Introduction to Sage ERP X3
Faster, simpler and flexible ERP

Executive Overview
Do you know what makes businesses grow?
A Business Priority for your Peers

Winning new customers

Reducing my operating costs

Growing my revenue

Top business priorities for midsize businesses | All regions
(Sage Global Business Index – 2013)
Typical Challenges

1. Cost increases are outpacing revenue growth
2. Inefficiencies are eroding profit margins
3. Financing new investments is challenging
The Best ERP Solutions Can Help Reduce Cost

- **57%** improvement in inventory turns
- **20%** faster cycle time from order to shipment
- **18%** improved complete and on-time shipments
- **18%** reduction in operational costs
- **16%** reduction in administrative costs

**Typical benefits from best-in-class ERP implementations**
(Aberdeen Research – 2013)
A Modern ERP Solution Can Help Grow Faster

Companies with more effective data grow 35% faster*

*Research commissioned by Sage in Europe and North America shows that mid-market companies with improved data accessibility, quality, intelligence, and usability can expect a net gain of 35% more in incremental revenue year-over-year than lower performing companies.

That’s roughly $980,000 incremental revenue a year on average for a company earning $42M annually in gross revenue.
A Modern ERP Solution Can Help Grow Faster

- 75% faster customer response time
- 75% faster process cycle time
- 73% increased productivity

Typical benefits from improved usability and accessibility of company data (Aberdeen Research – 2013)
How fast will **YOU** grow?
“Our field agents used to service 4 customers per day. As we enabled them with mobile devices connected to Sage ERP X3, this number doubled.”

Philippe Scemama, CEO, Adelya (France)
7 ways you will grow with Sage ERP X3 version 7

1. **Usability**: Get more done, faster.
2. **Mobility**: Go where your business takes you.
3. **Control**: Take back control over your business processes.
4. **Intelligence**: Get the insight you need, when you need it.
5. **Responsiveness**: Serve your customers better and earn repeat business.
6. **Profitability**: Create cash flow from within and invest in growth.
7. **Expansion**: Scale and expand to new markets or geographies.
Get more done, faster
“Our staff spends less time looking for data and more time acting on that data.”

Ganong Bros.
Sage ERP X3 version 7

Usability

- 100% Web experience
- Multi-browser
- Fast adoption by users
- Role-based
- Process-oriented workspace.
Go where your business takes you
“Without doubt, it is one of the most powerful tools available in our organization!”

João Andrade, Export Sales Manager, Novarroz (Portugal)
Sage ERP X3 version 7

Mobility

- Mobile access from any Android, iOS or Windows Phone device.
- Mobile Web Apps include:
  - Expense management
  - Customers
  - Sales workflow
  - Purchasing workflow
  - Search Sales and Purchases
  - Stock inquiry
- Ability to create your own app with the mobility toolkit provided.
Take back control over business processes
“Sage ERP X3 gives us that visibility for each one of the 5,000 parts we need, all the way from release of design drawings through to parts on the car and invoices in the finance department”

Marussia Team F1
Sage ERP X3 version 7

Control

ACCOUNTING & FINANCE
General ledger, AR/AP
Payments
Cost accounting
Budgeting
Allocations
Fixed assets
Multi-currency, multi-company, multi-legislation/multi-chart of accounts

SALES
Pricing, quotes & contracts
Order entry
Product configuration
Inventory allocations
Delivery scheduling & shipping
Invoicing
Customer returns
Sales commissions

PURCHASING
Purchase requests
Encumbrance accounting
Requests for proposals
Purchase orders
Outsourcing/Sub-contracting
Multi-level approval processing
Contracts
Invoice tracking

INVENTORY
Multi-level warehousing and location management
Movements and transactions
RF data collection
Quality control
Costing
Acquisition price tracing
Inventory control
Procurement

CUSTOMER SERVICE
Contact management
Customer support
Warranty management and service orders
Knowledge base
Campaigns

MANUFACTURING
Routings
Discrete or process batch flow
BOM/Formula management
MPS/MRP
Technical data configurator
Costing
Quality control
Forward/backward traceability
Shop floor control
Capacity planning

Introduction to Sage ERP X3
Get the insight you need, when you need it.
It takes **11.5** days on average for managers in SMBs to be notified of events happening that are affecting their business.

Aberdeen Research – 2013
Sage ERP X3 version 7
Intelligence

- Real-time dashboards
- Dynamic audit trail
- Financial reporting
- Statistics and inquiries
- Self-service analytics
- Advanced business intelligence
Serve your customers better and earn repeat business
38% of midsize business executives say their company needs to become easier to do business with.

Aberdeen Research – 2013
Sage ERP X3 version 7
Responsiveness

- Simple access to inventory
- Create quotes on the spot
- Quick access to customer data
- Group collaboration
- Maps
- Automated workflow notifications and alerts
Create cash flow from within and invest in growth
“Our production planning capabilities are greatly improved thanks to the robust MRP capabilities in Sage ERP X3. We are notified when we run low on the raw materials necessary to meet our real and projected demands.”

Edith Lauzon, director of finance and operations, Avmor Ltd (Canada)
Sage ERP X3 version 7
Profitability

- Extensive cost control
- Advanced inventory management
- Enhanced forecasting
- Minimum margin requirements
- Purchase approval automation
- Replenishment automation
- User-defined dashboards and alerts
Scale and expand to new markets or geographies
“I can sit here at my desk in Minnesota and quote a customer in Germany, and send off that quote in German with the amounts in Euros. Even better, I can perform the same task, just as effectively, from my iPad at the coffee shop.”

John Babcock, Vice President, Satellite Industries
Sage ERP X3 version 7
Expansion

- Multi-company
- Multi-site and warehouse
- Global management
- Global compliance
- Scalable technology, multi-database
- Web deployment
- Flexible parameterization
- Powerful platform and customization tools
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<tr>
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<th>How fast will you grow?</th>
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<tbody>
<tr>
<td>1</td>
<td>Usability</td>
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<td>2</td>
<td>Mobility</td>
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<thead>
<tr>
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<th>Intuitive design, Web user interface</th>
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<td>Mobile access from any device</td>
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<td>Comprehensive functionality, end-to-end process integration</td>
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<td>Extensive business intelligence</td>
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<td>Collaborative workspace, automated workflow &amp; alerts</td>
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<td>Extensive cost control, advanced inventory management</td>
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<td>Global management, scalable technology, flexible setup</td>
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Sage ERP X3

Now midsize companies can **grow forward**, with faster, simpler, and flexible **ERP**.
Growing with Sage
Why Sage?

- Exclusively focused on supporting small and medium-sized businesses
- The largest footprint with SMEs in the world
- The richest portfolio of solutions and services for SMEs to grow
- The best customer experience and support to succeed
The Largest Footprint with SMEs Worldwide

- Major player in the small business market, leader in Canada and one of the leaders in key verticals
  - Revenue $605m
  - 2,750 employees

- Entered the Brazilian market in 2012
  - Revenue $65m*
  - 1,300 employees

- Market leader in all key countries
  - Revenue $1230m
  - 7,765 employees

- Market leader in South Africa
  - Revenue $229m
  - 1,785 employees

* for 2011 at time of acquisition

6 million + customers worldwide
The Best Customer Experience and Support to Succeed

1.9 million support contracts

36,000 customer calls daily

40,000 accountant partners worldwide

28,000 reseller partners
A Rich Portfolio of Solutions for SMEs to Grow

From 0 to 1000 employees
Comprehensive accounting & ERP solutions
Industry solutions for:
• Services
• Distribution
• Manufacturing
Cloud or On-Premise
Subscription or Perpetual
Licensing