

**Sage ERP X3**

**sage**

Grow forward with faster,  
simpler, and flexible ERP.



# Grow your business forward.

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**Increase productivity and revive profitable growth with a faster, simpler, and flexible enterprise resource planning (ERP) solution.**

Growing sales and reducing operating costs—for businesses everywhere, these are top priorities. From winning customers and expanding into new markets to eliminating inefficiencies, automating processes, and increasing competitiveness, businesses like yours face many of the same challenges.

How do you successfully meet them? Start with your data. A recent study of businesses in North America and Europe shows that improving data usability, accessibility, and intelligence dramatically impacts the bottom line. And better data starts with Sage ERP X3.

Sage ERP X3 improves efficiency across your business and provides the insight your employees need, when they need it. In the office or on a mobile device, Sage ERP X3 gives you the tools to reduce costs, grow revenue, and win new customers—locally and globally.

**Ready to grow your business forward? Here are seven ways to do it with Sage ERP X3.**

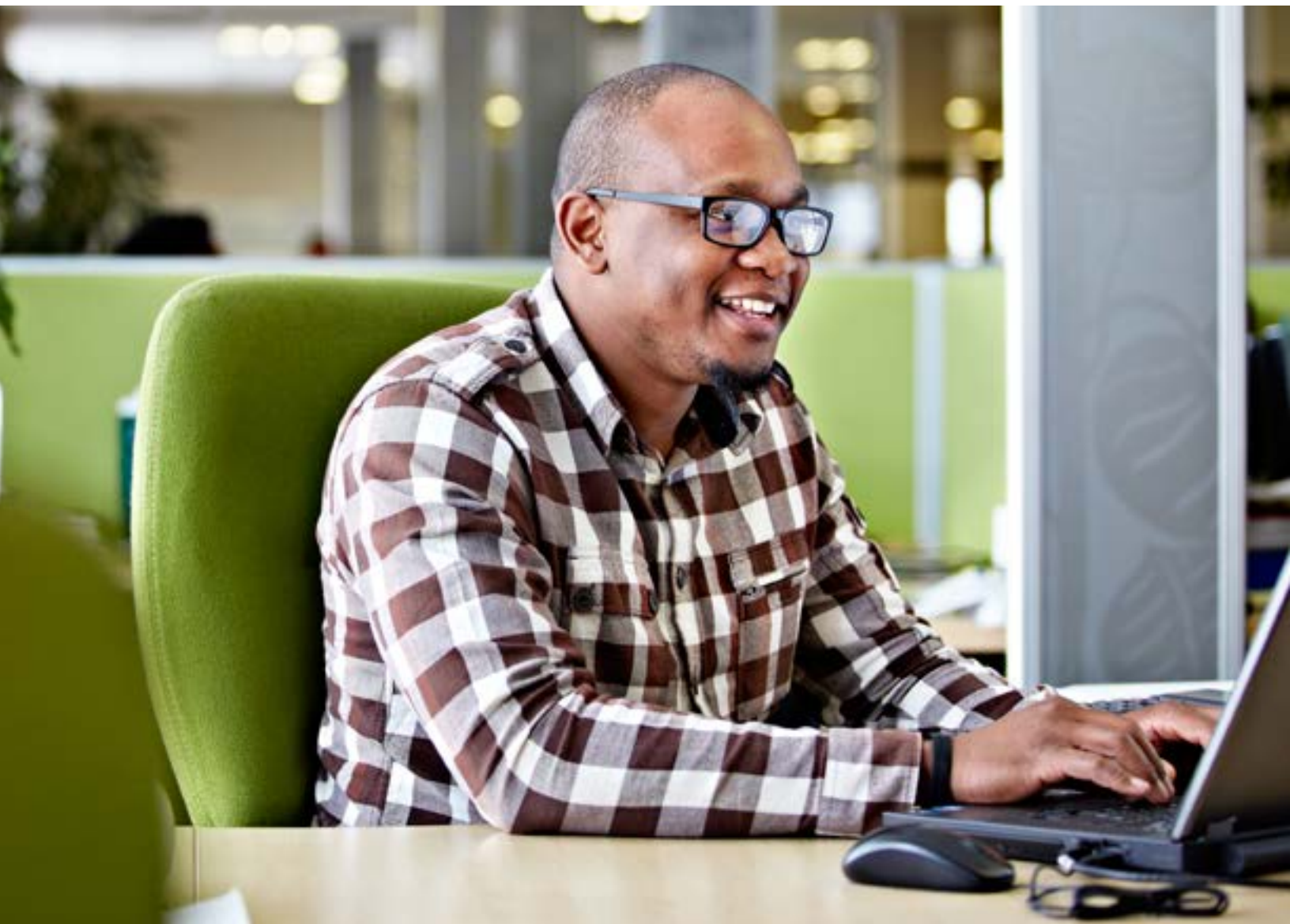
**Companies  
grow 35%  
faster with  
better data.<sup>1</sup>**

