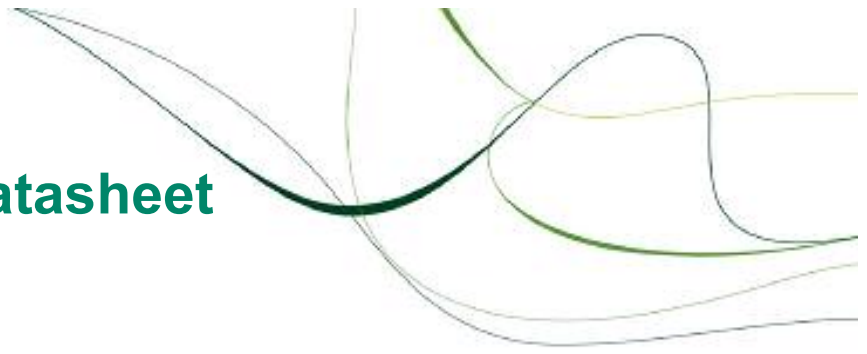


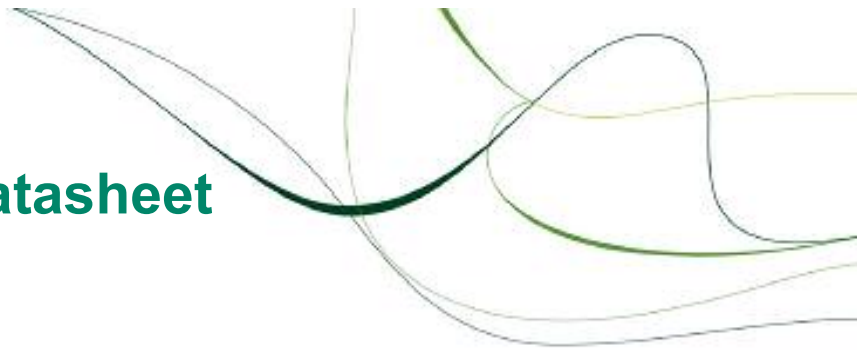
# Sage ERP X3 v6.2 Datasheet



## Manufacturing – Feature Backgrounder

Title	Description
<p><i>Product 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> gives your company a dynamic edge and automates all internal processes in from manufacturing to finance and through to sales.</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>Manufacturing industry is constantly evolving. In order to stay competitive in volatile markets where products have shorter and shorter life spans, with very fast moving technical changes and with customers who are becoming more and more demanding, manufacturing companies must rise to new challenges every day as the future is not as certain and predictable as it used to be.</p> <p>Also, new environmental and safety standards/rules in the manufacturing domain have led to major and structural changes forcing companies to additional management and controls especially when their activity involves several logistics and manufacturing sites.</p> <p>To rise to these challenges, manufacturing companies must involve all players in the value chain and implement ongoing improvement processes. A collaborative approach must be taken to integrate and optimise all elements of the internal and external manufacturing chain. To help companies meet their challenges, they must have a back office system (ERP) which enables them to deploy collaborative work processes in order to gradually fine tune the compromise between service levels, costs, lead times and stock, whilst</p>

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maximising the value perceived by the customer.

But even without the current crises, major challenges faced by all companies continue to be:

- **Reduction of costs**

The economic environment is becoming more and more global, which leads to more intense competition. Market demand must be matched with appropriate prices, quality and turnaround time. As a result, reducing costs and turnaround time become major priorities. Companies have realised that they must rationalise and strengthen their management processes, whilst dramatically increasing their responsiveness and their forecasting to achieve operational excellence.

- **Running all activities**

Aligning internal and external resources, whether they are operational, human or financial, makes the company more efficient. Coordination is essential to provide complete visibility across the company's activities.

- **Improving the client's experience**

The products and services available on today's market are becoming commonplace. The focus has shifted to the total customer experience. Earning customer loyalty and improving customer service are given more importance. Quality, responsiveness and the ability to capitalise on expertise become essential assets. It determines a company's level of operational excellence. The customer's experience also becomes a great way of winning over new clients.

