Sage ERP X3. Naturally mid-market.

sage

Softline ACCPAC.
the future of better business

SAGE ERP X3
The mid-market choice

# Contents

# The international ERP solution for the mid-market.

Every day, your enterprise is challenged with transforming information into knowledge. While the volume of information that needs to be processed continues to grow, time and resources become more limited. How can you organise your company to handle the daily food of information more efficiently in the future? Sage ERP X3 offers the perfect solution.

Softline ACCPAC is a fully owned subsidiary of the Sage Group plc. Softline ACCPAC is the African Arm of Sage ERP X3 operations in Africa.

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.

- Used in 35 countries worldwide, Sage ERP X3 offers you all the benefits of a modern ERP solution with none of the typical disadvantages. Most ERP solutions currently on the market are much too complicated, unwieldy and unsuitable for mid-sized companies. Sage ERP X3 is different because it offers simplicity, fexibility and scalability in an end-to-end solution.

- The mid-market choice. Sage ERP X3 is designed for mid-sized companies. This complete web-based solution gives you standardised ERP functionality with integrated fnancial accounting and global support for all international markets. Sage ERP X3 not only lets you organise your internal processes. You can also control information exchanged between external partners, including customers, suppliers and subcon-tractors. This combination is virtually unique in terms of its scope and diversity.

- Sage ERP X3 makes your enterprise more flexible in every respect. It also lets you respond faster to new business trends and processes. This enables your employees and partners to successfully adapt to changes in today's markets.

- More than a tool, Sage ERP X3 forms a solid foundation for safeguarding and further developing your company's competitive edge - worldwide.

# Create excellent international prospects for your company.
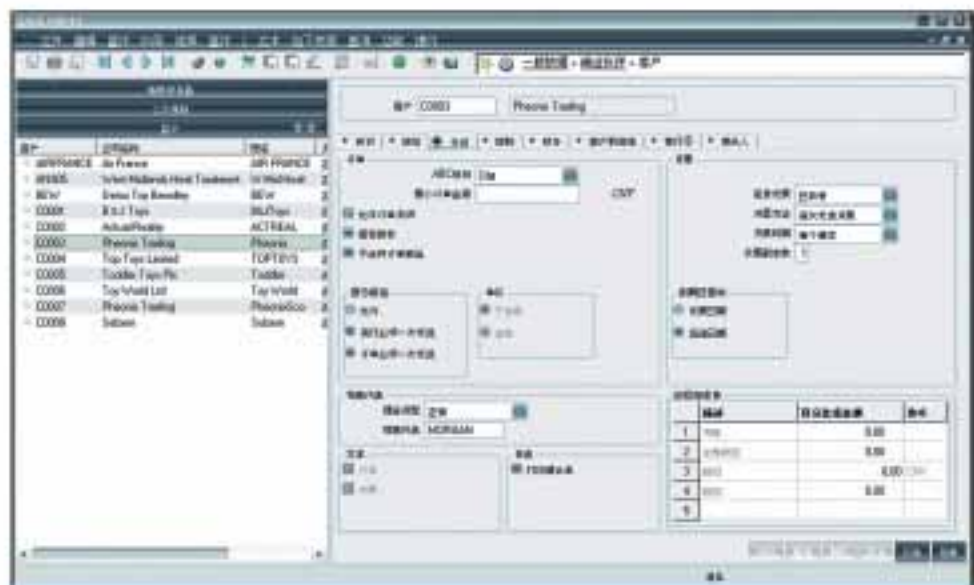
Competition is rapidly becoming a global challenge – especially for mid-sized companies. An international presence is not only important for modern enterprises, it is essential. Having secure, self-sufficient operations in multiple countries makes good business sense. That's why an international ERP solution designed for mid-sized companies is the key to future success.

Secure and self-sufficient operations require a compelling response to local market conditions, situations and customs. 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 "trial and error" experimentation. The experience gained with mid-market ERP systems in Africa, Australia and Europe cannot be simply carried over to other markets. This is because there are many framework conditions and special characteristics from one country to the next that need to be mapped in a local solution. 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.

Sage ERP X3 is configured for national legislation requirements in nine languages, including Chinese.

**Designed for a global presence.**

Sage ERP X3 was developed specifcally for mid-sized enterprises. It is the ideal system for multinational companies planning to develop their international business without having to invest in a complex, cost-intensive management system. With a choice of languages, currencies, enterprises, locations and legislations, Sage ERP X3 offers an efficient, multi-company solution.

Wherever you plan your company's presence, you have an ERP solution that can be easily implemented at multiple locations and in as many sales markets as a country-specific application program. Now you can maximise your business insight and cost-effectiveness while you consolidate and exchange your information worldwide.

