

Sage Software  
Solutions (P) Ltd.

Sage Partner

PRODUCT BROCHURE

## Sage X3

*More than a traditional ERP.*



# Embrace change at speed

## Solution Benefits

Sage X3 helps businesses thrive and stay competitive in the face of growing complexity and competitive pressures. This complete business management solution transforms how you manage operations, processes and people, allowing you to respond faster to changing customer demands.

Sage X3 is faster, more intuitive and customisable than conventional ERP systems. Available through multiple cloud deployment options, Sage X3 gives you the flexibility to choose the cloud offering that works for your organisation.

Thrive as  
a global  
business

Gain faster  
business  
insight

Tailor your  
experience

Intuitively  
manage  
operations

Generate  
industry  
leading ROI

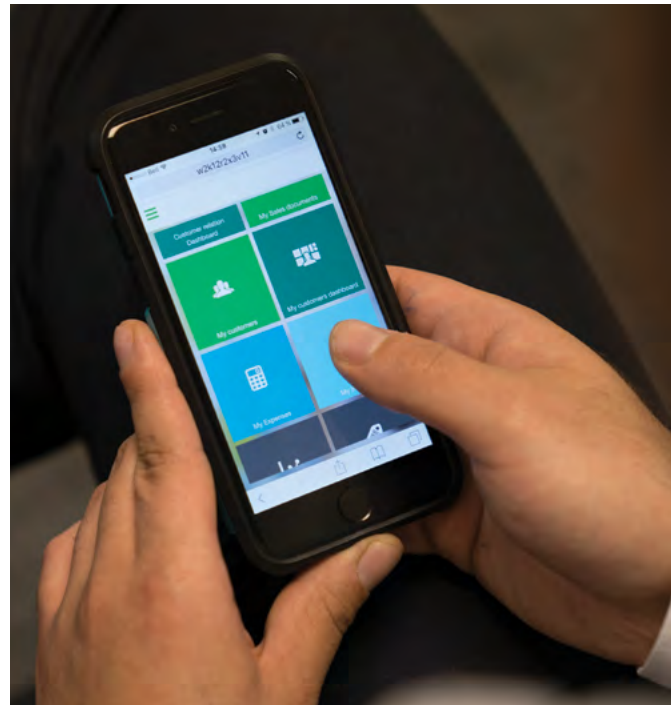
Uncover the  
benefits

# Thrive as a global business

React more quickly to changing customer demands while maintaining control

With Sage X3 you can:

- Achieve faster customer response times by running an agile, connected organisation across multiple companies, business units and sites
- Maintain one system of record across globally distributed operations for accurate planning and forecasting
- Maintain local compliance with multi-currency, multi-ledger, multi-legislation and multi-language functionalities
- Streamline international transactions and invoicing, adhering to local banking formats, and consolidate foreign operations for simpler financial reporting
- Automate tax declarative processes, from translations to electronic submissions, and adhere to local requirements





A man wearing a blue hairnet and a blue surgical mask is standing in a factory. He is wearing an orange polo shirt and blue pants. He is holding a tablet computer with his right hand, which is mounted on a machine. The machine has a green and white checkered pattern on its surface. The background shows industrial equipment and a yellow wall.

“To thrive and do right by [our employees], we need to create opportunities that benefit everyone. This requires having actionable data and insights at our fingertips... and that’s why we use Sage.”

— Frank Luengo, COO,  
Sonora Foods, Canada

# Gain faster business insight

Increase customer satisfaction and remove administrative burden with faster, more flexible and more efficient processes powered by data



With Sage X3 you can:

- Generate insights with data across multiple machines and sources, and create consistent analytical models
- Give your team personalised information with access to live dashboards customized for specific business roles to monitor performance and alert them to abnormalities in the business
- Create customisable scoreboards for individual business roles; navigate up and down the audit trail to manage risks
- Distribute consistent reports across the organisation, trigger alerts and workflows based on KPIs; enable collaboration to make better decisions
- Stay compliant with local data regulations such as the General Data Protection Regulation (GDPR)

# Tailor your experience

Enable your team to work smarter and more efficiently with a modular and flexible system that will grow

With Sage X3 you can:

- Configure your solution to support your industry-specific processes, from manufacturing and distribution to business services
- Create personalised user experiences for your team using powerful configuration capabilities
- Build a custom solution by accessing specialty applications built by Sage's vibrant partner ecosystem and develop new applications using industry-leading development tools
- Choose to run your solution in the cloud, as a Sage service, on your partner's data centre or on your own infrastructure





“We have more than 40,000 part numbers, thousands of customers, and dozens of locations. It is vital to our success that we have the products our customers want available, when and where they want them. Sage X3 helps us do that.”