**Sage** has always supported manufacturers companies. Their main challenges have particularly motivated our development plan:

- **Innovation**

Customers constantly expect a wider choice of products, with more and more customised options and high rates of availability. Innovation demands a highly flexible company without barriers between the various roles and activities.

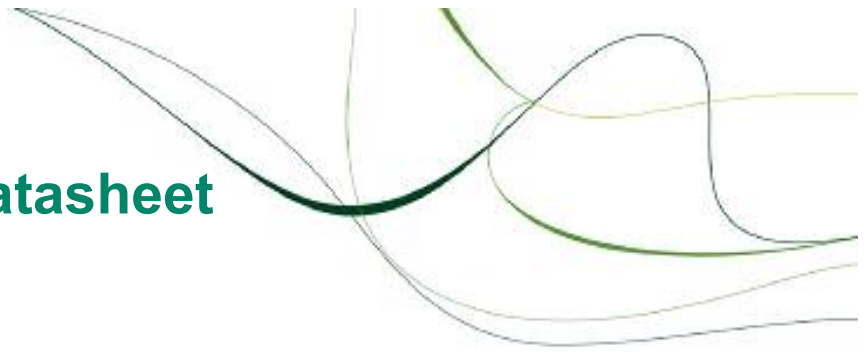
- **Product quality**

The company must involve all players in the value chain and take positive actions necessary to develop quality. This is a continuing initiative through which the company does all it can to satisfy its customers by providing a quality product at a low cost whilst still meeting challenging lead times.

- **International**

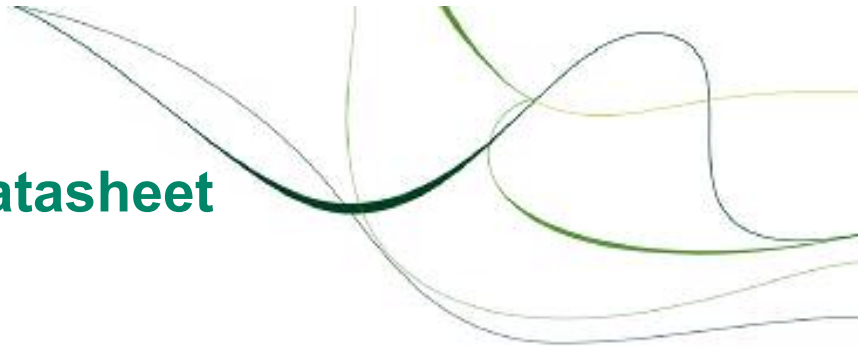
International development is a crucial factor for increasing a company's longevity. Globalisation has brought about major changes – the supply chain

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	<p>has become more and more complex: it links the supplier's supplier to the customer's customer with an increased number of physical transactions on an international scale. The company must now embrace this 'extended enterprise'.</p> <ul style="list-style-type: none"> <li>• <b>Collaboration and development of ecosystems</b></li> </ul> <p>The company must communicate with all its partners in order to coordinate the operations related to physical and information transactions. It must quickly set up communication tools between the various parties involved to get the entire value chain moving. Through these actions the company can develop competitive advantage.</p> <p>In manufacturing companies, managers are at the heart of the organisation. They must rise to challenges on a daily basis to cater for various changes in customer needs and operational issues whilst controlling costs and lead times.</p> <ul style="list-style-type: none"> <li>• Improve operational efficiency and productivity</li> <li>• Optimise the planning and manufacturing process</li> <li>• Manage daily variances whilst meeting lead times</li> <li>• Minimise stock levels, WIP and cycle times</li> <li>• Deliver on time at the right price</li> <li>• Control and track costs</li> <li>• Improve the overall view of problems in the manufacturing process</li> <li>• Guarantee quality processes (track non-conformance, traceability etc.)</li> <li>• Maximise availability and yield of production teams</li> </ul>
<p><i>Target Market</i></p>	<p>Ideally suited for medium and large size 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> Industrials Equipment, consumer products, intermediate products and automotive</li> <li>• "Process Manufacturing" : working in Batch Production as: pharmaceuticals, cosmetics, chemical, metal, mining...</li> <li>• "Discrete Manufacturing" e.g. machinery and industrial equipment, high-tech and electronics, automotive, aerospace...</li> <li>• Consumer Products: food processing, fashion...</li> <li>• <b>Multi-production organisations:</b> <ul style="list-style-type: none"> <li>• Make to stock with forecasts</li> <li>• Make to order: standard or customised products</li> <li>• Time to market: Customised or specific products with project follow-up.</li> </ul> </li> <li>• <b>Multiple organisations:</b> For groups, international subsidiaries of groups, multi-company/site organisations, with several logistics and manufacturing</li> </ul>