**Easy set-up for multiple countries.**

Sage ERP X3 is configured for nine languages and national legislation requirements in South Africa and many African Countries, Germany, the USA, United Kingdom, France, Italy, Portugal, Spain, Argentina and China. This gives worldwide users direct access to a standardised system in their native language. Sage ERP X3 processes multilingual data based on the needs of the individual recipient (e.g. description of articles, text for invoices, etc.).

All country-specific parameters, including legal and market dependent requirements, are centrally mapped in the program to guarantee consistency. Sage ERP X3 makes it easier to share data and processes across multiple company locations and branch offices in foreign countries while taking into account specific applications and regulations.

**Fast, step-by-step implementation.**

Sage ERP X3 offers country-specific toolsets including standard defaults, to accelerate the application process at new locations in foreign countries. 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 modular program structure allows you to organise your international presence one step at a time and individually adapt it to regional and/or functional priorities.

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# The management system that grows with your enterprise.

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

**End-to-end information in one system.**

Your management system should consistently support your business strategy, not hinder it. Sage ERP X3 is technically designed to provide your business with more control and flexibility. You can deploy all or part of the Sage ERP X3 functions (finance, sales, CRM, manufacturing, purchasing and inventory management) according to your requirements, one step at a time. Because the pace of your growth should be determined by only one person: you.

All functions designed to support your future growth are integrated into the system. You simply activate them as you need them, without having to start a new project from scratch. 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.

**One ERP system for all applications.**

The Sage ERP X3 open technology concept provides full independence between the functional and technical layers. Sage ERP X3 works can be optimally integrated into web and/or client-server environments and works with most standard applications: Oracle or Microsoft SQL Server databases, Windows, Unix or Linux operating systems.

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**Sage ERP X3 technology alternatives:**

- Web-based SOA architecture
- Windows, UNIX or Linux operating system
- Windows, VT terminals and/or web client
- Progressive, modular expansion up to 2,500 employees

**Finance (yellow)**
- Cost accounting
- Investment accounting
- Controlling
- Consolidation
- Cashbook

**Manufacturing**
- Discrete/process manufacturing
- Parts lists/composition/ formula management
- Work schedule management
- MPS/MRP
- Technical data confguration
- Link to weighing scales
- Cost calculation
- Quality assurance
- Capacity planning

**Inventory**
- Multistage warehousing and site management
- Movements and transactions
- RF data acquisition
- Quality control
- Cost calculation
- Import trading
- Import tracking
- Acquisition price tracing
- Inventory control
- Procurement
- Landed Cost Management

**Purchasing**
- Material requirements
- Budget monitoring
- Supplier enquiries
- Purchase orders
- Outsourcing
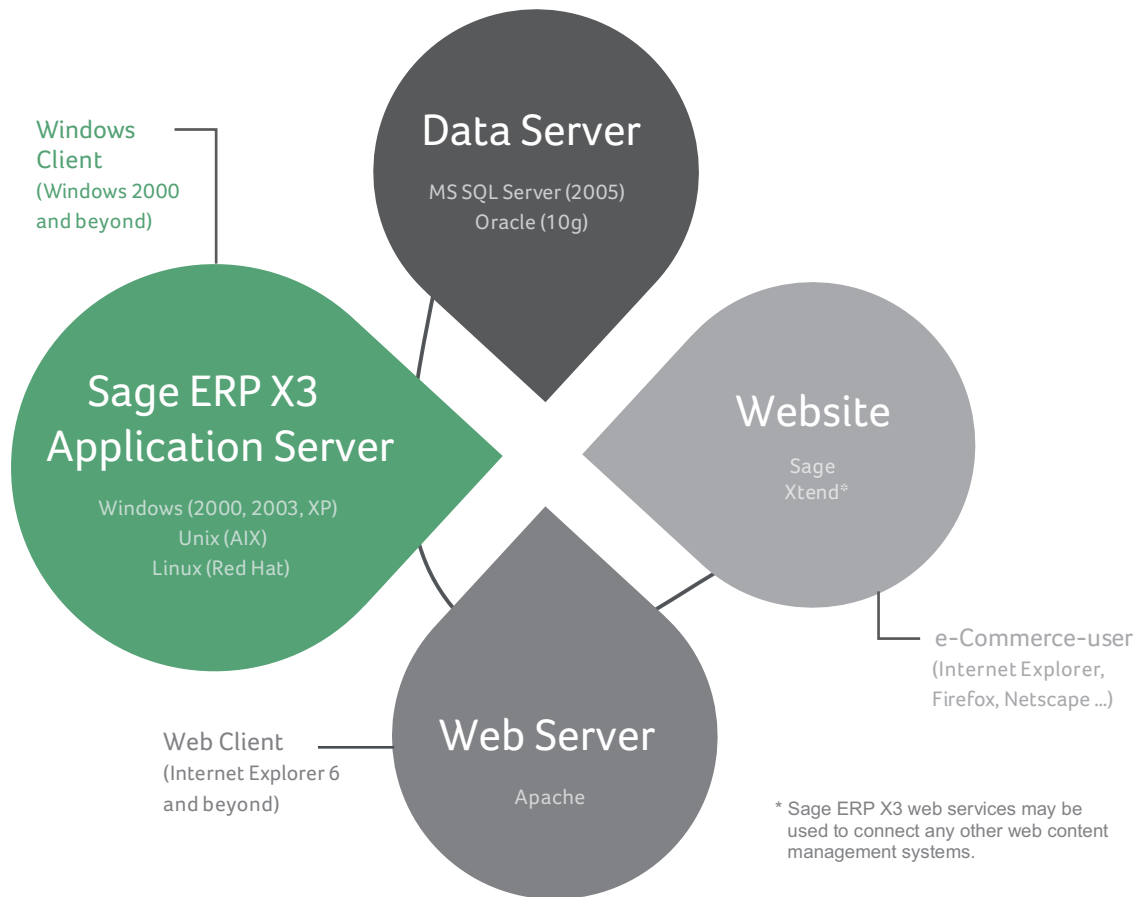- Multistage signature control
- Contracts

