

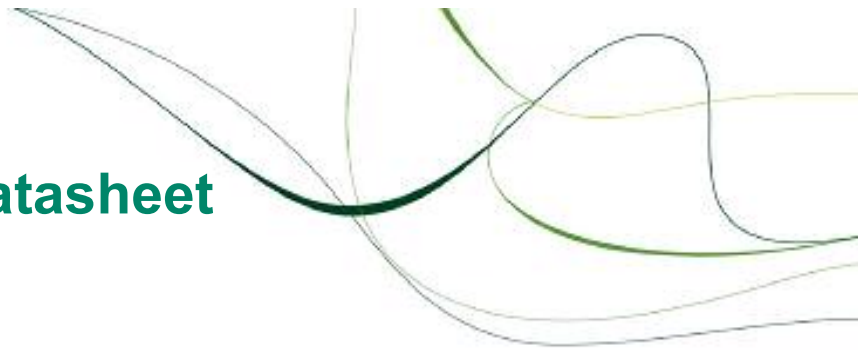
# Sage ERP X3 v6.2 Datasheet



## Distribution – Feature Backgrounder

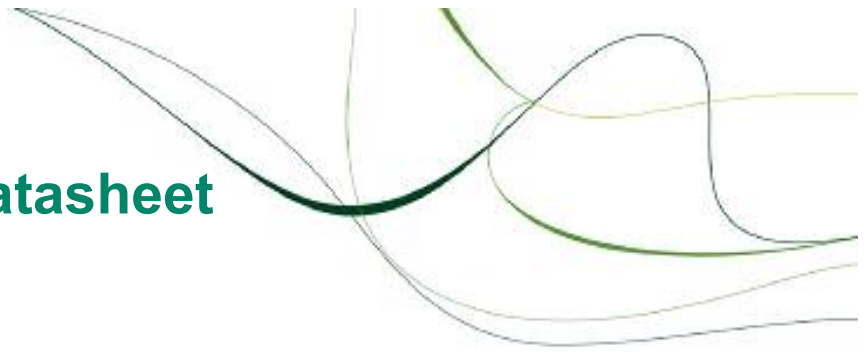
Title	Description
<p><i>Feature description</i></p>	<p>A totally integrated ERP solution for medium and large businesses, <b>Sage ERP X3</b> supports the complex needs of multinational businesses within a single easy to use, quick to implement suite that streamlines processes, shares information, and provides a platform for growth and change.</p> <p>A multi-lingual, multi-legislation, multi-company solution, <b>Sage ERP X3</b> integrates the different parts of your business while being easy to use, flexible, and optimising efficiency. Available with a choice of operating systems and database applications, it is ideally suited for mid-size and large businesses with more sophisticated functional requirements and IT strategies.</p> <p><b>Sage ERP X3</b> is a complete integrated enterprise resource planning system (ERP) with functional depth and breadth meeting the most complex business processes: Accounting/Finance, Fixed Assets, Human Resources, Purchasing, Manufacturing, Inventory &amp; Logistics, Sales and Customer Relationship Management and including Business Intelligence.</p>
<p><i>Market needs and challenges</i></p>	<p>For distribution companies, both wholesale and retail and niche markets, there are common and specific needs.</p> <p>The key common issues are:</p> <ul style="list-style-type: none"> <li>• <b>Reduction of costs and delays</b></li> </ul> <p>Productivity gains are won on the managing stock cover and on operational efficiency without compromising the quality of customer service. Sales forecast and supply planning can calculate optimal inventory coverage.</p> <ul style="list-style-type: none"> <li>• <b>Manage all activities and company sites</b></li> </ul> <p>The overall visibility of stocks allows reduction of delays in the supply chain. Stocks are then deployed as necessary to meet the demands and internal and external collaboration is improved. The global logistics network is optimised. Aligning internal and external resources, whether they are operational, human or financial, makes the company more efficient.</p> <ul style="list-style-type: none"> <li>• <b>Improve the customer experience</b></li> </ul> <p>Improve customer experience by on-time, in full (OTIF) delivery of quality products. Customer knowledge is key to anticipating and meeting their needs.</p> <p>Specific distribution issues are:</p> <ul style="list-style-type: none"> <li>• <b>For trade goods and food</b></li> </ul>

