

Sage 300 ERP

Overview Brochure



See your business in a new way
to improve productivity, envision
success, and accelerate growth.

See your business in a new way realise the future of your business today

If your company wants to compete in today's fast-paced business arena, you need to control costs in order to maximise profitability. Sage 300 ERP is a comprehensive business management solution designed to keep your total cost of ownership low by supporting multiple technologies, databases, and operating systems. Available in multiple editions, Sage 300 ERP gives you the opportunity to add users and adopt greater functionality as your business grows and offers built-in support for multiple languages and multi-currency transactions, so your business can comfortably reach around the globe. Sage 300 ERP contains the power and tools to help you see your business in a new way so you can improve productivity, envision success, and accelerate growth. It's time to turn your business dreams into reality with the real-time visibility, collaboration, and innovation you need to succeed.



One Solution Provides a 360° View of Your Business

Our rich history of innovation and growth has enabled us to build a portfolio of products and services widely recognised for ease of use and low total cost of ownership. Sage 300 ERP connects your entire operation with a single, integrated solution that provides you with greater visibility, making it easier to share information and communicate. Over 45,000 small and medium-sized businesses across 70 countries around the globe use Sage 300 ERP solutions to unlock potential, reduce costs, and improve performance.

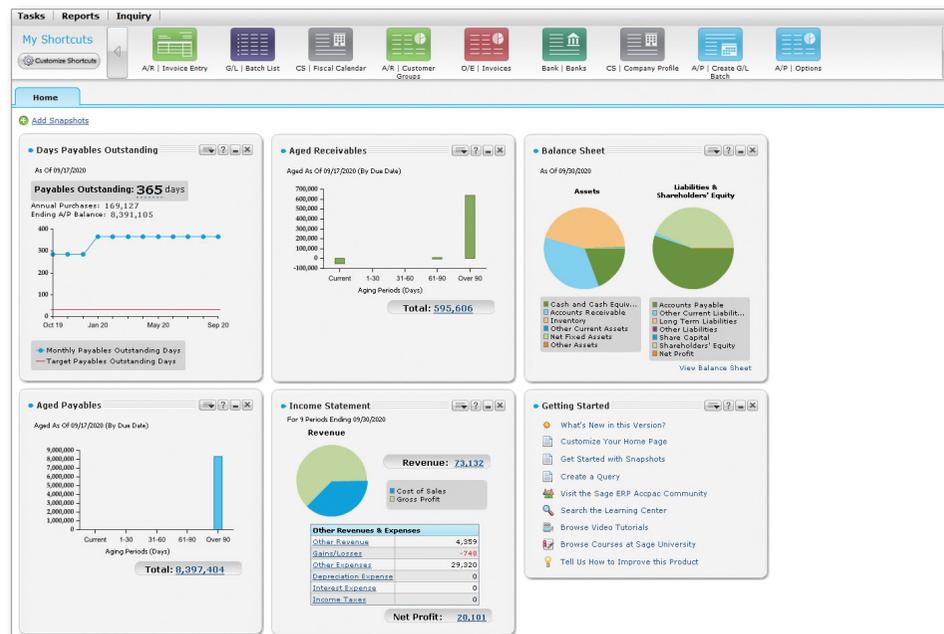
* Human Resources and Payroll powered by Sage MicrOpay

Improve productivity

Motivated, focused, empowered, productive, and efficient people move your company toward success. That's common knowledge. The difficult part is finding the right balance between allowing your people to work the way they want and capturing the key financial data you need to remain compliant with government regulations and auditing controls.

Designed to help you get more done, more quickly while connecting information and streamlining processes – Sage 300 ERP helps you stay compliant while fueling the individual and teamwork that is needed to take your business forward. Along with an intuitive solution that people get, so they want to use it, Sage 300 ERP offers mature, proven functionality that automates financial

management and business operations – including distribution, services, and project management. By ensuring all your business processes work together efficiently, you can increase performance, create customer loyalty, and improve relationships with partners and suppliers.



