

# Sage ERP X3 | Product Overview

The International Solution for the Mid-Market

Every day, your business is challenged with transforming information into knowledge. As the volume of information continues to grow, time and resources become more limited. Fortunately, Sage ERP X3 is designed for mid-sized companies and can help you organise your company to handle the daily flood of information more efficiently. This complete web-based solution gives you standardised ERP functionality with integrated financial accounting and global support for all international markets. Sage ERP X3 not only lets you organise your internal processes, but also control information exchanged between customers, suppliers and subcontractors. More than a tool, Sage ERP X3 forms a solid foundation for safeguarding and further developing your company's competitive edge. Worldwide.

## The Solution

The only way to achieve long-term success is with a complete ERP system designed to support planning and control of all corporate resources. An ERP solution that integrates all management processes into one comprehensive information system gives you a consistently clear picture. Any other solution is simply not cost effective in the long run.

### Accelerate your company toward a global presence

Competition is increasingly a global challenge – especially for mid-sized companies. Having secure, self-sufficient operations in multiple countries makes good business sense and that's why an international ERP solution designed for mid-sized companies is critical. ERP solutions for multinational companies are generally not capable of creating a global competitive edge for mid-market enterprises, because they are simply not designed to meet the needs of mid-sized companies.

At the same time, as a mid-market enterprise with international ambitions, you need an ERP solution created especially for your needs. One that is right at home in all major countries and markets and doesn't leave you facing months, or years, of costly "trial and error".

Wherever you plan your company's presence, you have an ERP solution that can be easily implemented at multiple locations and sales markets.

Now you can maximise your business insight and cost-effectiveness while you consolidate and exchange your information worldwide. Sage ERP X3 offers country-specific toolsets including standard defaults to accelerate the application process at new locations in foreign countries. A multilingual ERP system that takes into account national customs, laws and currencies without additional customisation is ideal for today's globally-oriented, mid-sized companies. A simple web browser is all an authorised user needs to start using the software. Sage ERP X3 enables your company to implement a fully functional management system at new branch offices or production sites without investing in high-cost IT infrastructure.

### The management system that grows with your enterprise

Sage ERP X3 integrates all of your company's information and business processes in a single, stand-alone software solution. This system links advanced functionality and complete data integration with an efficient workflow engine and user-friendly business and reporting tools. Sage ERP X3 gives you real-time control with a clear overview of all activities – an ideal basis for making decisions in key areas.

Your management system should consistently support your business strategy, not hinder it. That's why Sage ERP X3 is designed to provide your business with one ERP system for all of your applications. You can deploy all or part of the Sage ERP X3 functions (finance,

## FEATURE SNAPSHOT TECHNOLOGY

Three-tier, scalable system architecture

Multi-OS support (Windows, AIX, Linux Red Hat)

Multi-Database support (Oracle 10g, MS SQL 2005)

Web Client as well as CS Client

Audit tools (audit logs, security management, full audit trails, etc.)

Business Intelligence and statistics

Import-export engine (ASCII, XML) and Microsoft Office

Workflow engine and graphical process

Integrated development toolset

**"Sage ERP X3 offered the best combination of functionality, technology, value and implementation methodology of the systems we evaluated. And, it had the flexibility and scalability we needed to support our expansion and evolving business model."**

Terry Steinberg  
Vice President & CIO, Aceto,



## FEATURE SNAPSHOT MANUFACTURING

Multiple manufacturing modes – ATO, MTO, CTO, MTS, process, discreet, mixed

Product configurator

MRP, MPS and forecasting

Finite/infinite capacity planning

Variety of material tracking methods

Weighing station interface

Production costing

Production with or without works orders

Planning workbenches for order management

Production scheduling and graphical optimisation tool (GANNT)

Serialisation and RF scanning

BOMs, Routes, Work Centres

## FEATURE SNAPSHOT SALES & CRM

Short to long cycle sales process with quotes, contracts, blanket orders, inventory allocation, delivery scheduling, shipping, returns, and invoicing

Back-to-back orders

Product configurator

Price catalogues

Sales commissions calculation

Customer Support

Outlook Integration

Marketing Campaigns

**“With improved visibility into real-time information comes the ability to manage exceptions better and adjust quickly to meeting changing customer needs.”**

Daniel Schildge  
Vice President, CRP Industries

sales, CRM, manufacturing, purchasing and inventory management) according to your requirements, one step at a time. You simply activate them as you need them, without having to start a new project from scratch. Because the pace of your growth should be determined by only one person: you.