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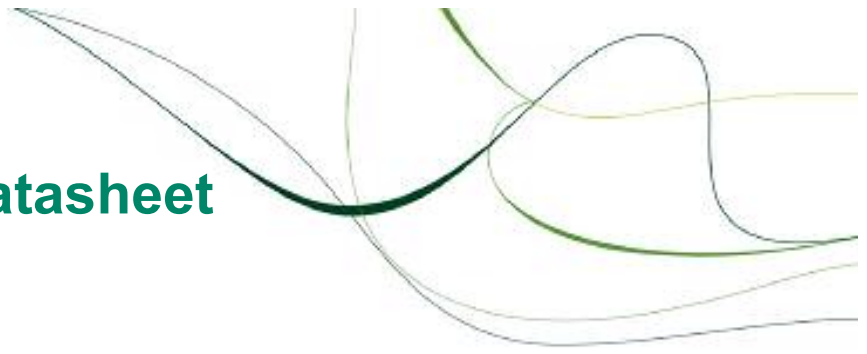
	<p>Distribution constraints on storage and shelf life. Full traceability of items and transaction management are key in this sector.</p> <ul style="list-style-type: none"> <li>• <b>For mail order selling</b> e-commerce site performance is one of the challenges in this market.</li> <li>• <b>For large retailers</b> Predicting and anticipating demands is the major problem for these companies.</li> </ul>
<i>Target Market</i>	<p>Ideally suited for larger national or international companies with 250 to over 3,000 employees, <b>Sage ERP X3 is fully adapted to suit all kinds of activities and organisations.</b></p> <ul style="list-style-type: none"> <li>• <b>Markets:</b> Companies working in wholesale and retail industries.</li> <li>• <b>Multiple organisations:</b> For groups, international subsidiaries of groups, multi-company/site organisations, with several logistics and distribution sites, looking to streamline operations, enhance collaboration, drive efficiency, and increase business insight with a rapid to deploy solution that has low total cost of ownership.</li> </ul>
<i>Key Features</i>	<ul style="list-style-type: none"> <li>• <b>Finance</b> General, analytical and budgetary accounting, multi-company, multi-site, multi-legislation, multiple charts of accounts and multi-currency, management of expenses and budgets. Management of due payments and recovery; management of settlement and factoring. A company can be managed simultaneously with several dedicated or shared charts of account, where each one can meet specific needs for localisation, accounting standards, activity and business management. Finance departments will also benefit from analysis and reporting views to give them an overview of activity across all of their companies. Additional specific modules extend the functional coverage in areas such as consolidation, treasury, banking communication and credit management.</li> <li>• <b>Sales Management</b> Stock, sales and purchasing form the base of the logistics chain. To get the best out of all of them, the transactions can be customised for the company's organisation. The strength of Sage ERP X3 lies in its ability to really optimise your operations, which include: sales force management, sales configurator, customer support for after sales service, inter-site and inter-company transactions, sub-contract management. Automated processes through radio frequency terminals in logistics, as well as advanced quality assurance management ensuring full and secure traceability of stock.</li> <li>• <b>Sage Geode WMS</b> An excellent warehouse management tool, Sage Geode is capable of</li> </ul>

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	<p>managing the entire stock in order to optimise all warehouse logistics operations from receiving to dispatching. In modular form, it is available in 3 editions, to meet all logistical needs from the simplest to the most complex, with or without using radio frequencies or voice communication. Sage Geode is designed for manufacturers, trading companies and logistics companies. With 3 optional modules, it meets your needs to optimise picking locations, automate pre billing of logistics operations, and communication to and management of industrial facilities (conveyor, rotating units etc.). Sage Geode can be installed as a stand-alone WMS or as an addition to Sage ERP X3.</p> <ul style="list-style-type: none"> <li>• <b>Business Intelligence</b> Business intelligence tools have become essential for management to analyse and measure the company's key data: sales performance, by client or product, charge accounts or to analyse manufacturing costs. Fully integrated into Sage ERP X3, the tool is used to collect, consolidate and review company data to aid in decision making and to allow the company's strategy managers to gain a clear overview of the entire business.</li> <li>• <b>Technology partnerships with third party software authors (ISVs)</b> These partnership solutions are fully integrated into Sage ERP X3 to extend functional coverage to encompass all the challenges faced by our customers.</li> </ul>
<p><i>Key Customers</i> <i>Benefits</i></p>	<p>Designed to help businesses increase agility, responsiveness and productivity, <b>Sage ERP X3</b> is characterised by its ability to automate any type of process and adapt quickly to all kinds of situations.</p> <ul style="list-style-type: none"> <li>• <b>Supports your company's growth and development:</b> <ul style="list-style-type: none"> <li>○ <b>Adapts as your company evolves.</b> Sage ERP X3 is key to improving enterprise flexibility. Sage ERP X3's modular and flexible structure can be adapted to suit all kinds of organisations. Whether the business is a group of companies or is organised across many manufacturing or logistical sites, Sage ERP X3 supports your company both at a local and international level. Sage ERP X3 is used by over 2,700 clients in over 50 countries (particularly in the USA, UK, France, Germany, Spain, China, North African countries, South Africa, Australia, Canada and the Middle East).</li> <li>○ <b>Facilitating change management:</b> reorganising a system means that all employees have to make changes to their routines, and the information system is often at the heart of these changes. Through configurable graphical processes, Sage ERP X3 makes it easy to implement these new procedures for each role within the company. Employees are guided through the process, access to functions is learnt easily with a tool that is very easy to get to grips with. Changes is implemented quickly and productivity improvements can be</li> </ul> </li> </ul>