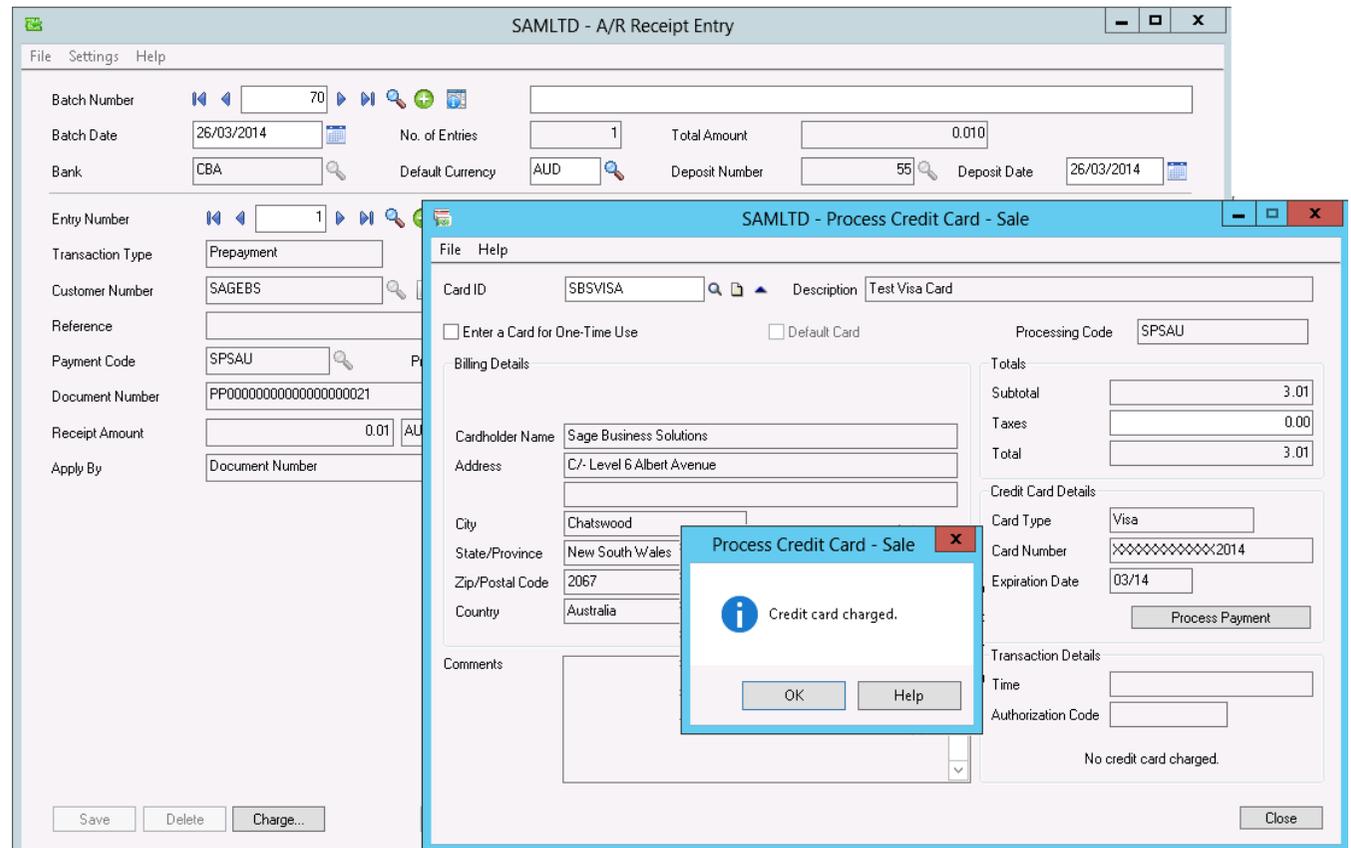
The Sage 300 ERP Portal Tour Snapshot helps familiarise users with how to navigate and find information more quickly, as well as how to personalise the Portal to their unique requirements.

Comprehensive accounting/ financial management

The powerful financial tools of Sage 300 ERP help you confidently manage your company's complex finances and remain compliant with government regulations. Features include full multi-currency capability, powerful bank reconciliation and tax reporting, flexible transaction processing options, powerful management of fiscal periods, and informative dashboards for analytical reporting. Sage 300 ERP Core Accounting modules help businesses succeed by accurately presenting valuable financial information in a clear, understandable format.