With Sage ERP X3, you can implement your ERP system in a single location for a limited number of users, and then progressively connect new users. Sage ERP X3 technology is designed to gradually integrate 100 to 2,500 employees within the same organisation and its open technology concept provides independence between functional and technical layers.

### Finally, someone who really understands your processes

Sage ERP X3 is produced by the Sage Group plc. With over 5.8 million customers and over 14,500 employees, Sage is a global market leader in the field of business management software and services. Sage operates in more than 35 countries around the world, including Australia, New Zealand and the Pacific, and supports companies worldwide in the efficient management of business processes.

From software for small businesses to advanced solutions for mid-sized companies and major corporations, or special industry-specific software, Sage offers customers precisely what they need to master challenges today – and tomorrow: comprehensive solutions for finance and accounting, merchandise management and manufacturing, or integrated solutions for customer relationship management, e-business, business intelligence, controlling and so much more.

More than 120 Sage business partners across Australia, New Zealand and the Pacific offer customers comprehensive service ranging from customer support to implementation and training. Whether your project is centralised or decentralised, or your company is rapidly expanding or still in the early stages of growth, you can always rely on an expert team to support your branch offices locally or your enterprise worldwide.



## The Benefits

It's not enough to simply have the right information at your fingertips. You have to be able to accurately interpret it. Sage ERP X3 supports you with convenient tools designed to optimally evaluate, compile and present all your data. This ensures that every aspect offers maximum significance. Take advantage of the individualised design and evaluation options to consolidate the latest information in your enterprise – and make faster, better informed decisions on all levels.

### Get the most from your information with user friendly decision support tools

To help your employees make fully-informed decisions, Sage ERP X3 provides relevant and real-time information through several decision-making tools. The Sage ERP X3 user portal enables each user to create a personalised management chart for real-time tracking of the indicators most pertinent to his/her task. Research that used to require several hours, and sometimes the involvement of several people, is now accessible in a few clicks.

For accounting reporting and simulations, Sage ERP X3 provides a financial management chart generator. Again, a set of preconfigured management charts (balance sheet, income statement, intermediate management balances, etc.) are included standard. For all editions, Sage ERP X3 integrates the Crystal Reports™ statement generator and provides a library of nearly 400 reports: general ledger, balances and daily account activity, invoices, delivery orders, packing lists, shop packet, labels, inventory statements, analyses and lists can be used directly.

### Drag-and-drop business intelligence for users

Sage ERP X3 also integrates a powerful business intelligence tool (optional), adding flexibility to your analysis. Powered by Business Objects™ technology, it provides end users with insight through self-serve information access, data exploration and interactivity. Users can ask spontaneous and interactive business questions of your company's data. The standard Sage ERP X3 business intelligence universe offers a comprehensive set of business analysis dimensions that can be easily adapted and/or enriched to fit your specific needs.

## FEATURE SNAPSHOT INVENTORY

Detailed location management with user defined rules

Stock management by physical location, lot and sub-lot, quality status, serial numbers, expiration dates, and potency

Inter-site transfers with/without billing

Loan stock and sub-contractor transfers

Stock Counts

Inventory replenishment with/without Material Requirements Planning

Variety of inventory valuation methods

Inventory policies: EOQ, lead times, safety stock, re-order point and more

Preferred suppliers

Variety of stock enquiries and reports

## FEATURE SNAPSHOT PURCHASING

Short to long cycle process with RFQ's and responses, contracts and invoicing

Back-to-back orders

Supplier rating, classification, statistics

Price catalogues

Buyer planning workbench with quick order entry

Delivery scheduling with selection of delivery days allowed

Approval workflow with signature rules to control commitments against budget

**“With Sage ERP X3, we gained more functionality and could afford to license all our potential users. Although we expanded our system, it is so easy to manage and we are able to do this without additional IT resources.”**

Michael Stern  
Director, Systems and Procedures, Scionza Candy

## The Sage ERP X3 development toolset

Sage ERP X3 offers the possibility of integrating custom developments without altering the standard functions' ability to evolve. Realised with the aid of the Integrated Development Environment (IDE), these developments can be integrated into the standard product and activated or deactivated at will. They are reusable and permanent, even when the software package version changes. The development toolset is provided as part of the core Sage ERP X3 package.