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immediate.

- **Maximises staff productivity:**

- **Global view of your activities:** Sage ERP X3 helps companies to manage their activities. The business intelligence tool provides relevant analyses, enabling you to define and track the key indicators of the activity and identify areas for improvement so that you can make well reasoned decisions and react more effectively to new business opportunities

- **Reduces risks:**

- **Compliance with regulations:** Sage has been the leading author of business management software for over 20 years. Sage has always anticipated risks to guarantee the integrity of all its solutions' processes. Sage ERP X3 helps companies to manage their legal obligations, through its wide range of accounting solutions which cover many countries, taking into account security and traceability related regulation (Sarbanes Oxley). More than 12 legislations are available, including Germany, Argentina, China, Spain, France, Italy, Portugal, United Kingdom and the USA. With its sophisticated traceability functions audits can be prepared or carried out very simply.

- **Reduces lead times**

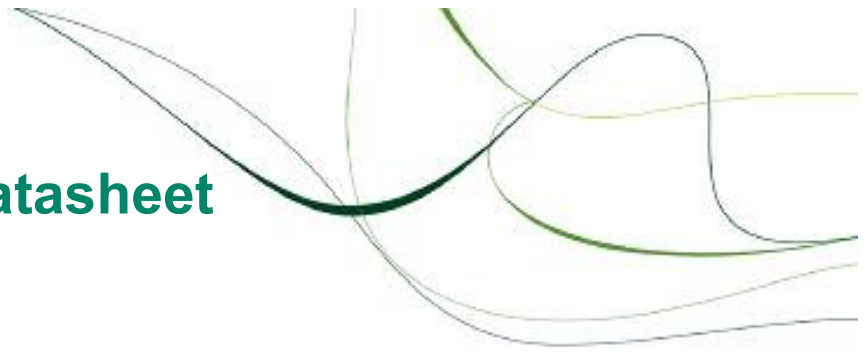
- **Collaborative work with ecosystem,** Developed with cutting edge technology, Sage ERP X3 is designed with Web and SOA architecture. With this architecture, collaborative work processes can be implemented with all of the company's internal or external players. A third party may access all or part of your information system securely using a simple web browser. A workflow engine is at the heart of process automation and provides many options, notably setting up automated alerts and decentralised signature processes. What's more, Sage ERP X3 Edition has a collaborative portal which provides access to a customised work area (menu, indicators) which is fully linked to the web via RSS information flows and any URL. It is tightly integrated with MS Office which makes it easier to exchange and manage non-structured information.

- **Keep costs under control**

- **Reduce your TCO** - Sage ERP X3 has been designed to make it simpler to set up and use. An integrated, modular design means that functions can be implemented in direct line with the specific issues facing the company. Pre-configurations and a library of over 300 reports save time when setting up. Sage's implementation methodology ensures that your objectives and lead times are met. Sage ERP X3 is both quick to set up and has keeps running costs at a very low cost.