Sage 300 ERP Payment Processing offers you a PCI DSS compliant secure platform to accept and process credit/debit card payments seamlessly from within your ERP system. It boosts your productivity by reducing manual reconciliation effort and improves cash flow with guaranteed payments.

- General Ledger
- Accounts Payable
- Accounts Receivable
- System Manager–Bank Reconciliation
- Credit/Debit Card Payment Processing
- Document Management¹
- Trust Accounting and Commitment Accounting¹
- EFT Processing ¹
- Asset Management ¹
- Revenue and Expense Deferrals ¹
- Cashflow Management ¹



Simplified Multi-Company and Multi-Currency Management

Easily manage financial transactions across multiple companies or subsidiaries. No matter where you do business, maximise your international insight and exchange information worldwide with Sage 300 ERP Multi-Company and Multi-currency Management. Enhanced visibility into business metrics provides critical information at your fingertips for easier, smarter daily and long-term planning, providing the vision you need to respond to business trends while minimising risk and maximising the effectiveness of your decisions. Set up multiple companies in one or more databases, run processes, close books, and report results by company or in a consolidated company.

- Multiple Language and Localisation Support
- Multi-Currency Manager
- G/L Consolidations
- Inter-Company Transactions

Cost-effective operations, distribution, and supply chain management

Optimise operations and distribution processes to eliminate waste and deliver on time – every time. Accelerate growth, enhance customer satisfaction, and improve your bottom line. Sage 300 ERP Operations and Distribution Management modules ensure your business follows best practices for efficiency and accuracy by automating and integrating processes to keep your warehouse, inventory, production, and service departments aligned and running smoothly. With features that support multiple warehouse configurations as well as multiple site customers, Sage 300 ERP is optimised for a wide variety of distributors. The Sage 300 ERP distribution solution empowers you to strategically manage every aspect of the distribution cycle, from purchasing all the way through sales, with unparalleled efficiency and control.

- Inventory Control
- Purchase Order
- Order Entry
- Return Material Authorisation (RMA)¹
- Warehouse Management¹
- Manufacturing Management¹
- Purchasing Workflow¹
- Sage Inventory Advisor
- Webstore, E-Commerce & POS¹
- Bin Tracking¹
- Document Management¹

Optimise Services and Project Management

Ensure optimal performance of your services, maintenance, and project management processes at virtually any touch point. Make smarter, faster service and support decisions that exceed customer expectations with Sage 300 ERP Services and Project Management solutions. Get the visibility and intelligence you need into all information and key performance indicators to effectively allocate resources, increase customer uptime, and enhance productivity across all business systems.

- Project and Job Costing
- Service Manager¹

“The only piece of paper we now print is the invoice at the end of the process. We take orders in any format, via web, fax or email. The orders are processed through our financial system which interfaces to our other software systems. From the original point of data entry, no other data input is required.”

– Frank Fuller,
National Operations Manager,
Fashion Biz (Australia)