## Explore new opportunities with partners

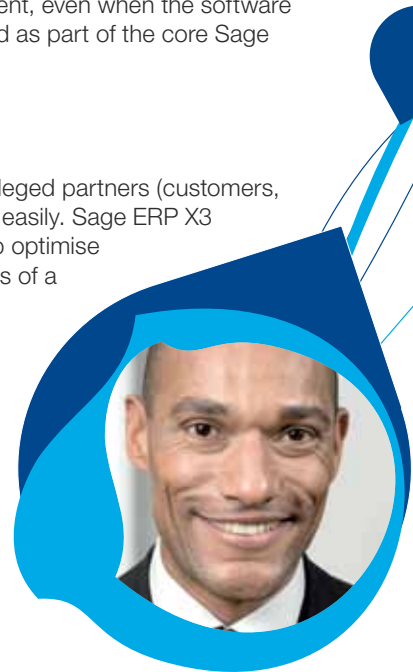
Your reactivity depends on your ability to ensure that your privileged partners (customers, suppliers, principals, etc.) can access your information system easily. Sage ERP X3 does more than just manage business transactions. It can help optimise each key business process both internally and outside the walls of a company. With Sage ERP X3, you can provide remote access to certain functions of your information systems round the clock. You can also connect a sales solution to your ERP system online.

While Sage ERP X3 supports traditional external information flows with key business partners via electronic data interchange (EDI), its e-business approach provides additional choices for connecting the system to key business partners: Sage ERP X3's web-native architecture makes it possible to work via the Internet with customers and suppliers, ensuring time and productivity savings for both the company and its partners. By setting up a secured extranet connection with key business partners, a company can easily extend Sage ERP X3 system access to processing certain business transactions and information, making it easy for companies to conduct business and helping to ensure customer loyalty and retention.

By making use of the Xtend E-Commerce toolset (sold separately), companies can connect with business partners in other ways. For example, Xtend E-Commerce seamlessly connects Sage ERP X3 to a web storefront without the need for programming. The Sage ERP X3 back office system automatically processes orders and other transactions based on predefined rules and conditions and interactively communicates inventory commitments, prices and credit approvals back to the web user.

## Integrate all company management

To ensure the enhanced efficiency of your enterprise, the Sage ERP X3 system shares all information required for company management in a single database. Its extensive integrated functional coverage allows you to manage accounting, purchasing, sales, inventory, customer relationship and manufacturing concurrently, within one coherent global environment. When information is loaded into the system it is distributed throughout the



The Sage ERP X3 portal displays user-defined, actionable business indicators.

## FEATURE SNAPSHOT FINANCE

User-defined fiscal calendars, GL accounts and analytical dimensions

Quick period end procedures

Accounts receivable/accounts payable with cash management

Business partner management for service providers, prospects, contractors and carriers

Budgeting

Inter-company transactions in sales, purchasing and finances (with automated accounting entries)

Customisable automatic cost reallocations between sites, departments and cost centres

Calculated journals for automatic account balance transfers

Financial report writer and extensive built-in standard reporting

Consolidated reporting across companies and sites

Employee expense entry and management

Fixed assets

company: an order issued has an impact on stock levels, production, accounting, etc. This information is present in real-time.

This means no need for re-entry, no time lost, fewer errors, reliable and coherent data. The system's seamless integration with Microsoft Office allows users to export and manipulate data in Office standard format, without losing the accuracy and consistency provided by the single, up-to-date database of the ERP system. Office documents (images, video, Excel or Word documents) can be created or modified within the context of your ERP operations and stored in the Sage ERP X3 database as part of your enterprise data.

### Control processes with the workflow engine

Some information must be processed rapidly and under controlled conditions, so Sage ERP X3 gives you the ability to manage your company's procedures electronically and simplify all your traditional paper-based and task-intensive processes. Its workflow system makes it possible to launch information – either inside or outside the organisation – follow-up actions, warning and validation cycles on the basis of any event in the system, and according to their own rules and procedures for handling key and exceptional events. For example, when a new purchase order is entered into the system, you can ask Sage ERP X3 to immediately inform a particular buyer according to the type of order, and also automatically warn a manager if it exceeds a certain amount and prohibit the process from continuing without validation, if appropriate. Thanks to the workflow engine, the electronic signature process and data traceability are flexible. You simplify and secure control over your activities.

### Guaranteed flow control and traceability

Business is subject to increasing legal constraints related to security and traceability. For effective security administration, Sage ERP X3 makes it possible to control access to the functions, actions, on-screen fields and data by user, group of users or profile. The web connection via HTTPs makes it possible to encrypt data traveling over the line. You can define constraints for password length and renewal, lockout users attempting to intrude, disconnect inactive users at the end of a configurable period of time.

For traceability, you can activate various tracking levels based on users, and define alerts via workflow on any specific event. Signature processes are included standard, in particular for purchases, budgets, payment slips, etc. The traceability of modifications to sensitive data can be configured to activate directly on the data-base level. Details of the modifications can be traced.

For more information, please visit our Web site,

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