



StarShip Freight for Sage MAS 90 and MAS 200 Frequently Asked Questions

1. What is StarShip Freight?

StarShip Freight is the latest module in the shipping family of products created for Sage Software by V-Technologies. With StarShip Freight version 10, customers will have the ability to process freight shipments. Freight refers to shipments that are too large for small parcel carriers such as UPS and FedEx. These shipments are typically on pallets and handled by carriers such as Roadway or Yellow Freight. Shipments will either fill an entire truck (**TruckLoad/TL**) or will partially fill a truck (**Less-Than-Truckload/LTL**). The initial release of StarShip Freight is version 10.

2. What is the difference between StarShip version 10 and previous versions of StarShip?

In addition to supporting freight carriers, StarShip 10 also includes:

- New user interface for Sage MAS 90 and 200 freight shipments
 - Takes advantage of the Sage MAS 90 business object interface
 - Shipment is initiated from StarShip
 - Ship multiple orders in single shipment
 - StarShip retrieves item-level information from MAS 90 and 200
 - Pick/Pack functionality
 - Creates Invoice(s)
- MS SQL 2005 database
- Seat licensing (eliminates per site license)
- Prints package and pallet labels
- Generates the Bill of Lading (BOL)
- Rate shops freight carriers (powered by www.freightquote.com)
- Sever/seat licensing

3. What Sage MAS products does StarShip Freight integrate with?

Initially StarShip will be available for Sage MAS 90 and Sage MAS 200. Sage MAS 500 will be available for use by Sage MAS 500 controlled release sites in August, with first product shipments planned for early 2008.

4. When will StarShip Freight be available to ship? When can I place an order?

StarShip Freight for Sage MAS 90 and 200 will begin shipping in mid-October 2007.

5. What version of Sage MAS 90 or 200 does StarShip version 10 support?
Because StarShip uses the business object interface, there will be a requirement to be running version 4.1 service pack 1 and service update 13 or higher.
6. How are current StarShip customers impacted?
StarShip 9.9.x will continue to support small parcel shipments, so there is no impact on current customers. StarShip Freight version 10 will run in parallel with StarShip 9.9.x, so customers who want to add StarShip Freight capabilities can purchase the new module to supplement their current small package shipping solution. To distinguish the current parcel solution from the new freight module, the current solution will be renamed to StarShip Parcel, and the new module will be called StarShip Freight.
7. In the future, will one solution support both freight and parcel?
Yes. StarShip Parcel and StarShip Freight will ultimately be delivered using the same new user interface, but will still be priced separately in order to provide customers the ability to purchase the shipping solution that is right for their business. The new combined user interface is planned to make a combined release available in 2008 that supports the current list of carriers.
8. Do I need to own StarShip Parcel in order to purchase StarShip Freight?
No. StarShip Freight is independent of StarShip Parcel. Each module can be purchased separately or together, depending on the shipping needs of each company.
9. Who is www.Freightquote.com ?
Freightquote.com is a leading provider of web-based freight transportation management services. Freightquote.com leverages combined customer volume with carrier relationships and freight expertise to provide cost effective transportation options.
10. Why use Freightquote.com?
Freightquote.com is an established and growing company servicing thousands of customers, many of whom are using StarShip Parcel.
Freightquote.com also offers:
 - Cost savings by means of carriers with whom they have established relationships and negotiated rates
 - Ability to load contracts negotiated between your company and carrier (some fees may apply)
 - Rate shopping between freightquote.com carriers and negotiated contracts
 - No per transaction fees
 - No setup fees
 - Electronic tendering (confirmation to carrier)
 - Status visibility for freightquote.com services
11. How does StarShip Freight work?
StarShip Freight reads the MAS database and allows you to query which sales orders need to be filled and shipped. Once an order is selected, the system also finds similar sales orders that can be shipped at the same time to provide efficiencies and save freight costs. Line item information is retrieved from MAS, and you simply drag-and-drop to put the line items in packages. Once

all of the packages are created, you drag-and-drop the packages onto pallets to form the next level of packaging. Along the way, the system remembers packing cartons and quantities per carton for the same item in previous shipments and suggests them to you to speed data entry and eliminate errors. StarShip Freight also maintains a freight class table and remembers which class belongs to each item. Total freight can be entered manually or automatically calculated by adding line item weights from MAS 90 or 200 to the stored weight of packing materials. When all pallets have been created, a simple click goes to freightquote.com to shop for the best carrier rates. Another click and the Bill Of Lading prints complete with all carrier, shipment, freight class and other information required to send the goods on their way.

12. I use Shipping Data Entry to create my packages? How does my workflow change?
Instead of using Sage MAS 90 and 200's Shipping Data Entry you will assign your packages and enter shipment data directly into StarShip Freight. Just like Shipping Data Entry, StarShip Freight creates invoice records for the selected sales orders so invoicing is quick and easy.

13. What is a Bill Of Lading (BOL)?
The Bill of Lading (BOL) is a legal document used by freight carrying companies (carriers) to provide the transit of goods. The BOL has basic header information such as ship-from and to, bill-to, carrier and commodity (item) information such as weight and class.

14. What if I only need to print a BOL and don't want to perform detail level packing?
You can use StarShip Freight to assist with retrieving item-level information for automated BOL generation and printing package and pallet labels.

15. What is the difference between the Straight and VICS BOL formats?
VICS means Voluntary Interindustry Commerce Standards. The VICS bill of lading is principally intended to establish a uniform format and to facilitate EDI transmittal of the BOL data. Many companies, particularly in the retail industry, require the VICS BOL.

The Straight BOL is a simplified, non-standardized form. Many shippers have adopted their own formats.

16. Do I have an option to print more than one BOL format from StarShip Freight?
StarShip prints both the Straight BOL and the VICS BOL, the two most commonly used Bills of Lading.

17. What if I am using a third party logistics company (3PL)?
StarShip provides a place for 3PL setup and will automatically print the associated information on the BOL (for billing purposes). Rating will need to be done outside of StarShip.

18. Will StarShip Freight support any freight carrier?
This answer varies depending on the functionality you plan to use...

- BOL printing – yes
- Electronic rating and tendering – refer to StarShip Carrier List.xls for list of supported carriers

- Status tracking – refer to freightquote.com worksheet in StarShip Carrier List.xls for list of supported carriers

19. How is StarShip Freight licensed?

StarShip Freight is licensed per server installation and seats. Seats will be determined by concurrent users. This simplifies licensing for Citrix and Terminal Server.

20. What is the SLP of the StarShip Server module and seats?

The Suggested List Price for StarShip Freight version 10, which includes the Sage MAS 90 and 200 interface and 1 user seat is \$3500. Additional seats can be purchased per seat: \$700 or 5 seats: \$2500.

21. Does StarShip Freight require the use of a MAS 90 or 200 user seat?

Yes, the StarShip server component uses the Business Object Interface so one MAS 90 or 200 user license is required while StarShip Freight is used.

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23. Where do I go for support?

For initial installation and activation of the Sage MAS 90 and 200 Business Object Interface (a technology component required to enable integration with StarShip Freight) Business Partners and customers should contact Sage Customer Support. For any additional product issues including installation and setup of StarShip Freight, support is provided by V-Technologies who can be contacted at 800.462.4016 (option 3) or support@vtechnologies.com.