[1] available as 3rd party add-ons

Envision success

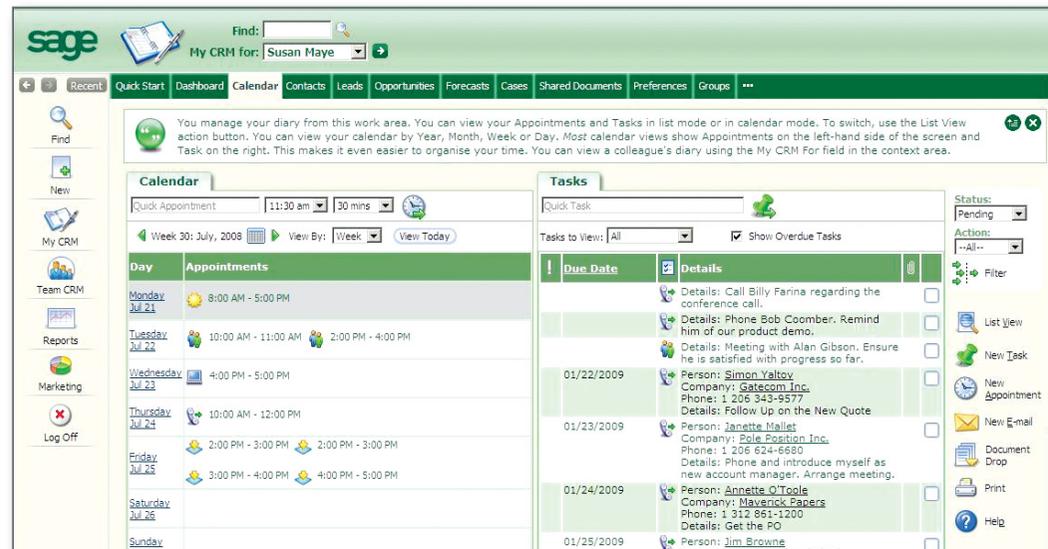
Empower all levels of your organisation to gain immediate access to information from one centralised solution and get the business visibility and insight to improve business performance. Success comes from enabling your workforce to make better decisions and execute appropriate actions in response to ever-changing business needs. Sage 300 ERP allows even inexperienced users with secure access to create personalised ad-hoc query lists in just a few minutes without the knowledge of databases, programming, or web technologies. The highly intuitive interface puts custom information access within easy reach of everyday non-technical users and means minimal training and IT support.

Communicate, Collaborate, and Compete With CRM

Sage CRM provides a customer relationship management (CRM) solution for businesses seeking a low-cost, low-risk option. With seamless integration to Sage 300 ERP, Sage CRM lets you view critical customer data from the back office, providing your staff with a complete view of customer interactions. By integrating your sales, marketing, and customer service functions, Sage CRM makes it easier for everyone inside your company to collaborate and share critical information. Sales, marketing, and customer service

teams gain the tools they need to find new customers, close sales more quickly, and build lasting, more profitable relationships. Best yet, Sage 300 ERP ships with Sage CRM and a single user license – allowing you to see how CRM can change your business completely risk-free. You have the flexibility to add more CRM users or functionality as your business grows.

- Customer Relationship Management
- Sales Management
- Marketing Management
- Customer Service Management



Faster, more informed collaboration and decision making

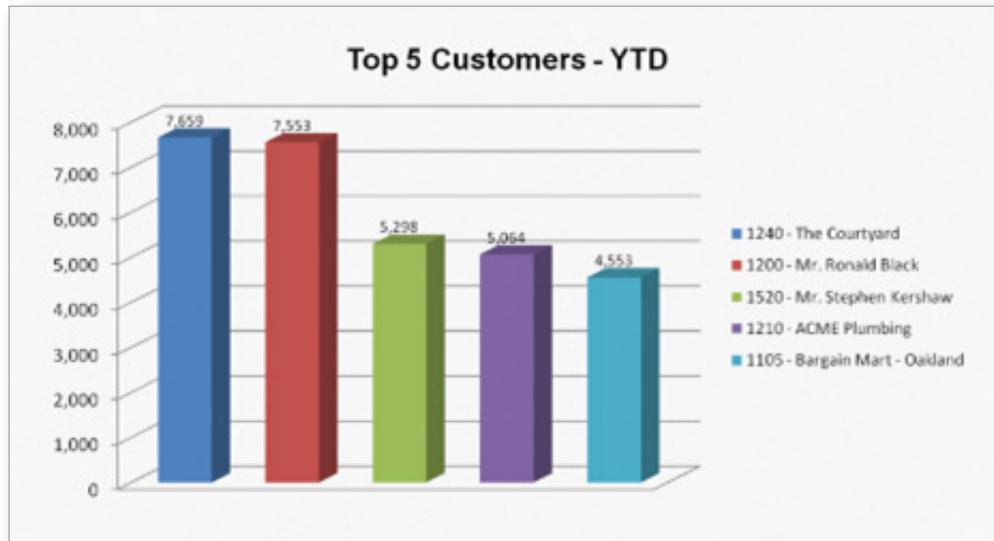
The business intelligence (BI) and analytics tools in Sage 300 ERP help you increase insight into your business and make faster, more effective decisions. With real-time metrics and the ability to create personalised dashboards and meaningful reports, you get up-to-the minute visibility across all departments and companies in your system and at-a-glance analytics that can be used for strategic planning.