**Finance**
- Financial accounting
- Receivables and creditor accounting
- Payment transactions (or payment management)

**Sales**
- Open pricing
- Offers and contracts
- Order entry
- Product configuration
- Inventory commitments
- Delivery planning and shipping
- Invoicing
- Returns
- Sales commissions

**CRM**
- Contact management
- Sales force automation
- Customer support
- Call centers
- Guarantee management
- Service orders
- Knowledge base
- Marketing campaigns

**Data Server**

MS SQL Server (2005)
Oracle (10g)

**Windows Client**
(Windows 2000
and beyond)

**Sage ERP X3
Application Server**

Windows (2000, 2003, XP)
Unix (AIX)
Linux (Red Hat)

**Website**

Sage
Xtend*

e-Commerce-user
(Internet Explorer,
Firefox, Netscape ...)

**Web Server**

Apache

**Web Client**
(Internet Explorer 6
and beyond)

\* Sage ERP X3 web services may be
used to connect any other web content
management systems.

**A proven solution in 35 countries worldwide.**

Today, more than 2,000 companies worldwide –
ranging from 20 to more than 1,000 users – maintain
their competitive edge with Sage ERP X3 and these
powerful features:

- Fast and easy integration across all of your organisation-
al structures (e.g. decentralised business units, interna-
tional branch offices, etc.) and existing IT solutions
- Trouble-free customising/adaptation to specific
processes in your organisation and business units

- Flexibility for future expansion/restructuring of
your enterprise
- User-friendly ergonomics enabling users to quickly
start using the program
- Cost-efficient, easy to control IT infrastructure

Give your enterprise a strategic advantage with
added fexibility worldwide. When it comes to making
the most of your resources and developing your
growth potential in national and international markets,
you can rely on the fexibility, open architecture, fast
response time and adaptability of Sage ERP X3.

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# You finally have someone who really understands your processes – worldwide!

Sage ERP X3 is produced by the Sage Group plc. With over 5.7 million customers and 15,000 employees, Sage is a global market leader in the field of business management software and services. Based in Newcastle, England, Sage has branch offices in more than 35 countries including Europe, North America, South Africa, Australia, Asia and the Middle East. Sage supports companies worldwide in the efficient management of business processes.

**The Sage Group:
Global support for mid-sized companies.**

Sage helps customers better understand their business processes, make them more efficient and automate them to the greatest extent possible with integrated solutions. 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 business challenges today – and tomorrow: comprehensive software solutions for finance and accounting, merchandise management and manufacturing, or integrated solutions for human resources management, customer relationship management, controlling and e-business.

Sage's global success is based on a unique combination: consistent orientation to regional customer needs, and cross-border cooperation in international task forces. Working in international teams, problems related to marketing, product management and software development are discussed and resolved. This also sets the stage for future developments.

More than 25,000 Sage resellers offer customers comprehensive services designed to turn good ideas into perfect solutions. This spectrum of services ranges from customer support to implementation and training. The Sage portfolio includes over 120 certifed industry and other special solutions developed by trained business professionals. Another important factor is the size of Sage operations. The company's teams are optimally organised to support mid-sized, international enterprises. 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.

**Softline ACCPAC - A fully owned subsidiary of the Sage Group Plc. Softline ACCPAC is the African arm of Sage ERP X3 operations in Africa.:**

**Proven expertise for mid-sized companies.**

With 250,000 customers and more than 3,500 authorised dealers, Softline is a market leader in the field of business management software and services for mid-sized companies in Africa. Our solutions are specially developed for the needs of local markets. They help customers manage their businesses more effectively – from small-scale enterprises to major mid-sized companies.

For over 20 years, Softline has specialised in scalable, future-proof and user-friendly software solutions based on open architecture. Offering a wide range of standard functions, these solutions can be quickly implemented to simplify everyday operations and make business processes more transparent.

