

Sage ERP X3 | Distribution

Addressing the Unique and Specialized Needs of Wholesale Distributors

In an increasingly competitive market, your distribution business is likely seeking out new growth strategies while dealing with expanding inventories and locations, as well as enhancing value-added services to your customers. You may be sourcing and selling globally, while having to maintain localized availability and favorable customer service levels.

Your success depends on your ability to quickly source products and better work with new suppliers by seamlessly integrating them into your supply chain. Ready access to information about suppliers, inventory levels, outstanding orders and shipments translates to cost control and rapid order turnaround.

Fine-tuned to meet your specific industry requirements, Sage ERP X3 provides the advanced functionality you need to handle global exchanges efficiently, and it is capable of adapting to your organization as it changes.

Functionality Tailored to Your Needs

Sage ERP X3 offers advanced distribution, warehousing, customer relationship management (CRM), and accounting functionality with application features that address the unique and specialized needs of your company. The following are critical areas in helping you to control costs and better service customers:

- Robust warehouse management system (WMS) capabilities, scalable to accommodate the size and complexity of each facility
- Integrated sales, inventory, purchasing, CRM and accounting
- Comprehensive pricing, promotion, and contract management features
- Flexible demand planning and inventory replenishment techniques
- Advanced order fulfillment and inventory allocation procedures
- RF data collection
- Complete shipping, routing and carrier compliance solutions available

“Sage ERP X3 provided a solid entry point in the warehousing area, was reasonably priced, and we felt we could be fully operational in a quick timeframe. Its broad functionality base and ability to be customized for our size of operations made it an attractive selection.”

Daniel Schildge
VP, CRP Industries

BENEFITS

Streamlined Operations

- Singular functional integration & database
- Advanced workflow engine
- Process-oriented user interface

Increased Business Insight

- Embedded Business Intelligence engine by Business Objects™
- Real-time analytics and dashboards
- Extensive traceability and audit tools

Enhanced Collaboration

- SOA/Web-native architecture
- Web Services (XML, UDDI, WSL, SOAP)
- MS Outlook integration
- Multi-company, multi-site
- Multi-country & language

Reduced Costs

- Fast implementation
- No optional applications or interfaces
- Reduced training
- No technology lock-in (multi OS/DB)
- Easy administration and maintenance

Increased Flexibility

- Multi-tier architecture scales from 10 to 1,100 users
- 4GL Integrated Development Environment
- Fast parameterization adapts to organizational changes



Achieve operational excellence

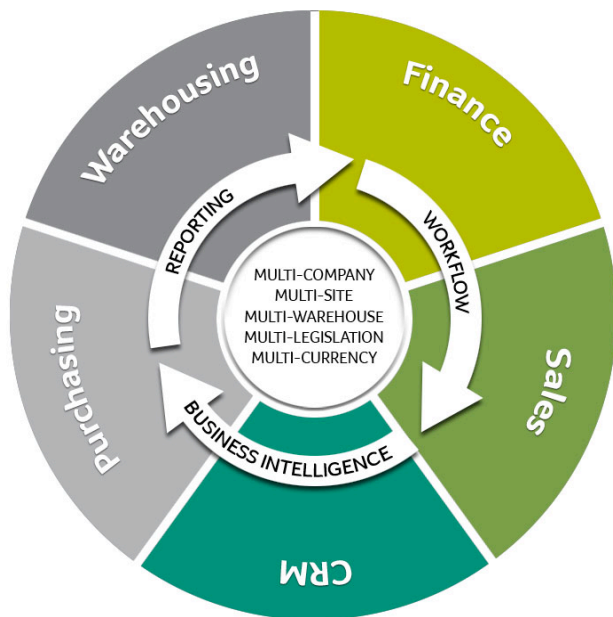
Sage ERP X3 also offers differentiating functionality that fosters cost reductions and customer service improvements – features like multi-site management, available-to-promise inventory, user-defined workflow and real-time business intelligence. Plus, it can be deployed as a Web and/or desktop application in Windows, Unix or Linux environments.

Take advantage of new global opportunities

Sage ERP X3 supports the multinational requirements of global distribution companies. The system makes it easy to share common data and processes between different foreign sites or subsidiaries, while respecting the specific usages and business rules of each.

Available in eight languages and legislations, the system enables users to access the system in their own language wherever they are. It also centralizes country-specific parameters, such as legal and market requirements, to offer a single global solution.

Sage ERP X3 Application Footprint



KEY FEATURES

Inventory

- Multi-level warehousing: location, lot and sub lot control
- Forward and backward lot traceability
- Product serialization
- Shelf life management with expiration date control
- Movements and transactions
- RF data acquisition
- Quality control
- Costing
- Physical counting
- Replenishment

Purchasing

- Purchase requisitions
- Encumbrance accounting
- Requests for proposals
- Purchase orders
- Multi-level approval processing
- Sub-contracting
- Invoice tracking
- Sophisticated pricing and contract management
- Supplier returns

Finance

- General ledger
- Budgeting
- Allocations
- Fixed assets
- Analytical accounting
- Project accounting
- Accounts receivable
- Accounts payable

Sales

- Open pricing
- Quotes and contracts
- Order entry
- Product configuration
- Inventory allocations
- Delivery scheduling and shipping
- Invoicing
- Customer returns
- Sales commissions

CRM

- Marketing campaigns
- Sales force automation
- Customer support, including complaint management, warranty tracking, field service and dispatch management