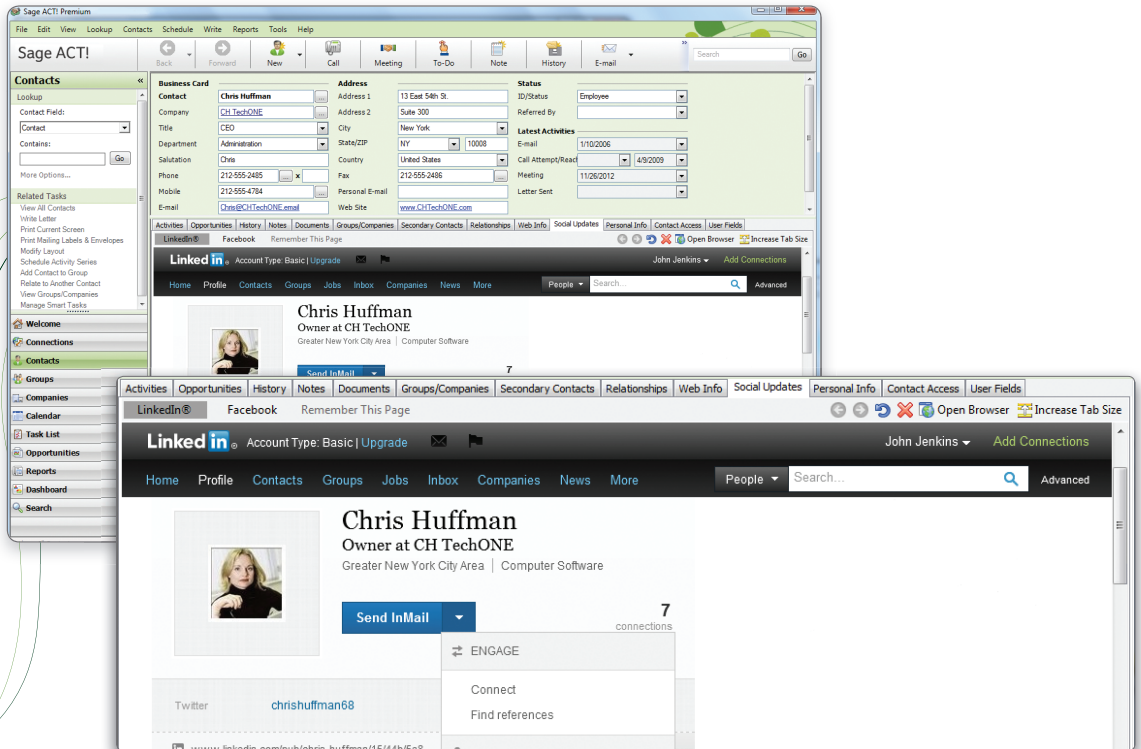
CALL 866-903-0006

CONTACT YOUR SAGE ACT! CERTIFIED CONSULTANT* | VISIT WWW.ACT.COM/UPGRADE
TAKE A TEST DRIVE OF SAGE ACT! 2013 AT WWW.ACT.COM/TRY2013

Capitalize on Unique Customer Insight with Social Updates

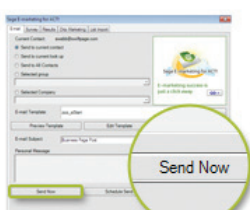Social media gives you a fast, simple way to stay close to the things your customers care about. Sage ACT! helps you capitalize on this unique insight by integrating with popular social media services to view and interact with your customer's LinkedIn® and Facebook® profiles from within their contact record. The experience is seamless. You can easily leverage familiar social functionality like commenting on posts, endorsing skills, and sending private messages to engage with your customers. Further, teams will love the ability to view shared connections in the database, allowing them to expand their network by finding mutual contacts. With Social Updates[2], you gain the advantage by having a timely view of your customer's needs, opinions, and points of interest so you can act swiftly with a personalized phone call or a meaningful sales offer and message.

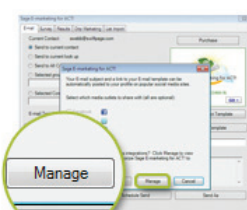● View and interact with customers' LinkedIn® and Facebook® profiles from within their contact record.
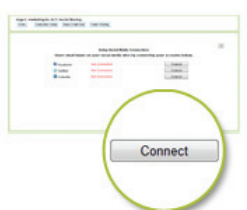
Share with

Extend Your Reach with the Power of Social Sharing.