## EUROPE
- **Germany**
- **France**
- **Poland**
- **Portugal**
- **Spain**
- Belgium
- Italy
- Netherlands
- Switzerland
- United Kingdom

## ASIA
- **China**
- **Singapore**
- **Thailand**
- Indonesia
- Malaysia

## MIDDLE EAST
- **United Arab Emirates**
- **Saudi Arabia**
- Bahrein
- Egypt
- Jordan
- Kuwait
- Lebanon
- Oman
- Qatar

## AFRICA
- **South Africa**
- Algeria
- Cameroon
- Congo
- Gabon
- Madagascar
- Morocco
- Senegal
- Tunisia
- Mozambique
- Nigeria
- Zambia
- Malawi
- Zimbabwe
- Namibia
- Ghana
- Kenya
- Tanzania
- Ethiopia
- Botswana
- DRC
- Swaziland
- Lesotho
- Mauritius

## AUSTRALIA
- **Australia**

- **Sage Offices supporting Sage ERP X3**
- Sage ERP X3 resellers

Customer orientation is an essential aspect of Sage products and services. The aim is to offer a software strategy that takes into account all business needs. This results in customer-specific software solutions designed for worldwide enterprise resource planning. Using standard functions or optional software modules, these solutions perfectly map all business processes.

In keeping with the Sage philosophy, our goal is to offer customers flexible ERP solutions that grow with their business needs in an increasingly fast-paced world. No matter which Sage solution our customers choose, they can rest assured that, with open source archi-tecture, they are laying the foundation for tomorrow's solutions today.

# Why settle for information when you can have knowledge?

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 end-user friendly decision support tools.**

To help your employees make fully-informed decisions, Sage ERP X3 provides relevant and up-to-date 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 task. General or detailed information appears in the form of graphs, tables or organised in a calendar, with links making it possible to follow the entire security audit trail up to the information details. Based on an indicator in the management chart or any inquiry screen, users can go back, through successive zooms, to detailed infor-

mation or support items, which explain a given result. Research that used to require several hours and sometimes the involvement of several people, is now accessible in a few clicks.

A dedicated function makes it possible to define a statistical base including data compiled on the basis of several criteria, by enabling them to be viewed through successive zooms up to the finest detail, for all data in the base. The results of the aggregate calculated in this manner can be published on the portal.

For accounting reporting and simulations, Sage ERP X3 provides a financial management chart generator.

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

Here again, a set of management charts (balance sheet, income statement, intermediate management balances, etc.) are delivered preconfigured 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 fexibility 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 specifc needs.

"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, Carteret, NJ

# Your company is growing and expanding. But what about your efficiency?

A rapidly growing business requires efficient processes – with no room for information gaps. Sage ERP X3 integrates all of your company's management processes into a world-wide database and enables users to access this information within a standardised system. This gives all employees access to all the information whenever they need it. Integrating resources, know-how and expert knowledge is not only efficient. It is also the best way to quickly react to new market trends.

**Adapt the system to your changing environment.**

Who knows what your business will be tomorrow? By choosing Sage ERP X3 software, you ensure that your existing and future business processes will be supported by your management system. Simple parameterisation of the system allows you to change or define new information flows and procedures very quickly, without additional development. But, should the need arise, the provided development toolset also allows you to create a fully customised routine. Sage ERP X3's open architecture makes it easy to connect new applications to your system when growing.

**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.

# Your company's employees have a lot to talk about.
# Not only during coffee breaks.

An open exchange of information between employees is one of the key factors for a company's success. Sage ERP X3 makes this collaboration easier than ever before. A web-based architecture ensures that the flow of company information is fast and secure. And flexible access options make sure all staff, customers and suppliers can conveniently access information wherever they are via web browser or client-server operation.

**Facilitate access to information.**

All users can access Sage ERP X3 functions through their web browser, in just the same way as in traditional client-server mode. So, wherever they are located, each member of your staff can log onto the company's information system. The user obtains immediate access to the information required, without delay and under secure conditions, from any computer with Internet access. For example, reps can monitor and document the business deals of their customers or issue orders from an exhibition stand. You can also open a new regional branch and hook it up to the company's existing management system without the need for any special infrastructure.

**Explore new opportunities with partners.**

Your reactivity also depends on your ability to ensure that your privileged partners (loyal 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 com-panies to conduct business and helping to ensure customer loyalty and retention.

