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### Never too Early...Never to Late

As we enter the month of September, it is a time to start thinking about year-end planning.

It's never too early to get a jump on things that might actually help with this year's revenue planning – especially if it must be handled before December 31st. One example is thinking about taking advantage of IRS Section 179 for 2020. It allows companies to claim the price of equipment and software financed or purchased during the 2020 tax year as a business expense. The code allows for the full purchase price of qualifying items before December 31, 2020 to be deducted off the company's gross income. See more detail in a section below.

The consideration for year-end planning is that it is never too late to review current processes to see if something might work even better. Many of you may currently be transacting credit card payments for your customers. Have you thought about whether or not an integrated "Level 3" credit card processing option may gain you even more efficiency and save you money? See below for some things to consider using APS Payment's credit card transacting.

And to be sure you are keeping up with the ever-changing COVID-19 payroll-related information, we have added information below on the Presidential Memorandum to Defer Certain Social Security Tax Withholding.

Not only do we want to provide you with an AccountMate software system that keeps your company capturing and reporting information but we also know how important it is for us to pass along relevant topics that might gain you some additional benefits. We are confident that proper-prior-planning towards year-end goals is a good idea for all of us.

Contact your AccountMate Solution Provider for any needed guidance.

Stay Safe!

Regards,

David Dierke  
President & CEO

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## **IRS Section 179 Enables Full Purchase Price of Software & Equipment Through 2020**

You still have a few months to think about buying software – including more AccountMate modules and our vertical solution add-on software solutions – and equipment before December 31, 2020 to take advantage of some of what Section 179 tax deduction has to offer.

The Section 179 tax deduction allows companies to claim the price of equipment and software financed or purchased during that tax year as a business expense. The code allows for the full purchase price of qualifying items to be deducted off the company's gross income. These deductions are especially useful for small and medium-sized businesses, but also large companies that need a lot of equipment such as heavy equipment, computers and software.

The Section 179 tax deduction was developed to offer an incentive to businesses to upgrade their equipment and services they could offer and invest in themselves. Small businesses are benefiting from this tax credit now more than ever because it is one of the few options available for small businesses and has been included in recent corona virus-related Stimulus Acts as well as federal tax bills.

The reason why the Section 179 tax credit is so valuable to business owners is that previous tax codes only allowed businesses to claim a portion of their equipment purchases every year. Those deductions also had to be spread out over several years and could not be claimed all upfront. The Section 179 tax code allows businesses to be credited the full purchase price of the equipment or software (up to \$1,040,000) all at once without having to account for depreciation.

For more information, go to [https://www.section179.org/section\\_179\\_deduction/](https://www.section179.org/section_179_deduction/).

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## **Dimension Funding's 90-Day Deferred Payment Program**

Dimension Funding is offering financing where you won't make any payments for 90 days. You might want to use this to your advantage especially if you are considering taking advantage of the IRS Section 179 deduction.

To learn more about Section 179 Depreciation and Dimension Funding, click [here](#).

We encourage you to work with your AccountMate Solution Provider and John Gallagher of [Dimension Funding](#) to see how this might work for your company.

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## **IRS: Guidance Issued to Implement Presidential Memorandum Deferring Certain Employee Social Security Tax Withholding**

The Department of Treasury and Internal Revenue Service issued guidance implementing the Presidential Memorandum issued on August 8, 2020, allowing employers to *defer withholding and payment of the employee's portion of the Social Security tax if the employee's wages are below a certain amount*. Notice 2020-65, posted on IRS.gov, makes relief available for employers and generally applies to wages paid starting **September 1, 2020, through December 31, 2020**. The employee Social Security tax deferral may apply to payments of taxable wages to an employee that are less than \$4,000 during a bi-weekly pay period, with each pay period considered separately. No deferral is available for any payment to an employee of taxable wages of \$4,000 or above for a bi-weekly pay period. The notice postpones the time for employers to withhold and pay employee Social Security taxes.

Check the following links for details.