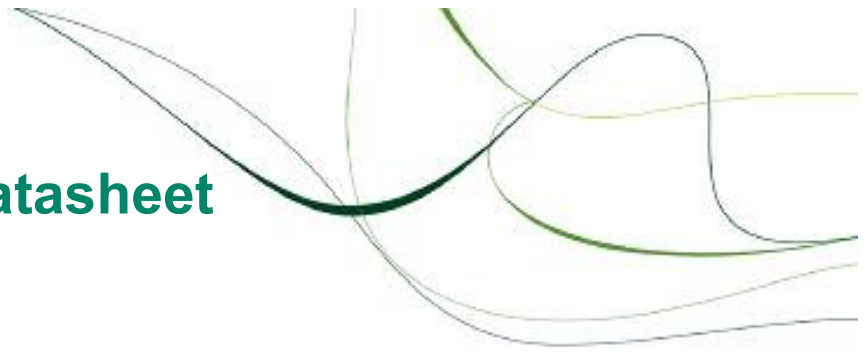
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	sites.
<p><i>Key Features</i></p>	<ul style="list-style-type: none"> <li>• <b>Sales Management</b>            Stock management, sales and purchasing form the base of the logistics chain. To get the best out of all of them, the transactions can be adapted to match the company's organisation.            The strength of Sage ERP X3 lies in functions which will really optimise your operations management. These 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>Manufacturing management</b>            Based around sophisticated management of technical data, this module enables several production methods to be used:           <ul style="list-style-type: none"> <li>○ According to product's strategy: make-to-stock, make to order or for a specific project</li> <li>○ According to manufacturing strategy:               <ul style="list-style-type: none"> <li>• Manufacture by "Batch production or process"</li> <li>• "Discrete" manufacturing</li> </ul> </li> </ul>           The planning functions are equipped with net requirements calculations, a manufacturing management program and a scheduling function to create a fully optimised manufacturing process to deliver exceptional performance and reduce lead times to customers.             Full traceability and in-depth quality control management are embedded throughout all purchase, customer and production transactions. With comprehensive subcontracting management, it is possible to outsource one or several operations of the manufacturing process or all or part of a product.             To extend further the production functions, the module also includes connectors to best of breed products from Independent Software Vendors (ISVs) in the PLM, APS, MES and GMAO domains.             To meet the specific needs of manufacturers who produce custom made goods to order from standard elements or specific equipment, <b>Sage ERP X3</b> has an ETO (Engineer To Order) module, with management and project tracking functions, fully integrated through all the company's processes. From the quote right to through to billing via production, the ETO module fully tracks all transactions with full visibility and traceability of all costs and</li> </ul>



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project progress.

To keep product, project and structure costs under control, **Sage ERP X3** includes a powerful industrial analytical accounting function to provide manufacturers with an exceptional management control tool.

• **WMS Geode**

A comprehensive Warehouse Management system, Sage Geode is capable of managing your stock in order to optimise all warehouse logistics operations from receipt through to despatch.