Sage ERP X3 allows you to publish ERP objects, object lists and sub-programs through web services that will make them accessible to external applications:
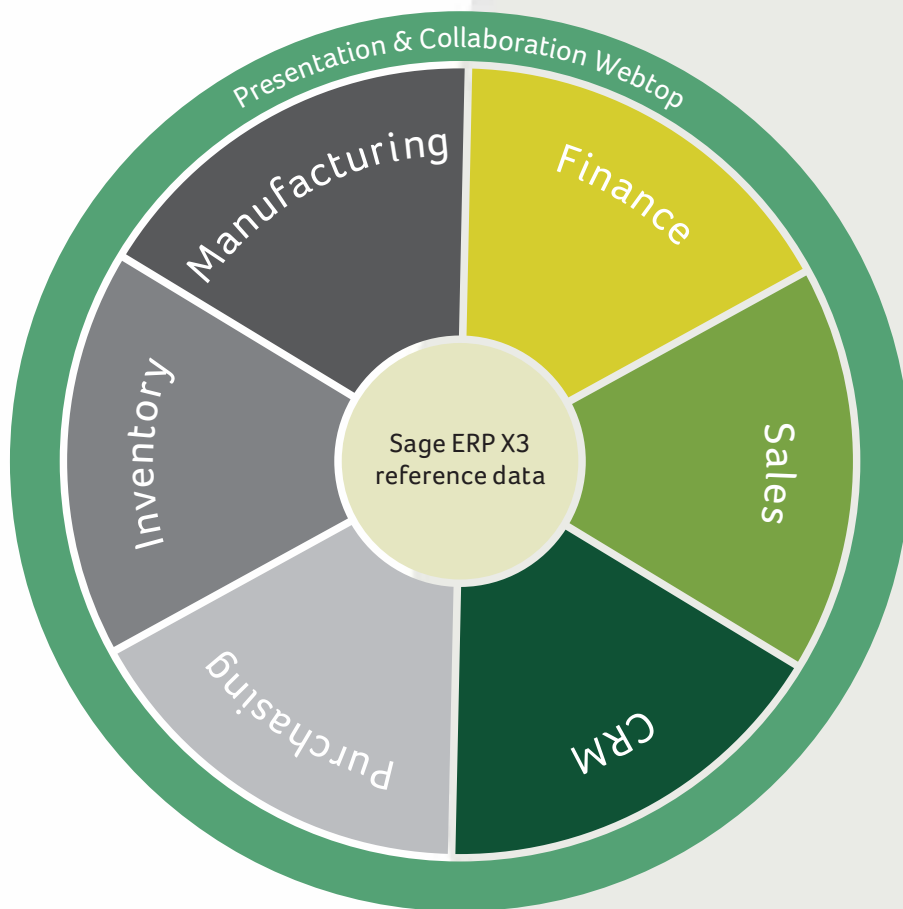
- Web storefront solutions that automatically generate orders in your ERP system
- PDA applications
- Other enterprise applications

Sage ERP X3 web services fully comply with the public Web Service Protocol and support all the standards (XML, UDDI, WSDL, SOAP, etc.) as part of the development toolset.

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.

**A communicative architecture.**

Authorised users may access Sage ERP X3 functions and data in the same fashion on the customer's choice of Windows, web mode and local and extended networks, including secure http mode. A dedicated interface to portable terminals for decentralised bar code entries is also available. The user-defined Webtop allows users to monitor their key business indicators and activity as well as to access external services online or widgets, and to display RSS feeds. The service-oriented architecture of Sage ERP X3 also allows the publication of web services for E-Commerce solutions, collaborative applications with partners and staff and/or data exchange with other software packages.

**Client-Server and/or web mode**

- Employees
- Partners
- Online Services and widgets
  (online banking, eBay, e-Government …)
- User-defined content sites
  (blogs, wikis, …)

**SOA/WEB SERVICES**
EDI/XML/RSS

- Remote Sites
- E-Commerce users
- Distributors, suppliers,
  subcontractors ...
- Roaming staff

# Finally: a complete overview of all information. Without losing sight of the costs.

An efficient ERP solution only makes sense if it is affordable. Sage ERP X3 is designed to dramatically lower typical ERP system costs. Because it can be perfectly adapted to your enterprise, Sage ERP X3 lowers your costs from the very beginning. This results in cost-effectiveness combined with maximum functionality for your branch of business and advanced features included in the package. A perfect way to minimise your long-term IT costs.

**First class functionality
at a low cost of ownership.**

Providing mid-sized companies with the best function-
ality in their industry, while dramatically reducing the
costs usually associated with ERP systems, has been
the base roadmap for Sage ERP X3's successive
releases for almost a decade. The result is one of the
most cost-effective and coherent ERP packages for
mid-sized businesses, integrating best-of-class features
in accounting and financial management, sales, pur-
chasing, inventory management and manufacturing.

**Reduce installation costs.**

From the start, Sage reduces your costs by offering you
software that adapts to your enterprise without requiring
custom developments and months of professional ser-
vices. Designed to meet your constraints in terms of
time, budget and organisation, Sage ERP X3 places the
emphasis on simple operation and flexibility. It has been
developed to minimise both costs and installation time by
making the most advanced features a standard and
simplifying – not impoverishing – parameterisation to fit
your unique needs.