[Presidential Memorandum](#)

[IRS News Release](#)

[Department of Treasury and IRS Guidance](#)

In AccountMate Payroll, you can overwrite the calculated social security tax amount in the **Apply Payroll/Payment ► Tax Withholdings ► FICA** field for employees who qualify and chose to avail of this tax relief. The amount displayed in this field is the employee portion only of the FICA withholding tax. Verify that the employee is eligible to defer social security tax withholding and payment before changing the calculated employee FICA amount.

The Tech Tip related to this Withholding can be accessed in the Tech Tip section below.

**IMPORTANT!** Consult your Tax Accountant on the applicability and implementation of the Coronavirus Tax Relief programs to your specific business.

Contact your AccountMate Solution Provider for more information.

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## **APS Payments Recorded Webinar**

If you process credit card payments, even if you're not currently integrated to AccountMate, then stop what you're doing and read the following closely - because this is the biggest news in credit card processing in the AccountMate world EVER!

[APS Payments](#) provides an enhanced processing interface for AccountMate/SQL to offer "Level 3 Processing" functionality - which provides product level detail to the gateway and gives you a vastly reduced interchange fee - thus decreasing your transactions fees.

If you're manually processing customer credit card payments now or using another solution, then you're not providing Level 3 detail - and you're paying a higher transaction fee than if you were.

**Besides saving you money, here's some other great reasons for implementing APS Payments:**

1. Reduced effort because it's integrated to your AccountMate/SQL - so no entry of customer information, or amount owed, etc.
2. While implemented as the payment gateway, all credit card information is securely stored within their secure online APSPAYS Vault and only "tokens" are stored in your local AccountMate installation.
3. The volume of payments required to process AmEx payments is large enough that many small businesses are precluded from offering this as an option. The APS interface includes OptBlue - which lets you bundle AmEx into your regular processing.
4. APS offers 12-hour funding, the fastest in the industry - so you get the funds deposited to your bank account faster.

Check out the [recorded APS Payments webinar](#).

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## **OCTOBER Online AccountMate SQL/Express Core Product Class**

This online product training course covers the major features and functionalities in each of the core modules that make up AccountMate for SQL and Express. The core modules include System Manager, General Ledger, Inventory Control, Purchase Order, Accounts Payable, Sales Order, Accounts Receivable, and Bank Reconciliation. Hands-on exercises are provided to facilitate the learning process and give the attendees a chance to have one-on-one interaction with the instructor.

The session is:

- [Online Core Product Training Class for AccountMate for SQL and Express](#)  
Monday through Friday, **October 12-26, 2020 (10 sessions)**

There is a fee for the training which is \$300 per session or \$2,500 for all sessions.

**Exception:** Current **Registered Users whose company is on a Current Lifecycle Maintenance Plan** can annually send one trainee **FREE** to the online Core Product Training for AccountMate SQL and Express at no-charge.

[Register](#) for the upcoming **online Core Product Training Class for AccountMate for SQL and Express** on our website or with your AccountMate Solution Provider. This **new Registration page** has been created so you can start the registration process online. Once the online form is submitted, your AccountMate Solution Provider will be your contact and be the one to discuss billing with you.

We look forward to your participation in this online training opportunity.

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## **November Webinar: Sales Tracker**



If you have a longer-term sales cycle and need a better way to keep track of sales leads and prospect conversations as they progress toward sales orders — take a look at how Sales Tracker for AccountMate makes it easy to do that with your existing AccountMate system. Sales Tracker gives your sales people an easy dashboard to work from. They can track sales activity, leads, prospects, conversations, tasks and CRM. Register below:

- [AccountMate Sales Tracker Webinar](#): November 4, 2020 (Wednesday) 10:00 – 11:00am PST

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## Technical Note: Effects of the Inventory Maintenance Check On-hand and Update On-hand Settings

AccountMate users engaged in the service industry may not necessarily carry inventory stock as they count their skilled staff as their main resource. Since they count their skilled resources as their “inventory,” they do not need to reduce their inventory on-hand quantity for services rendered. In addition, processing outstanding customer orders may not require validation against on-hand quantity; at least not in the same way that manufacturing or merchandising companies do with respect to their stock items. To address these varying inventory needs, AccountMate gives users the ability to activate or deactivate the Check On-hand and Update On-hand features in the **Inventory Maintenance** function.

