Fostering Internal and External Collaboration
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In the ongoing effort to operate a successful business, companies continually seek opportunities to cut costs and increase profits. Naturally, they often look first to their own internal operations to find ways to streamline processes and integrate information flows from different locations – and often from different countries – in an effort to manage them more efficiently.

An Untapped Opportunity
However, how they manage relationships with partners, suppliers and customers is a frequently untapped opportunity. At one step or another, most business processes involve players who are external to the organization. Companies can do their best to streamline internal operations, but without considering partners as part of the processes, they'll gain limited efficiency. In today's environment of complex supply chains and demanding customers, companies must go beyond improving qualitative relationships with partners and strive for quantitative results. Failure to do so can immobilize operations and threaten profitability.

As competitive pressures increase, establishing relationships with preferred suppliers and production capacity becomes more important. Many times, this results in an increased need to team with multiple geographic partners and relying on contract manufacturing and third-party logistics.

Meanwhile, the company's resellers and large, direct customers have their own needs and expectations regarding customer service. In order to keep their loyalty while conducting a profitable business, companies need a system that efficiently and effectively fosters collaboration to ensure that their planning and execution processes are aligned with those of their partners. By forming open trading networks, where demand and supply plans are continuously synchronized from customers through suppliers, companies can turn a complex supply chain into a competitive advantage.
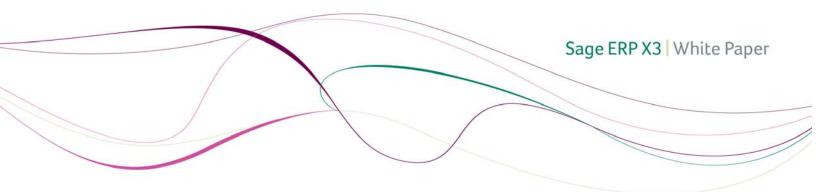
A Best-of-Class Solution
The Sage ERP X3 suite can provide your company with a best-of-class communicative architecture that facilitates various types of external connections to your business applications. With its multi-national capabilities, Sage ERP X3 makes it easy to manage your international partners and customers. The system supports multiple languages, currencies, companies, sites and legislations so you can run a sophisticated multi-site planning and distribution business in a multi-country environment as easily as a single domestic implementation. It is suited to multi-national companies desirous of developing their business in several countries without investing in a complex and costly global management system.

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Collaboration with Partners

The system's no code on the client design enables easy collaboration with key business partners by way of a standard Internet web browser, and your partners can have direct, secured access to Sage ERP X3 system functions. This web-based approach facilitates communication with the outside world via published Sage ERP X3 Web Services in industry-standard Java and XML format. This approach opens Sage ERP X3 business rules and data for seamless connections to web storefronts, trading exchanges and other application systems.

For example, one of your distributors can login to your Sage ERP X3 system and use the Product Configurator to build a custom product for one of its clients. Immediately, you can assess the impact of the new order on production and provide an expected delivery date for the order. Or, you can authorize a supplier under contract or blank order to connect to your system remotely and be automatically informed of a reorder requirement triggered by a low stock alert. Also, you can connect a web storefront to your ERP system and consistently manage your online sales within one single system.

Collaborating Internally

While Sage ERP X3 can run in either client/server or web-native mode, the web-native approach provides significant cost savings since the application can be easily and inexpensively deployed to remote offices or subsidiaries, reducing the resources required to maintain client-based programs and upgrades. From anywhere in the world, each member of your staff can logon to Sage ERP X3 and use the ERP system from a remote station via a web browser, in just the same way as for the company's internal network. Sales representatives can monitor and document their activities or issue orders from a trade show booth in real time. You can also connect a new location to the existing system without the need for any special infrastructure.

By creating electronic international collaboration with your partners, suppliers and customers you will be better able to respond to the needs of your customers and manage end-to-end processes in a more efficient and cost-effective way. Additionally, utilizing the same idea to connect your satellite locations and remote staff to your Sage ERP X3 system will yield considerable cost-savings and higher internal efficiency.

Please contact us for a free assessment of how your company can benefit from Sage ERP X3.