Sage ERP X3 adapts to pre-existing IT environments
without inducing major upsets and adjustments to your
company's management procedures and methods.

The integrated data import/export engine allows
data recapture, automated interfacing and data feed
to third-party tools. It can be configured and integrates
over 100 predefined recapture models: databases,
inventories, balances, budgets, rates, etc. ASCII and
Unicode formats can be used.

Sage ERP X3 does not require major human or fnancial
investment. Initial budgets and completion times are met,
and users can continue to work normally during installa-
tion of your new system.

**Reduce operating costs.**

Sage ERP X3 does not require a large IT team to operate.
Not only does its robust design ensure smooth day-to-
day operations, but particular attention has been paid
to Sage ERP X3 ergonomics to ensure daily optimum
productivity and working comfort for your staff. It is ex-
tremely user-friendly and new users generally require
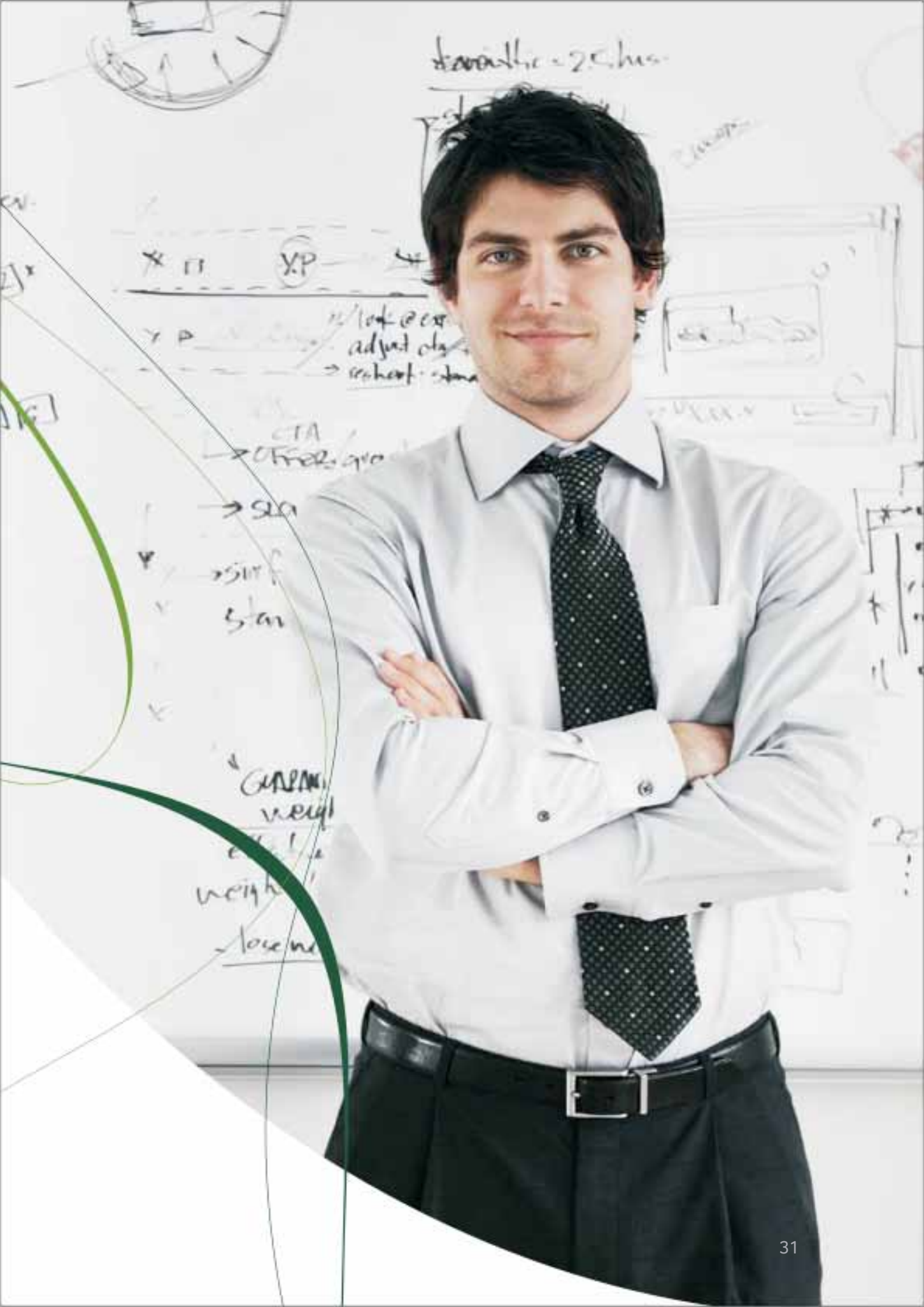only a few days of training to master this highly intuitive
product.