Business intelligence and analytics tools can help you optimise business processes companywide and provide decision makers with insight into financial and operational performance. Using a single solution that ties together and streamlines all of your processes, Sage 300 ERP helps you improve collaboration and accelerates information exchange for a 360-degree view of your business.

- Standard SAP® Crystal Reports for Sage 300 ERP
- Sage UniSales Analysis

- Sage Intelligence
- Sage Enterprise Intelligence
- Budgeting, Planning & Forecasting¹
- Information Manager¹
- Sage Alerts and Workflows

Sage 300 ERP ships with a free license of the Sage Intelligence Report Manager, which includes over 12 BI templates, including the dashboard shown here.



DASHBOARD - SAMPLE COMPANY INC.

Period: January 2011 to August 2011

Profit & Loss	Actual Aug-11	Budget Aug-11	Variance	Actual YTD	Budget YTD	Variance
Sales	25,097	(22,000)	47,097	63,597	(22,000)	85,597
Cost of Sales	5,505	5,200	(305)	5,505	5,200	(305)
Gross Profit	19,593	(27,200)	46,793	58,093	(27,200)	85,293
Expenses	-	-	-	-	-	-
Net Income before tax	19,593	(27,200)	46,793	58,093	(27,200)	85,293

Top 5 Expenses	Actual Aug-11	Budget Aug-11	Variance	Actual YTD	Budget YTD	Variance
Miscellaneous Cost	1,500	1,650	150	4,500	4,550	450
Utilities	1,800	1,880	80	5,400	5,940	540
Promotion and entertainment	2,430	2,673	243	7,290	8,019	729
Internal Usage	1,503	1,653	150	4,509	4,960	451
Disposal of assets, cost	5,468	6,015	547	16,404	18,044	1,640
	12,701	13,971	1,270	38,103	41,913	3,810

Top 5 Customers	YTD	%	Customer Groups	GP	GP %
Astral Construction Co Ltd.	6,300	35.7%	Wholesale Sales Group	8,306	61.0%
Mr. Ronald Black	5,390	31.0%	Retail Sales Group	5,786	96.6%
J & Y Builders Ltd.	2,850	14.8%		-	-
ACME Plumbing	2,675	13.8%		-	-
The Courtyard	300	4.7%		-	-
	19,315	100.0%			

Top 5 Items	YTD	%	Item Groups	Quantity	Avg Price
Fluorescent Desk Lamp	5,390	32.3%	Computer Equipment	121	46
Computer mouse	5,275	28.3%	Accessories	22	13
CPU	3,000	16.1%		-	-
Computer Keyboard	2,500	13.4%		-	-
Tower Case	1,300	10.2%		-	-
	18,665	100.0%			

Bottom 5 Items	YTD	%	Item Groups	Quantity	Avg Price
13V Mini Fluorescent Bulb	14	5.0%	Accessories	22	13
Bulletin Board	53	18.8%	Computer Equipment	121	46
Desk Calendar Pad	64	22.7%		-	-
Halogen Desk Light	151	53.5%		-	-
	282	100.0%			

[1] available as 3rd party add-ons

Accelerate growth

Growth and success not only depend on providing everyone across your business with the right information at the right time – everyone also requires ready access to the systems and tools they need to work at peak performance. Accelerating the growth of your business requires a solid foundation of business management software that doesn't eat up all your profits in IT and system administration costs. Sage 300 ERP is the ideal solution to meet your changing business needs. Improve productivity by connecting processes from each functional area, securely and in real time. Envision success with enhanced visibility into business metrics so you can make more insightful daily and long-term planning decisions. Accelerate the growth of your company with the scalable, open architecture of Sage 300 ERP that can help you maximise the future growth potential within your organisation.

Build Your Business on a Solid Foundation

With Sage 300 ERP, forward-thinking companies like yours get the freedom of choice, smooth collaboration, superior performance, and reliability needed to increase profitability and seize the competitive advantage. Seamless integration of modules for operational management enhances the inventory handling and order fulfillment processes and ties together your supply chain so your business delivers every time, on time. Sage 300 ERP also integrates your front-to-back-office processes such as marketing, sales, and customer service – powered by Sage CRM – to provide you the visibility you need to take your business to the next level.