This Technical Note [Article # 1195: Effects of the Inventory Maintenance Update On-hand and Check On-hand Settings](#) discusses how the Check-On-hand and Update On-hand settings affect various functions in the Sales Order (SO), Accounts Receivable (AR), Inventory Control (IC), Kitting (KT), Manufacturing (MI), Return Merchandise Authorization (RA), and Return to Vendor Authorization (RV) modules.

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## Special Payroll Tech Support Tip

**Versions:** AM11 for SQL and Express  
AM10 for SQL, Express, and LAN  
AM9 for SQL, Express, and LAN  
AM8 for LAN

**Module:** PR

**TIP:** The Department of Treasury and Internal Revenue Service issued **guidance** implementing the Presidential Memorandum issued on August 8, 2020, allowing employers to defer withholding and payment of the employee's portion of the Social Security tax if the employee's wages are below a certain amount.

Click these links for more information.

Presidential Memorandum:

<https://www.federalregister.gov/documents/2020/08/13/2020-17899/deferring-payroll-tax-obligations-in-light-of-the-ongoing-covid-19-disaster>

IRS News Release:

<https://www.irs.gov/newsroom/guidance-issued-to-implement-presidential-memorandum-deferring-certain-employee-social-security-tax-withholding>

Department of Treasury and IRS Guidance:

<https://www.irs.gov/pub/irs-drop/n-20-65.pdf>

If you have eligible employees who opted to defer withholding and payment of Social Security tax, then you can amend the employee's portion by performing the following:

During Apply Payroll/Payment (Manual Apply Method):

1. Apply payroll to the employee; then, access the **Tax Withholdings** tab in the second **Apply Payroll/Payment** window.
2. Overwrite the calculated tax amount in the **FICA** field. You may set the amount to zero (0.00) or a portion of the calculated amount of the applicable wages.

After Apply Payroll/Payment but before Print Check:

1. Access the **Amend Applied Payroll** function in **Maintenance**; then, enter the **Employee #**.
2. Go to the **Tax Withholdings** tab; then, amend the calculated amount in the **FICA** field. You may set the amount to zero (0.00) or a portion of the calculated amount of the applicable wages.

If all employees in the company qualifies and opted to defer the withholding and payment of Social Security tax, then you can zero out the rate in the **Federal Tax Tables Maintenance ► Tax Rates and Withholding ► FICA ► Employee Rate** field. The Employee FICA withholding tax amount will be zero (0.00) for all employees when you apply payroll.

**IMPORTANT:** Verify that the employee is eligible to defer withholding and payment of social security tax in accordance to the memorandum and guidance before performing any of the above procedures.

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## Tech Support Tips

### Feature Focus Tips (Multi-level Pricing and Inventory Basic Price Features)

**Versions:** AM11 for SQL and Express  
AM10 for SQL and Express  
AM9 for SQL and Express

**Modules:** AR, PC, SO

**Q:** I have configured multi-level pricing for a specific inventory record; however, every time I create a sales order transaction or an AR invoice for the inventory item, AccountMate does not use the multi-level pricing that I have set up. What did I miss?

**A:** Verify that the pricing features enumerated below are not set up for the item as these pricing features will take precedence over Multi-Level Pricing:

1. Customer Inventory Pricing

- 2. Multiple Pricing
- 3. Multi-Currency Pricing

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**Versions:** AM11 for SQL and Express  
AM10 for SQL and Express  
AM9 for SQL and Express

**Modules:** AR, PC, SO

**Q:** *How do I set up unit prices for an inventory item based on unit-of-measurements?*

**A:** Use the **Inventory Basic Price Maintenance** function to configure the inventory item's unit price for each unit-of-measurement. In the grid, add each unit-of-measurement for which you want to set up a unit price; then, enter the unit price in the **Price** field.