**Reduce recurring costs.**

Sage ERP X3 easily evolves with the growth and new
requirements of your enterprise. Its integrated design
makes it easy to activate new functions when you need
them, connect new users to the system or quickly
provide a new branch with a fully operational manage-
ment system without the need for custom interfaces.
Plus, Sage ERP X3 gives your company the benefit
of constant software improvements by a simple and
secure update procedure, with the system itself ensur-
ing the distribution of the modifications across all the
connected workstations.

# Not all developments can be anticipated. It's always better to be prepared.

You never know what the future will bring. With Sage ERP X3, you always remain flexible when it's time to adapt your processes to changing business needs. You can adapt your information flow at any time or quickly implement new procedures without additional software development expenses. This works perfectly with uniform standards across all markets and countries. Successful solutions from one business location can easily be transferred to other sites while safeguarding the consistency of all your data and processes.

**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 you load information in the system it is distributed throughout the company: an order issued has an impact on stock levels, production, accounting, etc. The information is present in real time wherever it is needed.

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.

**Process integration**

- Common reference system for the whole company

**Integrated e-business**

- Effective communication with all company partners
- Flexible and reactive operation

**Data integration**

- Simple analysis
- Seamless management of Microsoft
- Office documents within the ERP system database

**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.

**Optimise your resources.**

With Sage ERP X3, you will obtain the fullest benefit from your resources, know-how and expertise in each management field. The range of Sage ERP X3 modules offers an extensive choice of standard functions. When required, each function can be adapted to user preferences and work practices with the powerful parameterisation wizards embedded in Sage ERP X3. Each member of your staff is provided with an efficient tool fully adapted to his or her particular requirements.
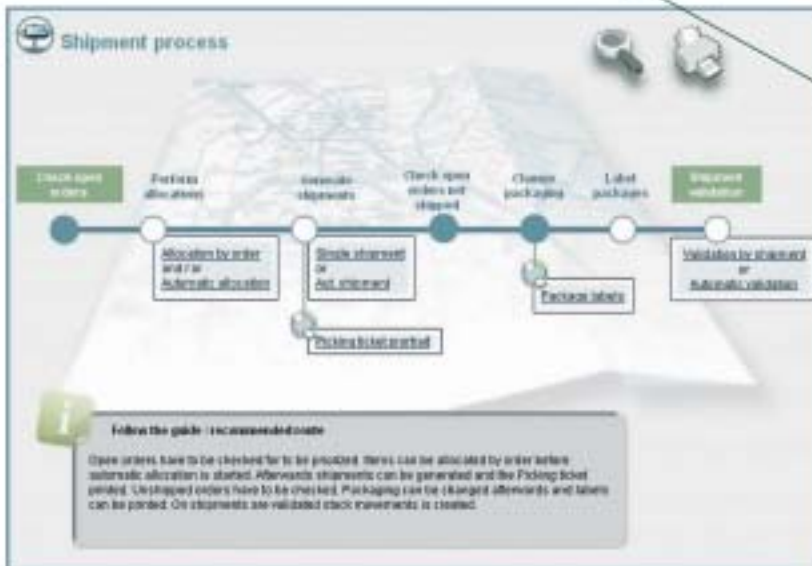
**Control processes with the workflow engine.**

Some information must be processed rapidly and under controlled conditions. This is why 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. Therefore, 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: financial security, the Sarbanes Oxley Act, etc. For effective security administration, Sage ERP X3 makes it possible to control access to the functions, actions, on-screen fields and

Sage ERP X3 provides users with customisable work procedures in graphical view and one-click access to the underlying system functions.

"With Sage ERP X3, we gained more functionality than comparable Tier 2 systems and could afford to license all our potential users. Although we expanded our system, it is so easy to manage, we are able to do this without additional IT resources."
Michael Stern, Director of Systems and Procedures, Sconza Candy Company, Oakland, CA

data by user, group of users or profle. The web connection via HTTPs makes it possible to encrypt data travelling 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 database level. Details of the modifcations can be traced.

### The workflow engine also enables users to:

- Trigger an event (initiate processing, send e-mail, etc.) based on user actions such as printing, creating new records, editing, deleting data or based on the result of a database inquiry

- Trigger the dispatch of e-mails (including attachments), allowing recipients to take action by simply clicking on the embedded option buttons and/or by returning in one click to the ERP entry that triggered the message

- Provide users with work schedules based on customised processes or workflow circuits

- Trigger workflow circuits based on batch processes such as data imports or exports

# Key features

You have your own ideas of what your ERP solution must be capable of doing. Sage ERP X3 offers more than a selection of different modules. The system is based on a highly adaptable platform called SAFE (Sage Application Framework for the Enterprise). This platform is designed to meet the different needs of mid-sized companies. With the same flexibility, Sage ERP X3 adapts to the requirements of a manufacturing company or to mid-sized wholesale business.