Sage Geode is a modular solution, available in 3 editions, to meet all your logistical needs from the simplest to the most complex, with or without radio frequencies or voice communication. Sage Geode is designed for manufacturers, trading companies and logistics companies. Complete with 3 optional modules, it enables optimisation of picking locations, automation of pre billing for logistics operations, and communication and management of industrial facilities (conveyor, rotating units etc.). Sage Geode can be installed as an autonomous WMS or as an addition to Sage ERP X3.

• **Business Intelligence**

Business intelligence tools for management have become essential for analysing and measuring the company's key data: sales performance, by client or product, charge accounts or analysing manufacturing costs. Fully integrated into the ERP, this tool is used to collect, consolidate and review company data to help in decision making and to provide the company's strategic managers with clear overview of the entire business activities.

• **Technology partnerships with third party authors (ISVs)**

Connectors to ISV solutions are fully integrated into Sage ERP X3 and make it possible to extend the offer's functional coverage in order to meet the varied challenges of our customers.

o **APS (Advanced Planning System)**

o **Preactor and Ortems partners.** Planning and scheduling are two important issues for manufacturers. These constraints based planning and scheduling solutions will determine the operations to be carried out, their dates, and the human and material resources to be allocated over a period of time which could vary, depending on the various, multiple constraints of the company. These solutions provide the best possible visibility of workload schedules for the mid and long term of its various manufacturing sites and are used to anticipate strategic decisions and schedule manufacturing in the most

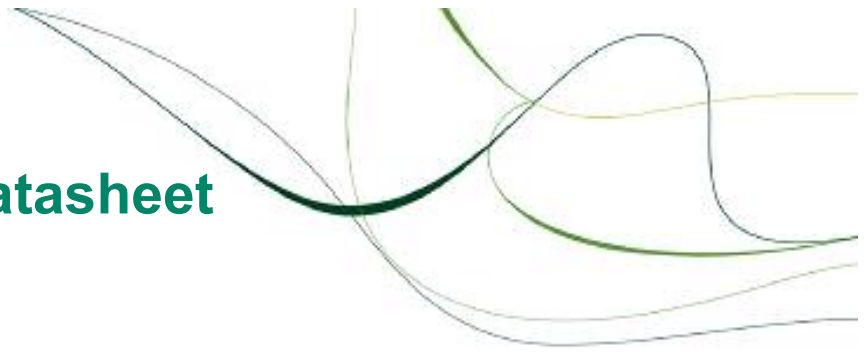
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	<p>effective way possible.</p> <ul style="list-style-type: none"> <li>o <b>Dynasis and Azap partners.</b> Managing forecasting is an essential element of a company’s strategy. These solutions help managers to forecast, plan and manage product orders more effectively by creating marketing plans and forecasts. The calculations are based on Sage ERP X3 sales history and apply the best statistical models available. These systems bring major benefits: planning of promotions, increasing market share, improving product life cycle and optimising supply, manufacturing and distribution with significant reductions in stock levels.</li> <li>o <b>M.E.S (Manufacturing Execution System) OSYS Partner (Bodet group).</b> With this shop floor management system, manufacturers can track production in real time. Data can be acquired through workshop terminals using a barcode reader. Data acquisition scenarios can be configured (start/end of operations, quantity produced, identification of rejects, unproductive time). Entries made by operators are updated in real time in Sage ERP X3 manufacturing tracking. With the real-time analysis of discrepancies between predicted and actual results, Manufacturing Managers can identify and react to trends or anomalies. Sage ERP X3 optimises your manufacturing transactions and makes managing the supply chain easier.</li> <li>o <b>PLM (Product Lifecycle Management) ASSETIUM Partner.</b> With the integration of the Audros PLM solution, Sage ERP X3 offers a complete design management process to define your products, together with subsequent modifications and tracking of technical data. Through the PLM system, the Design Team is connected to your ERP system and shares a unique document and technical reference system. This enables you to meet the objectives of guaranteed consistency and uniqueness between the design and manufacturing data. The solution which is ideally suited to companies involved in “Discrete Manufacturing”.</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> <p>Thanks to its 25 years of know-how in the industry, Sage has always designed its solutions to help companies meet their operational needs by taking all manufacturing processes into account. Sage ERP X3 is characterised by its ability to adapt quickly to all situations and also by enabling companies to respond to new opportunities. The latest release of Sage ERP X3 has many new functions which will improve the overall vision of manufacturing companies on many levels and increase their efficiency.</p>



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## Sage ERP X3

- **Supports your company's growth and development:**

- **Adapts as your company evolves.** 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).