Sage E-marketing for ACT![3] gives you a simple way to grow your business by regularly communicating with your contacts. Create and send professional, eye-catching email campaigns that fit the style of your brand.

Then, extend your reach beyond just email addresses when you push your messages to LinkedIn®, Facebook®, and Twitter® using Social Sharing. Go viral! Add social media sharing icons to your email footer so recipients can help spread your message to their social networks.

1. Click on the Sage E-marketing for ACT! icon and Click Send Now.
2. Click Manage to open the "Connection Setup" page.
3. Connect Your Social Media Accounts.
4. Modify "Footer Sharing" Settings.
5. Send Email Blast as normal and select social media outlets to share email send.
6. OR "Share Email Blast" you have previously sent.

● Automatically post your e-marketing messages to your LinkedIn, Facebook, and Twitter pages.

Put More Time Back on Your Side with Smart Tasks

Your time is too valuable to get bogged down in a mountain of administrative tasks. Sage ACT! Smart Tasks help you handle the things you need to get done every day by automating key activities based on steps you define, like sending a welcome email[6] to a new customer. Apply built-in Smart Tasks right out-of-the-box, make changes to fit your specific needs, or easily create your own.
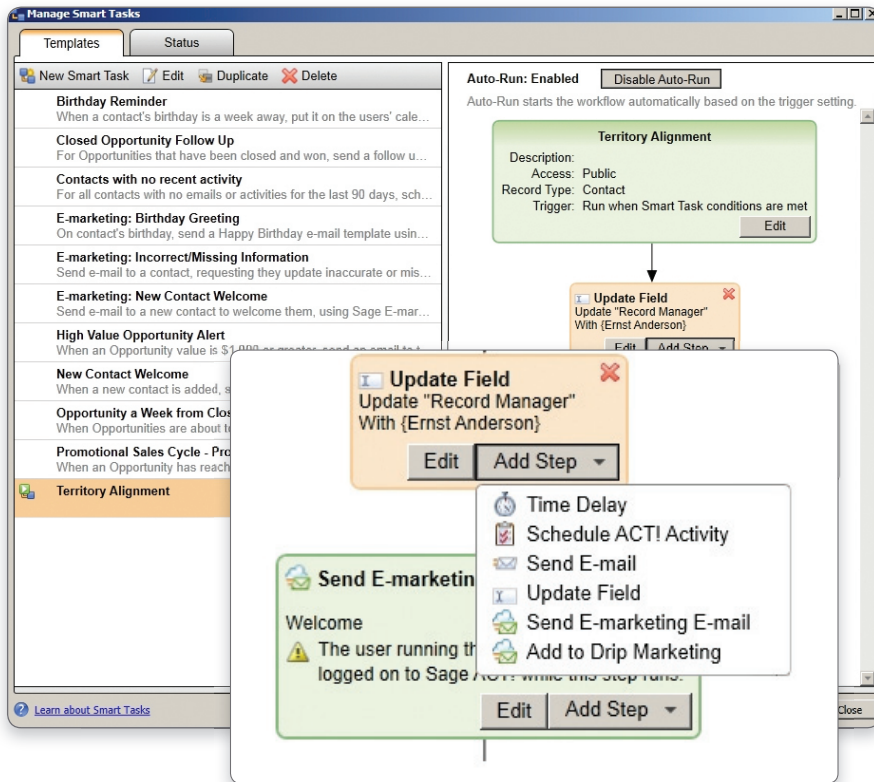
And with new enhancements, you can save even more time because Smart Tasks now run offline from your server, so your designated steps keep moving forward, even when Sage ACT! is closed[4]. In addition, new data/ field triggers[7] automatically update record fields once your selected conditions are met, from that point forward. For example, changing the status to Closed-Won once the opportunity has reached the sales fulfillment stage, resulting in a reminder to send a new customer welcome kit.

With Smart Tasks, it's like having your own personal assistant to take care of the small details so you can focus on taking care of business.

● Save precious time with data/field triggers[7] that automatically update records once conditions are met.

Never Buy an Upgrade Again with Sage Business Care

There's no better way to protect and extend your Sage ACT! investment than through Sage Business Care, a service plan that delivers the latest technology, peace of mind, and exceptional value to you and your business. Sage Business Care gives you the expert support you can count on, plus access to the newest version[8] of Sage ACT! and valuable extras to help you reduce the time, effort, and cost of operating your Sage ACT! solution. A number of Sage Business Care plans are available to fit the unique needs of your business. Compare plans at **WWW.ACT.COM/SBC.**

"I love that [Sage] ACT! is keeping up with the times! I still love this program! Can't beat it for SmallBiz."