<sup>1</sup> Impact of data effectiveness on business outcomes at medium-sized businesses in North America and Europe—IDG Research Services, 2014. To read the full report, visit: [www.sageerp3.com/#/pdf/59/impact-of-data-effectiveness-study](http://www.sageerp3.com/#/pdf/59/impact-of-data-effectiveness-study)

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“We’ve gone from a production of zero to a production of 10,000 a day, 50,000 a week, in three short months. We would not be able to do that without Sage ERP X3.”

John Hill, vice president of administration, Carson Home Accents



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# Seven ways to grow with Sage ERP X3

1

## Get more done, faster.

Increase user productivity and accelerate adoption with an intuitive web user interface that users can easily personalize to work the way they do.

2

## Go where your business takes you.

Access your data on mobile devices, check your inventory, take customer orders, approve purchases, and view key performance indicators on the go.

3

## Take back control over your processes.

Eliminate inefficiencies, ensure compliance, and streamline operations with end-to-end integration of your business processes and automated workflow.

4

## Get the insight you need, when you need it.

Evaluate risks and monitor performance in real-time with user dashboards, self-service business intelligence, and reporting tools.

5

## Serve your customers better.

Accelerate issue resolution and increase employee responsiveness with faster and simpler access to the information they need.

6

## Increase cash flow and invest in growth.

Optimize cash flow and free up capital for growth with a solution to control costs across all processes and constantly improve your profits.

7

## Expand to new markets or geographies.

Increase capacity, implement new processes, manage new business units, or expand to new geographies with a flexible business management solution designed for growth and international trade.

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# The data you have. The insight you need. You can't run your business based on what happened last month or, for that matter, last week.

Eliminate inefficiencies and grow a more profitable and responsive business with Sage ERP X3. Streamline all processes across finance, distribution, and manufacturing management within one fast, simple, and seamless software design. Connect employees, partners, suppliers, and customers online and on mobile devices to accelerate all business exchanges—within and outside the company, locally and internationally.

## Sage ERP X3 offers big ERP capacity without all the cost and complexity.



*Mobile access from any device*

### Mobile web apps

Successful companies are four times more likely to process orders remotely.<sup>2</sup> Increase your revenue with mobile access across your business. Sage ERP X3 provides mobile access to your ERP system, including from any mobile device, tablet, and smartphone.

Speed up transaction times by providing inventory counts, customer pricing, and real-time credit information in the field and eliminate time-consuming calls to the office to get more information. Sales reps have all the information they need to create a quote and enter orders remotely—so they don't miss a sale and orders ship faster.

<sup>2</sup> Impact of data effectiveness on business outcomes at medium-sized businesses in North America and Europe—IDG Research Services, 2014. To read the full report, visit: [www.sageerp3.com/#/pdf/59/impact-of-data-effectiveness-study](http://www.sageerp3.com/#/pdf/59/impact-of-data-effectiveness-study)

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“Our sales reps travel with a tablet PC and can pull up customer sales history—plus they are able to suggest additional products and can quickly check stock at any of our locations.”

Mike DePasquale, group enterprise system manager, Avon Rubber

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Key performance indicator dashboard

## User-friendly dashboard

Equipped with fully customizable dashboards, Sage ERP X3 offers graphical views of key performance indicators so users can make faster and better-informed decisions—based on real-time information. This real-time, companywide view of operations can alert users to any issues that require immediate action.

## Microsoft® Office integration

Because most organizations use Microsoft Office in their day-to-day activities, Sage ERP X3 includes a strong integration with Office applications, including Word, Excel, and PowerPoint<sup>3</sup> plugins—with a built-in Sage ERP X3 tab.

- Insert charts and tables into Word files.
- Create sales proposals and other documents from Sage ERP X3.
- Mail merge using templates to easily and effectively communicate with your customers.
- Export Excel data or create a direct link between your data and workbook.
- Import data and charts directly into PowerPoint—no need to go through Excel.
- Refresh data with the click of a button so your PowerPoint presentations are always up to date.



Microsoft PowerPoint integration



Microsoft Excel integration

<sup>3</sup> Word, Excel and PowerPoint are Trademarks of Microsoft.

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# 38% of mid-sized business executives say their company needs to become easier to do business with.