— Rich Unterbrink, IT Manager,  
Russell Sigler Inc., Phoenix, AZ



# Intuitively manage operations

Stay competitive in the face of growing complexity using an end-to-end solution to manage your operations and people



With Sage X3 you can:

- Streamline core processes to accelerate the management of business across procurement, manufacturing, inventory, sales, customer service and financials
- Reduce business complexity using easy-to-use business applications that are tailored to your specific business needs
- Drive continuous improvements with quality management non-conformance and non-compliance capabilities allowing you to identify issues, reduce costs and improve customer experiences
- Improve cost management and gain better control of project profitability
- Quickly adapt procedures to changing regulations and compliance requirements
- Stay productive from anywhere with intuitive mobile applications allowing you to check inventory, take customer orders, approve purchases and view key performance indicators on the go



# Generate industry leading ROI

Achieve 177% ROI with a 5 month payback period<sup>1</sup>

With Sage X3 you can:

- Reduce administrative burdens by automating key accounting and finance tasks such as processing orders, invoicing, and managing journals
- Enable faster production cycles and faster response times, while efficiently managing the supply chain
- Spend more time focusing on new business services and driving out inefficiencies
- Partner confidently with Sage, a champion of business builders for over 30 years that now serves over 3 million customers across 25 countries
- Operate efficiently with a global partner network and services team offering world-class support



<sup>1</sup> Forrester 2016 total economic impact analysis of Sage X3 points to risk-adjusted benefits of \$1,722,180 over three years versus implementation and operating costs of \$620,870, equating to a net present value (NPV) of \$1,101,310 for a Sage cloud subscription. The risk-adjusted ROI was a very favorable 177%, and the payback period was a quick five months on average for Sage X3 customers participating in the research.



“The allocation logic in Sage X3 helps us optimise our fulfillment process by finding and selecting the orders that we can ship, based on the stock we have on hand.”

— John Hill, Vice President of Administration, Carson Home Accents, Pennsylvania



# Ready for your industry

Sage X3 is ready for most distribution, manufacturing, and service industries, unlike other solutions that rely heavily on add-ons and integrations to support industry-specific processes.



## Distribution

Accelerate your supply chain and reduce costs

Improve visibility across your supply chain, optimising purchase conditions and margins, and enabling a mobile sales force.

- Retail trade
- Transportation and logistics
- Wholesale trade
- Discrete manufacturing

## Services

Be more responsive, retain customers and control costs

Accurate project management, real-time insights on mobile devices and streamlined accounting.

- Advertising
- Consulting services
- Engineering services
- Equipment rental
- IT and software services
- Maintenance and Repair services



Sage X3 offers the best combination of functionality, technology, value and implementation methodology of all the systems we evaluated.

— Terry Steinberg, Vice President and CIO, Aceto Corporation, New York

## Manufacturing

Accelerate process cycle times and control quality

Get accurate costing and pricing, real-time control over production planning, and adapt quickly to new regulations.

- High-tech
- Industrial equipment
- Medical devices
- Metal fabrication

## Chemicals

A more capable chemical enterprise

Discover how Sage X3 can help transform your chemical enterprise.

- Supply optimisation
- Complete global compliance
- Anywhere, anytime access
- Product and process consistency

## Process Manufacturing

Minimise waste, reduce risks and accelerate compliance

Effectively manage the fluctuation of procurement, production and shipping while staying on top of compliance requirements.


- Chemicals
- Cosmetics
- Food and beverage
- Nutraceuticals
- Pharmaceuticals

## Food and Beverage

Serve up a more efficient food and beverage enterprise

Sage X3 goes beyond ERP with a faster, simpler, and more flexible business management.

- Operations
- Supply chain
- Warehouse & inventory
- Finance and accounting
- Sales & marketing
- Customer service

The background image shows the exterior of the Empire Candle Co. LLC storefront at dusk. The building has a white facade with a large sign that reads "EMPIRE CANDLE CO. LLC" and "EST. 1951" with a flame logo. A man in a grey jacket and dark pants is walking on the sidewalk in the foreground. A green street sign for "Donov" is visible on the left. A red hand signal is lit on a traffic light to the right. A "NOTICE" sign on the wall states "THIS PROPERTY IS PROTECTED BY ELECTRONIC SURVEILLANCE".

“The proof is in the numbers. Empire has grown over 300% since implementing Sage X3. We saw immediate performance increases, including a 30% reduction in productive labour and consolidation of an entire warehouse facility footprint, leading to annual savings of around \$400,000.”

— Robert Turtledove, President and CEO  
at Empire Candle Co, Kansas City, KS

# Sage X3

## Solution Overview

### FINANCIAL MANAGEMENT



Budgets & Accounting  
Fixed Assets  
Financial Reporting  
Dashboards

### SUPPLY CHAIN MANAGEMENT



Purchasing  
Inventory & Warehousing  
Sales  
Customer Service

### PRODUCTION MANAGEMENT



BOM & Production Planning  
Shop Floor Control  
Quality Control  
Non-Conformance

### PROJECT MANAGEMENT



Project Definition  
Project Execution  
Time Sheet  
Financial Tracking



# Focus on what matters most: delivering high quality products and services

## Uncover the real benefits of automation and data exchange

Discover how the scalability of Sage X3 can help you reduce business complexity and thrive.

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