Sage 300 ERP Helps Reduce Costs Through Faster, Better-Managed Processes and Provides the Support You Need for Business Success:

Easily manage global commerce across multiple companies or subsidiaries. No matter where you do business, maximise your international insight and exchange information worldwide with Sage 300 ERP Multi-Company and Multi-Currency Management. Increase productivity and manage your business processes with Sage Visual Process Flows™ which provide a graphical process-oriented interface to complete a task. Save time with these pre-defined visual processes that simplifies complex tasks and be able to create custom flows for unique needs and specific roles that suits your business.

- Strong financial management capabilities
- Flexible and customisable visual process flows™
- Powerful customer relationship management and increased business insight
- Optimised management of multiple local, regional, and international operations
- Advanced customisation and personalisation capabilities
- Large partner channel and third-party resources

Freedom of Choice Helps Control Total Cost of Ownership

We believe your business management solution should support your business strategy – not hinder it or force you to buy what you don't need. That's why Sage 300 ERP offers you the flexibility to build the best possible solution for your business by giving you the freedom to select the edition (Standard, Advanced, or Premium), database, modules, deployment method, and payment options that keep your total cost of ownership as low as possible. We at Sage, give you a freedom of choice on how you buy Sage 300 ERP. You can either buy through perpetual licensing or through subscription pricing – the choice is entirely yours.

Editions

Sage 300 ERP helps you slash the time and cost associated with complex processes and redirect those resources toward growing your business. Whether you choose the Sage 300 ERP Standard, Advanced, or Premium edition, you can select from any of the Sage 300 ERP applications to create a custom-fit solution to support your business requirements. Easily adopt new functionality without retraining your staff, as each edition is built using the same technology and intuitive workflow.

Superior Architecture

As your business looks for cost-effective ways to meet your bottom line, Sage 300 ERP provides the foundation required to keep pace with ever-changing technology

without giving up the functionality you need to compete in today's marketplace. Accelerate the growth of your company with the scalable, open architecture of Sage 300 ERP. No matter what edition you choose, you have the option to utilise a Microsoft® SQL, Pervasive. SQL, or Oracle database, as well as multiple server and client operating systems, and customisation tools.

Global Reach – Local Touch

An international presence is not only important for modern enterprises, it is essential. Empower your organisation with the tools required to easily maintain international currency standards. Sage 300 ERP provides you the power you need to easily support multiple entities (intercompany and consolidations), languages (by user), currencies (recognised gain/loss or unrealised gain/loss accounting methods), and so much more.

Customise With Ease

Build your system to fit the demands of your business. Not the other way around. Be the boss of your ERP system with customised, personalised software designed to meet your unique business requirements. Sage 300 ERP was built to deliver customised ERP design and capabilities without the cost or headaches of traditional customisation. Count on Sage 300 ERP to integrate with your operating systems and databases and easily accommodate upgrades, product enhancements, and new releases.

A Collaborative Ecosystem to Help Our Customers Thrive

The core tenet of the Sage approach is that we provide customers with an unmatched range of expertise, support, training, collaboration, and innovation. Becoming part of this ecosystem – which includes Sage people, programs, and resources; a vibrant network of partners, consultants, developers, and software user communities – enables our customers to get the most out of their investment.

“We looked at many different solutions. Local products were not SQL supportive and had no linkages to the Internet. Other competitive products were not quite available, and we had major concerns about the level of support we would receive. We were looking for new ways to move forward. We wanted a partnership with a company that not only had the product, but was also progressive and had the infrastructure already in place to provide the support we need. Sage 300 ERP had all of these things. The competitors were just not up there.”

– Paul Johnson,
General Manager,
Verbatim Asia Pacific

Sage Business Solutions

is a subsidiary of the Sage Group plc, the leading global supplier of business management solutions to small and medium-sized enterprises. Formed in 1981, Sage was floated on the London Stock Exchange in 1989. Sage has over 6 million customers and more than 12,600 employees worldwide. We operate in over 24 countries covering the UK, mainland Europe, North America, South Africa, Asia, Australia and New Zealand.

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