- **Facilitating change management:** 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 are implemented quickly and productivity improvements can be 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

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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 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.

• **A view from many levels:**

○ **Global view of your activity:** Sage ERP X3 helps manufacturing companies to manage their activities across all areas of the business.

○ **Strategic:** definition of product and service offerings, plan production and logistical requirements, **Tactical:** Planning, programming and calculation of needs, procurement and stock management rules

○ **Operational:** order management, scheduling of operations and managing miscellaneous issues

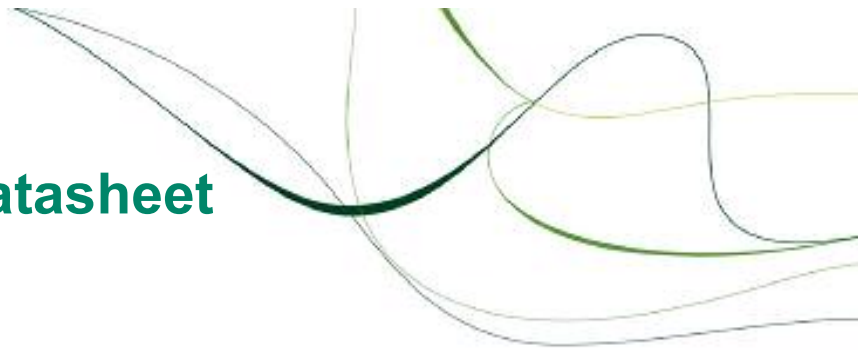
○ **Execution:** execution of distribution orders, production and billing, logistics, production tracking

• **Reduction in risks:**

○ **Compliance with regulations**, with over 20 years experience as an author of business management solutions, Sage has always anticipated risks to guarantee the integrity of all its solutions' processes. Sage ERP X3 helps companies meet their obligations in the following areas:

○ **Compliance with financial regulations**, through its wide coverage of

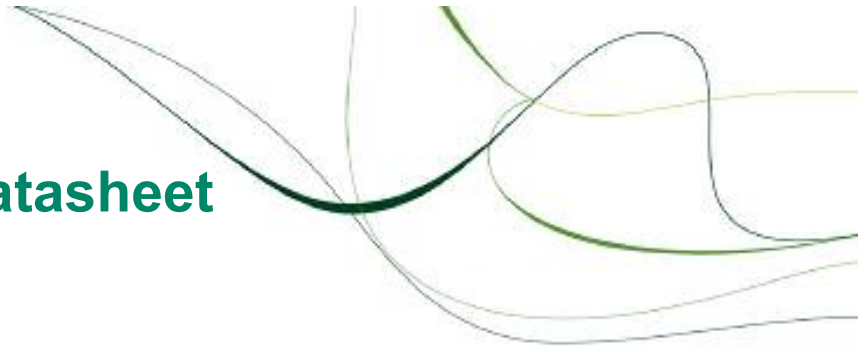
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	<p>accounting requirements in various countries, taking into account data security and traceability related regulations (IFRS, Sarbanes Oxley). More than 12 legislations are available, including Germany, Argentina, China, Spain, France, Italy, Portugal, United Kingdom and the USA.</p> <ul style="list-style-type: none"> <li>o <b>Compliance with industrial standards</b> – Guaranteeing traceability and quality of products with batch management and quality control for purchase receipt, production tracking and despatches.</li> </ul>
<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</li> </ul>



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	<p>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.</p> <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>	<p><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.</p>
<i>Product category</i>	ERP, finance, fixed assets, payroll/HR, logistic, 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
<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.