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**Versions:** AM11 for SQL and Express  
AM10 for SQL and Express  
AM9 for SQL and Express

**Modules:** AR, PC, SO

**Q:** *How can I set up a unit price for each inventory item specification?*

**A:** You can set up a unit price for each inventory item specification using the **Inventory Basic Price Setup** function. This function is available only if you have installed and activated the **Pricing Control** module and activated the **Enable Multiple Pricing** feature in the **SO/AR Module Setup ► General (2) tab ► Multiple Pricing** area. To set up the unit price for each inventory item specification, perform the following:

1. Access the **Inventory Basic Price Setup Maintenance** function in the **Sales Order, Accounts Receivable, or Inventory Control** module; then, enter the item # for which you want to set up a basic price.
2. Enter in the **Price** field on the grid the unit price that you want for each inventory item specification.
3. Click the **Update** button.

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**Versions:** AM11 for SQL and Express  
AM10 for SQL and Express  
AM9 for SQL and Express

**Modules:** AR, PC, SO

**Q:** *Can I switch the inventory item multi-level pricing from Based on Customer Price Code to Based on Order Quantity?*

**A:** Yes, you can switch the multi-level pricing method; however, before you do so, you must set up multi-level pricing based on the new method. This will ensure that the prices based on the new method are correct when you record a sales order or an AR invoice. To set up multi-level pricing based on order quantity, do the following:

1. Access the **Inventory Basic Price Setup Maintenance** function; then, enter the item number.
2. Right-click on the **MLP** column header to display the **Inventory Multi-Level Price Maintenance** window.
3. Click the drop-down button and select the **By Quantity** option.
4. Click the **Add** button and enter a quantity level for which you will assign a price. Add an entry in the grid for every price level that you want to create.
5. Click **OK**.
6. Click **Update** to save your changes.

**Note:** Starting in AccountMate 10.1 for SQL and Express, you can set up multi-level prices by a combination of price code and quantity level. You can use any of the following Multi-level pricing combinations:

- Price Code
- Price Code with Quantity Breaks
- Quantity Breaks without a Price Code

## Featured VSPs



APS Payments offers flexible and integrated payment solutions for every business. APS Payments is a gateway and processor that is trusted by thousands of merchants daily to process payments and works diligently to get you the lowest credit card processing rates, reduce your risk, and provide the best solutions for your business. [Learn More](#)



Cloud EDI for AccountMate integrates with the industry's largest network of retailers, manufacturers, distributors, third party warehouses and more. This subscription-based service keeps costs low while avoiding the complexity of doing EDI in-house. Integrate your highest volume customers with AccountMate and manage lower volume



Manufacturing Conductor is designed for small to mid-size manufacturers using the AccountMate system. Manufacturing Conductor manages shop floor and optimizes operations by providing real-time shop floor management data for optimum scheduling and shop management, it tracks location, usage and maintenance of tooling including expendables and provides data for Theory of Constraints optimization with WIP reports to help identify the constraints for scheduling. [Learn More](#)

customers on our web based solution.

[Learn More](#)



RDI-Link provides linkage between AccountMate and most eCommerce websites including: Magento, Amazon, AmeriCommerce, ZenCart, and more. Linkage is bi-directional, detailed, and real-time. There is extensive provision for custom-mapping, custom workflow, and custom business logic. Tight integration allows a company to leverage the power of eCommerce and AccountMate.

[Learn More](#)



ServQuest is a comprehensive Route Accounting Software designed to support sales, delivery and service operations. Visual Dispatch is a graphic planning and accountability tool designed for dispatchers and route managers. MiniMate is an Android software solution for pre-order delivery, route sales and equipment service.

[Learn More](#)



Stonefield Query provides a step-by-step method to create professional business reports from information stored in AccountMate. Anyone can create detailed reports, high level overview, drill-down, charts/graphs, pivot tables, and more. Stonefield Query has been customized specifically for AccountMate so you can start creating reports now.

[Learn More](#)

## Quick Links

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