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ERP in Wholesale and Distribution—Aberdeen Group, 2013

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## Business intelligence and reporting

Stay ahead of trends and turn insight into action with built-in business object tools and a library of predefined reports that centralize data and delivers it on demand. Expand the core analytics capabilities with business intelligence options such as SAP BusinessObjects and Sage Enterprise Intelligence.



Revenue attainment dashboard



Inventory tool identifying anomalies

## Workflow and alerts

Act quickly when inventory levels drop, a purchase order comes in high, or a sales order requires electronic signature approvals. Sage ERP X3 empowers you to respond confidently and rapidly to changing business conditions and manage exception events through user-friendly, automated workflow processes and alerts.

Did you know it takes 11.5 days on average for managers in small to medium-sized businesses to be notified of events happening that are affecting their business?<sup>4</sup> Good intelligence and real-time access to data, along with the ability to receive alerts and notifications, can reduce this time to nearly instant.

<sup>3</sup> ERP and BI in the SMB: Bringing Light to Data in the Shadows—Aberdeen Group, 2013.



*Document sharing across teams*

## Enhanced team collaboration

Share data across the organization and drive collaboration. Sage ERP X3 simplifies the access and sharing of relevant information by user, role, and project teams. It consolidates information for accounting, sales, finance, customer service, and operations, so everyone is sharing the same accurate, real-time data.

## Manage expansion

Whether you're in one location or across the globe, Sage ERP X3 expands with your company. Scalability makes it easy to add users; user profiles and process workflows get existing and new employees up and running quickly. Expanding to a new location or market? Sage ERP X3 makes that easier by including multi-site, multi-company, multi-currency, multi-legislation, and multi-language capabilities.



*Available and scheduled inventory by site*

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**“We expect to cut the time it takes to process invoices and inter-company recharges by 40% alone. This equates to 2 days a week simply by being able to use the standard functionality within X3.”**

**Steven McKenna, group finance director, Sherry Fitzgerald Group**

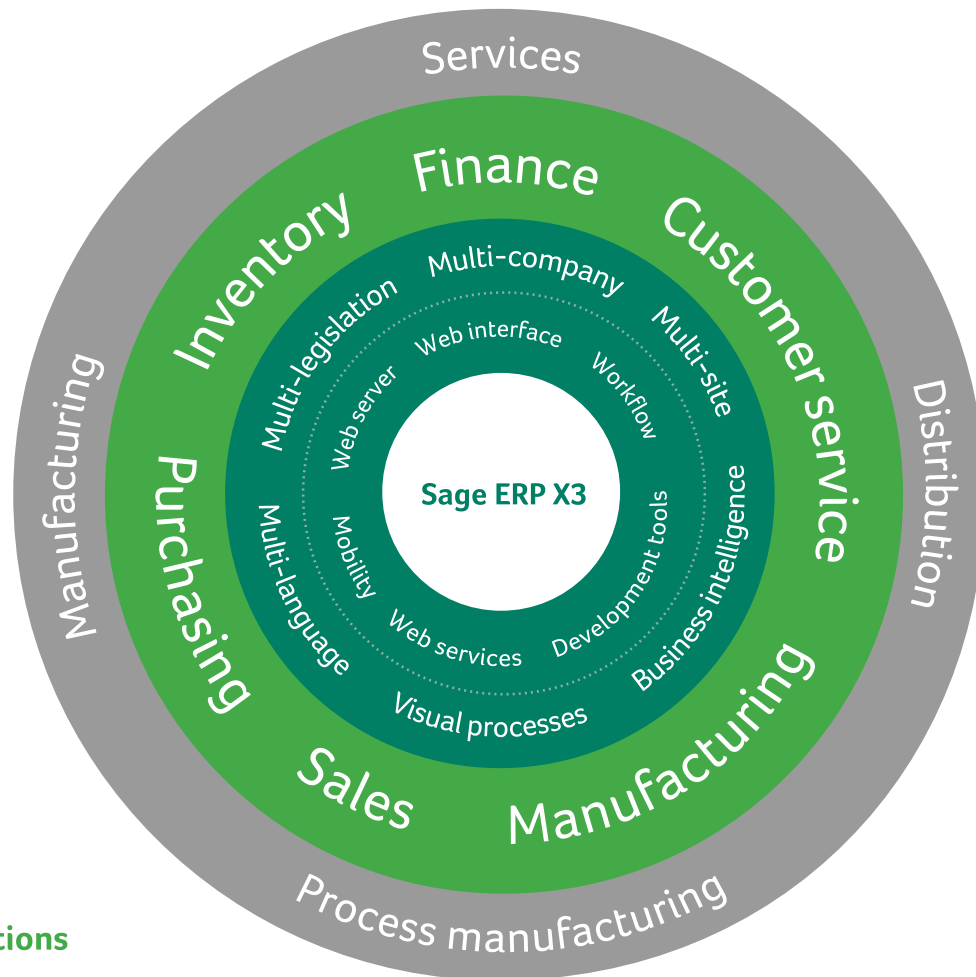
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Bring all areas of your business together and streamline operations with end-to-end process integration.