- **Keep your operating costs under control** - with its extensive automation and

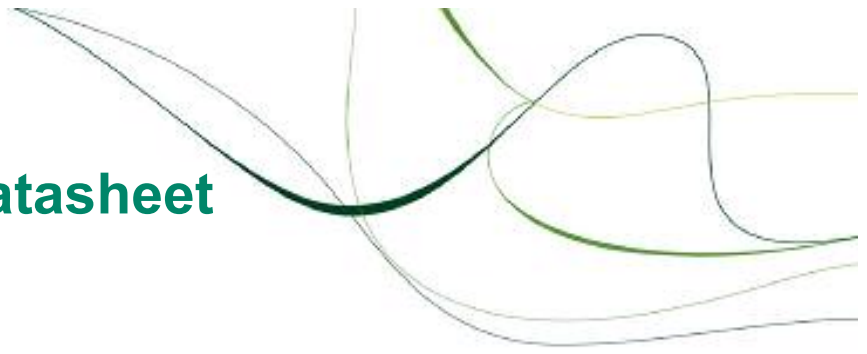
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	<p>optimisation of processes, Sage ERP X3 will help reduce your administrative costs. Implementation of best industry good practices and real time overview of activities mean you can optimise stock, costs and customer service levels to ensure a quick ROI.</p>
<p><i>Value proposition</i></p>	<p>For Sage you, our customers, have always been at the heart of our strategy. Keeping close to and listening to our customers shapes the development and service strategy around Sage ERP X3.</p> <p><b>Our value proposition is to:</b></p> <ul style="list-style-type: none"> <li>• <b>Implement ambitious ERP solutions</b>, which up until now were reserved for very large companies, but at a low cost for companies with limited IT resources.</li> <li>• <b>Offer intuitive and very simple-to-use solutions</b> so that employees can get to grips with the tool quickly, so it can be used to the full in all activities.</li> <li>• <b>Reduce implementation lead times</b> to a minimum to enable our clients to benefit quickly from the solution</li> <li>• <b>Make change and evolution easy</b> - understanding the job roles and the changes in the way our customers are organising themselves, in order to optimise change in organisation methods which are becoming more and more complex. To help our customers concentrate on their jobs and improve the relationship with their ecosystem (suppliers, partners and customers).</li> <li>• <b>Form a real partnership</b></li> </ul> <p>To get closer to our clients, Sage and its partners around the world are working to provide a service with local links and help companies coordinate changes in their information systems.</p> <ul style="list-style-type: none"> <li>• <b>Reduce risks</b></li> </ul> <p>Anticipating business risks and complying with legal requirements both locally and internationally.</p> <ul style="list-style-type: none"> <li>• <b>Optimise IT spending</b></li> </ul> <p>Offering useful and progressive technology making it easier to integrate ERP into the company as well as effective deployment methodologies are crucial elements for IT teams to help them tackle budgetary and human issues: licence and project costs are competitive; TCO in turn dramatically decreases</p>
<p><i>Competitive advantages</i></p>	<p><b>Sage</b>, the 3rd world's leading supplier of business management software, offers <b>Sage ERP X3, the only web-native ERP</b> designed specifically for mid market companies who operate on a local and an international level.</p> <ul style="list-style-type: none"> <li>• Sage ERP X3 has a wealth of experience with over 2,900 customers worldwide.</li> <li>• Sage ERP X3 can be adapted to suit all kinds of businesses with industry solutions offered by our community of partners who specialise in all kinds of sectors such as retail, wholesale, chemical, pharmaceuticals, plastics, automotive subcontracting and property rental.</li> </ul>



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	<ul style="list-style-type: none"> <li>• Sage ERP X3 can be extended with specialised financial solutions (treasury, tax documents, consolidation).</li> <li>• Sage ERP X3 has comprehensive integrated tools (Sage Visual Processes™, Workflow, Portal) which make it easy to use</li> <li>• Sage ERP X3 has been designed with quick implementation in mind (report books, preconfiguration)</li> <li>• Sage ERP X3 gives you a full overview of your company with integrated, packaged, business intelligence tools.</li> <li>• Sage ERP X3, with a flexible and scaleable architecture, can model all kinds of organisations (multicompany, multi-site, multi-legislation)</li> <li>• Sage ERP X3 is based on a modern and progressive technology platform to help companies grow.</li> </ul>
<i>Technology summary</i>	<b>Sage ERP X3</b> is designed to operate with Windows, RedHat Linux and Unix, in Oracle multi-databases and SQL servers and with a multi-BP architecture in web and/or client server mode. Workflow engine, web services, business intelligence tools, Microsoft Office tools and interactive portal are integrated into the technology platform.
<i>Product category</i>	ERP, Finance, Fixed Assets, Payroll/HRM, WMS, Logistics, Manufacturing
<i>Distribution</i>	Mix-Mode sales model: direct and indirect in America, Asia, Europe and Africa. Network of Sage partners and subsidiaries in almost 40 countries.
<i>Price</i>	From £15,000 (software licence)
<i>Disclaimer &amp; copyright notices</i>	The information contained in this document is subject to change without notice and does not represent a commitment on behalf of Sage.