## Technology

Sage ERP X3 is built on the Sage Application Frame work for the Enterprise (SAFE X3) technology platform, which provides:

- Three-tier, scalable system architecture
- Multi-audit functionality (multi-company management, multi-site, multi-currency, multi-BP address, etc.) and compliance to multiple legislations and accounting practices
- Multi-OS support (Windows, AIX, Linux Red Hat)
- Multi-DB support (Oracle 10g, MS SQL 2005)
- Web Client as well as C/S administration
- Audit tools (audit logs, security management, full audit trail, etc.)
- Business Intelligence and statistics engine
- Import-export engine (ASCII, XML) and MS Office Automation
- Workflow engine
- Integrated development toolset

## Manufacturing

- Multiple manufacturing modes – ATO, MTO, CTO, MTS, process, mixed mode
- Technical data configurator
- Replenishment and planning rules
- MPS, MRP schedule
- Workplan and manufacturing analysis
- Interactive finite/infinite capacity planning
- Variety of material tracking methods
- Weighing station interface
- Cost accounting

## Sales

- Short to long cycle sales process among: quotes, contracts, blanket orders, orders, inventory allocation, delivery scheduling, shipping, returns, invoicing
- Customised product configurator
- Credit checking, customer rating
- User-defined matrix pricing rules
- Sales commissions calculation
- Order to cash process
- Open Item management and follow-up: aging, risk analysis and statistics, customer hold/release management
- User-defined cash collection process
- Customer reminders

## Inventory

- Location management: dedicated, suggested or random storage for single/multiple item location
- Stock management by physical location, lot and sub-lot, quality status, serial numbers, expiration dates, potency
- Consigned inventory and third party inventory
- Inventory balances by stock status
- Physical counting
- Inventory replenishment with or without MRP
- Intra-company movements
- Forward and backward traceability
- Variety of inventory costing methods
- Cost accounting
- Import Tracking
- Landed Cost Management

## Purchasing

- Short to long cycle process among: RFQ's and responses, contract and blanket orders, PO, receiving/returns, invoicing
- Supplier rating and classification, statistics
- Free pricing criteria and rules
- Purchase planning and ordering with/without MRP replenishment
- Delivery scheduling and receiving
- Built-in security and workflow with signature rules to control commitments against budget
- Open Item management and tracking: dispute level, payment approval
- Payment term scheduling
- Mass payment campaigns
- User-defined payment process (cheque writing, cheque voiding, cheque reconciliation)

## CRM

- Marketing campaigns planning and follow-up
- Sales force automation
- Customer support with knowledge base

## Finance

- User-defined fiscal calendars, GL accounts and analytic dimensions
- Accounts receivable/accounts payable
- Budgeting
- Financial extraction and reporting, inter-company consolidation ready
- Employees expenses entry and management
- Complete audit trail ensured by successive or single zooms on original documents available across the entire ERP suite
- Fixed assets
- Risk analysis
- Open item tracking and follow-up
- Cashbook

"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, Lake Success, NY

# Special features for the African market.

How African can an ERP system for national and international mid-sized businesses be? This question can also be asked in a different way: what exactly do you expect from your ERP solution? At the end of the day, what's most important is that it includes all the functions a modern ERP system needs to have in terms of international and country-specific features. In this essential for mid-sized companies in the African market respect, Sage ERP X3 is typically African. Along with comprehensive functions designed for international mid-sized businesses, there are a number of standard features that are essential for mid-sized companies in the African market.

## Special Features for Financial Accounting

Sage ERP X3 is designed to provide everything the African market requires. When it comes to financial accounting, Sage ERP X3 offers a variety of features adapted to the legal requirements in Africa. Sage ERP X3 gives your finance department staff a complete financial accounting solution that is immediately ready for use without customisation – in African and other countries.

## Vertical Industries Served

- Mining Operations
- Agriculture (Forestry and Farming)
- Complex Distribution
- Third Party Logistics with Sage Geode Warehousing
- Process and Discrete Manufacturers
- Food and Beverage
- Chemical
- Wholesale Trade
- Retail
- Pharmaceutical and Life Science
- Warehousing
- Finance and Insurance

## Business Process Navigation

- The ability for less skilled users to navigate an ERP system by process, job function and role is essential in Africa today.
- Clear work procedures with one click access to underlying ERP functions.

## Cashbook Module

- Bank Statement Import
- Reconciliation and Reversal
- Allows users to setup X3 automatic processing of bank charges and interest
- Match cashbook transactions against imported Bank statement transactions on one screen.

## Import Tracking

- A significant number of companies have an extended supply chain and are purchasing from overseas. This has introduced the challenge of properly managing the supply chain.
- This feature allows comprehensive cost analysis of stock management of additional costs and international delivery terms management.
- Complete tracking of the import activity to provide an accurate view of material availability.
- The ability to update information at vessel/shipment level to update affected purchase orders and dates is key in an ERP solution.
- Sage ERP X3 Import Tracking functionalities provide several tools to support this complex and vital part of the business. Available as an additional module.

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