

## Advanced Retail



### Overview

Sage 300 Construction and Real Estate (formerly Sage Timberline Office) Advanced Retail is an optional add-on application that expands the retail lease administration, sales tracking, reporting, and percentage rent functionality of Property Management.

Advanced Retail automates the entire percentage rent process. You indicate the breakpoints, percentages, and effective dates. Then Sage 300 does the rest by calculating the overage rent for you, based on tenant sales reports or estimated figures. Advanced Retail also recalculates overage rent at year end based on audited sales figures. Because percentage rents can vary by department or sales category, Advanced Retail lets you track and calculate them with user-defined sales categories. The software's flexible sales tracking functionality makes monitoring the performance of every tenant—from the small independents to the national chains—easier. For further analysis, use Advanced Retail's store type feature to assess sales performance by business type.

Advanced Retail also makes it easier to investigate sales trends and communicate them to executive management, lenders, investors, and tenants. Advanced Retail comes with multiple, predefined reports and inquiries, each of which can be modified using Sage 300 Report Designer or Inquiry Designer. The software's flexibility also enables you to create your own report or inquiry from scratch.

Following is a detailed list of the features Advanced Retail offers to help you meet the unique demands of retail real estate management:

### Retail lease management

- Calculate overage rent automatically using breakpoints and percentages called for in your leases.
- Perform scheduled overage rent recalculations using audited sales figures after a tenant's fiscal year end.
- Use preset breakpoint calculations methods—cumulative, noncumulative, prorated—or formulas to calculate overage based on reported or estimated tenant sales figures.
- Set up natural, artificial, or formula driven breakpoints.
- Set up multiple breakpoints per lease.
- Track and calculate percentage rent by user defined sales categories, such as departments or product types.
- Automatically apply scheduled breakpoint or percentage changes over the life of leases.
- Perform periodic billing, scheduled recalculation, or on-demand percentage rent recalculations.

### Benefits

- **Utilize** customizable reports to investigate sales trends with the touch of a button.
- **Minimal data entry** allows Advanced Retail to administer the entire percentage rent process.
- **Create reports and inquiries from scratch**, or utilize more than 100 customizable formats already written for your business.

# Sage 300 Construction and Real Estate

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- Accommodate offset or recapture deductions from percentage rent.
- Perform long- or short-year calculations when leases start midyear.
- Apply caps to overage calculations based on an amount or formula, then compare calculations against overage amount or amount billed.
- Preview percentage rent charges prior to entries being posted.
- Add up to 250 user-defined data fields, such as radius restrictions, relocation, and kick out clauses, to track additional information.

## Sales tracking

- Track up to ten sales types including budgeted, estimated, reported, audited, or any other type you choose.
- Log sales volume for calendar year, as well as tenants' fiscal year.
- Track sales by a virtually unlimited number of retail categories.
- Analyze sales by property, tenant, or store type (Advanced Retail features a practically unlimited number of user defined store types).
- Easily enter monthly sales figures on spreadsheet style grids.
- Retain overage and sale volume history indefinitely.

## Inquiry

- Modify any of the more than 100 inquiries, or create new inquiries using Inquiry Designer, a Sage 300 application.
- Drill down on summary information to view supporting details.
- Apply conditions to restrict displayed information.
- View and insert electronic notes and file attachments.
- Insert additional columns of information on the fly.

## Reporting

- Choose from a variety of predefined Advanced Retail reports to calculate and print information at any time.
- Apply conditions and ranges so you see only the information you need.
- Modify nearly all of the more than 500 reports, or create new reports using Report Designer.

## Additional features

- Define and track multiple types of square footage, such as total, rentable, usable, or GLA on the sales volume record for reporting sales per square foot.
- Enter electronic notes throughout Advanced Retail to document additional information.
- Attach other files (for example, spreadsheets, or word processing documents) throughout Advanced Retail.
- Customize the toolbar for push button access to reports, inquiries, and tasks.
- Change descriptions that are on the screen to match your company's terminology.
- Set up macros for unattended processing of predefined tasks.
- Define security rights by user or group.

For more information, contact your Sage business partner or customer account manager at 800-858-7095.

## About The Sage Group, plc

We provide small and medium-sized organizations with a range of easy-to-use, secure, and efficient business management software and services-from accounting and payroll to enterprise resource planning, customer relationship management, and payments. Our customers receive continuous advice and support through our global network of local experts to help them solve their business problems, giving them the confidence to achieve their business ambitions. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and entered the FTSE 100 in 1999. Sage has millions of customers and more than 12,700 employees in 24 countries covering the UK & Ireland, mainland Europe, North America, South Africa, Australia, Asia, and Brazil.

For more information about Sage in North America, please visit the company website at [Sage.com](http://Sage.com). Follow Sage North America on Facebook, [Facebook.com/Sage](https://www.facebook.com/Sage), and Twitter, [Twitter.com/SageNAmerica](https://twitter.com/SageNAmerica).

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