- Sage ACT! 2013
Beta Participant[9]

What's New Since Your Version

A multitude of product innovations, feature enhancements, and business-critical services have been introduced since your version. Check out what you could be doing with Sage ACT! 2013 to propel your sales and marketing success.

ACT! by Sage 2009

Related contacts

Seamless interaction with Microsoft® Outlook® email

Unsupported Version Not Available for Upgrade Pricing

ACT! by Sage 2010

Web Info tab

Email marketing with Sage E-marketing for ACT![3]

Reports view

Simplified navigation

Welcome page

Customizable opportunities

Unsupported Version Not Available for Upgrade Pricing

Sage ACT! 2011

Smart Tasks

Microsoft Outlook contact and calendar sync

Direct import from Excel®, no .csv required

Works with Microsoft Office 2010 and Windows® 7

Unsupported Version on 11/30/13 Not Available for Upgrade Pricing on 9/30/13

Sage ACT! 2012

Sage ACT! Premium Mobile[1]

Mobile access with Sage ACT! Connect[3,5]

Social Sharing with Sage E-marketing for ACT![3]

Sage ACT! Scratchpad

Universal search

Gmail® integration

Google® Contacts and Google Calendar™ sync

Works with Internet Explorer® 9 and Firefox® 4

Sage ACT! 2013

Sage ACT! Premium Mobile[1] with Opportunities

Social Updates[2]

Offline Smart Tasks[4]

Smart Tasks with data/field triggers[7]

Optimized download and install experience

Usability improvements based on customer feedback

New wizards for remote database creation, plus database moving and sharing

Works with Windows® 8, Windows Server® 2012, Internet Explorer® 10, and iOS 6

About Sage North America

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries. Sage North America employs 3,900 people and supports more than 3 million small and medium-size business customers. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 13,600 people and supports more than 6 million customers worldwide. For more information, please visit the website at www.SageNorthAmerica.com or call 866-996-7243.

Important Notes:

For Sage ACT!: Review Sage ACT! system requirements at www.ACT.com/SystReq. You must purchase one license of Sage ACT! per user. Scalability varies based on hardware, size, and usage of your database. Visit www.ACTsolutions.com or contact your add-on product provider to determine compatibility for your add-on products. **For Sage Connected Services for ACT!:** The mobile component of Sage ACT! Connect requires an active data plan. You are responsible for all data related charges to your mobile phone. To facilitate mobile setup, Sage ACT! Connect sends a text message to your mobile phone. Based on your wireless plan, you may receive an extra charge from your carrier for this text message. Sage E-marketing for ACT! is powered by Swiftpage™. **For Sage Business Care:** To ensure continuous service, your Sage Business Care plan may automatically renew. In that case, subsequent terms will be automatically billed to the same credit card or drafted from the same bank account on the expiration date of your plan term at the then current renewal rate. Sage will notify you 30 days in advance of your expiration date. Your plan will be renewed and automatically billed or drafted for the same term, unless you contact us at least seven (7) calendar days prior to your expiration date. Renewal is not required for continuous access to product updates for your supported versions.

1 Sage ACT! Premium Mobile requires set-up and configuration of Sage ACT! Premium (access via web). Data access available via active Internet connection from supported device browsers.
    Review Sage ACT! system requirements at www.ACT.com/SystReq. You are responsible for all data-related charges to your device.
2 This feature is not available in Sage ACT! Premium (access via web).
3 Requires additional subscription.
4 Sage E-marketing for ACT! steps will not run offline.
5 Review Sage ACT! Connect system requirements at www.ACT.com/ConnectSystReq to confirm supported mobile phones, tablets, and web browsers.
6 The Sage ACT! Email Client is not available for use with Smart Tasks. However, emails can be sent via subscription-based Sage E-marketing for ACT!.
7 Data/field triggers are only available in Contact and Opportunity entities.
8 Provides access to the latest upgrades and updates for your Sage ACT! software released during your enrollment. Sage Business Care is not required for continuous access to product updates for supported versions.
9 Customer is a participant in the Sage ACT! 2013 Beta Program and may be eligible for participation-based incentives.

*Sage ACT! Certified Consultants are third-party vendors. Sage and its affiliates are in no way liable or responsible for claims made related to the services provided by third-party vendors.

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