Powerful process automation and management capabilities adapt to your needs, creating a natural flow of work both within the organization and with partners. Connect your business so you can manage growth more effectively.



Additional functions available by region. See page 11 for details.

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## Finance—control your bottom line

From accounting functions and cash management to analytics, budgets, and reporting, Sage ERP X3 handles it all with ease. Even global financial management is simplified by sharing common data among foreign sites while respecting specific usage rules, currencies, and regulations.

## Purchasing—buy smarter

Every purchase matters. With Sage ERP X3, you'll understand all your purchase points with clarity, take advantage of the best pricing and discounts, and reallocate spending on the fly. Plus, you can handle thorny issues like purchase orders, subcontracts, import declarations, and intercompany transactions with ease.

## Sales—improve your top line

Gain clear visibility into all your customer relationships and ensure you're making the right offers to the right customers at the right time. And, take the hassle out of everyday tasks such as order entry, quotes, product configuration, and credit checking.

## Manufacturing—get to market quickly

Many of the world's leading manufacturers trust Sage ERP X3 to improve operations because it works across discrete and process manufacturing environments and related industries. Be quicker and nimbler with these critical processes: work and cost center management, routings, bills of material, formulas and recipes, scheduling, replenishment, quality control, and production analysis.

## Inventory—keep up with demand

Plan and execute your supply chain with clarity and confidence. With powerhouse analytics capabilities, Sage ERP X3 enables you to deliver on time, every time. It includes the tools you need for location management, quality control and sampling, traceability, inventory replenishment, physical counting, and more.

## Customer services—delight customers

Manage contacts. Run marketing campaigns. Provide loyalty-building service and support. With out-of-the-box customer service capabilities and integration with Microsoft Office and a host of other solutions, you'll always have the tools you need to make the most of every customer interaction.

**“We have doubled our revenues since implementing Sage ERP X3, and it continues to offer a good combination of power, scalability, and usability.”**

Phil Pitzer  
Information Services Director  
Blount Fine Foods

**63% of customers chose Sage ERP X3 over other ERP solutions for its flexibility and ability to adapt to company-specific processes.**

Source: TechValidate  
(TVID: 176-EB3-6B1)

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## Sage Intelligence

Financial Reporting for Sage ERP X3 helps companies to easily control, automate, and analyze their data in Excel to make better informed decisions, more quickly, across their business. It offers a comprehensive and flexible financial reporting solution, giving users a single version of the truth, helping to reduce spreadsheet chaos and improve collaboration. Highly customizable Sage Intelligence reports provide insight into the business while drill down capabilities gives users the ability to see the data behind it. Users can run reports with the click of a button or automate the running and distribution of reports out to teams or individuals.

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“Using Sage ERP X3 in our small to medium sized European subsidiaries, means we no longer have to ask individuals to run reports for us from disparate systems— we can now run reports centrally, when and where needed, in a consistent format.”

Helen Mullen, international finance and business services team,  
Shire Pharmaceuticals

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“We have increased the number of financial reports that are provided to each facility from four to six, with additional analysis provided in the reports, and still reduced the time to process them from eight hours to one hour.”

Ian C. Weight, chief financial officer, RAM Enterprise, Inc.

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# Sage ERP X3 gives you the tools you need to increase productivity and revive profitable growth.

With improved data usability and intelligence and advanced mobile access to your software, you can achieve the benefits that many of our customers are already experiencing.



Grow your revenue



Gain new customers



Reduce costs

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Sage  
[www.SageERPX3.com](http://www.SageERPX3.com)

## About The Sage Group plc

We provide small and medium-sized organizations with a range of easy-to-use, secure, and efficient business management software and services—from accounting and payroll to enterprise resource planning, customer relationship management, and payments. Our customers receive continuous advice and support through our global network of local experts to help them solve their business problems, giving them the confidence to achieve their business ambitions. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and entered the FTSE 100 in 1999. Sage has over 6 million customers and more than 12,700 employees in 24 countries covering the UK & Ireland, mainland Europe, North America, South Africa, Australia, Asia, and Brazil.



For further information please visit [www.sage.com](http://www.sage.com).