



# Sage ERP X3

## for Distribution Industry



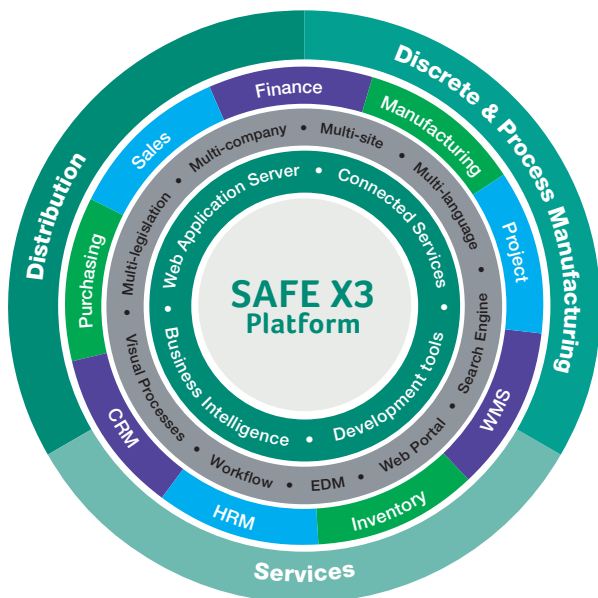
In an increasingly global marketplace, winning new markets, satisfying customers, delivering high-quality products and services, and steering business in the right direction are major concerns for distribution companies.

Sage ERP X3 for Distribution allows you to manage the effects that globalisation has on your ecosystem. Its comprehensive, leading-edge features are designed to meet the needs of B2B and B2C companies in both the retail and wholesale industries, as well as transport firms and logistics providers.

<b>Industry Solution</b>	Sage ERP X3 for Distribution Industry			
<b>Industries</b>	Retail	Wholesale	Transport & Logistics	
<b>Business Processes</b>	Supply chain planning	Procurement	Order management	Supply chain execution
<b>Business Challenges</b>	Match demand and level of stock	Improve operating margins	Improve Customer service	Visibility and interoperability facilities

### Meeting your main challenges and managing your supply chain includes

- **Striking a balance between demand and supply planning, whilst minimising inventory levels:** Sage ERP X3 for Distribution factors in your sales forecasts and offers a powerful replenishment planning engine.
- **Maintaining a healthy operating margin:** to keep a tight rein on distribution costs, Sage ERP X3 for Distribution boasts extensive management control functionality covering such areas as budgeting, estimated sales and actual sales at both at summary and detail levels.
- **Improving customer service:** leveraging optimisation and collaborative tools, Sage ERP X3 for Distribution is your gateway to improved customer relations to help you to deliver the levels of product and service quality demanded by customers.
- **Visibility and multi-site interoperability:** Sage ERP X3 for Distribution provides a multi-site and multi-company architecture, with the automated movement of goods and services between different sites and companies to guarantee a fast response to any unforeseen incidents.



## Benefits

- **Optimise your logistic pro**
  - Meet your customers' requirements
- **Reduce costs and turnaround times**
  - Increase product profitability
  - Streamline your supply chain
- **Improve customer satisfaction**
  - Boost sales
  - Increase customer retention
- **Promote collaboration**
  - Simplify decision-making

## Sage ERP X3 for Distribution delivers benefits across the core processes of your business

### • Sales management - Purchasing - Procurement

The inventory, sales and purchasing functions form the backbone of the supply chain. To streamline the entire chain, the flow of goods and services can be configured to match the company's organisation. Sage ERP X3 for Distribution also provides features for optimising operational management, including sales management driven by a single business partner management system, flexible pricing rules and customer tracking. The purchase control function, with business partner management and incorporating supplier performance tracking, gives you end-to-end control over the entire supply side, from requesting prices and quotations to matching supplier invoices.

- **Inventory management** and the warehouse management system Inventory data integrity is ensured by the stock module, which checks stock quality and quantity according to the management practices of each site. The WMS module raises the performance bar on all logistics operations, from receiving goods to deliveries from the warehouse. Offering a comprehensive Radio Frequency enabled system, optionally combined with voice picking functionality, the operators' workload and the required equipment is calculated and optimised.

### • Finance

Financial accounting, cost and budgetary accounting with support for multiple companies, multiple sites, multi-legislation, multiple accounting plans and multiple currencies, and management of spending and investment commitments. Management of payment deadlines, debt collection, payments and factoring. A company can be managed simultaneously with several accounting plans, either dedicated or shared, with each plan meeting specific needs based on location, accounting standard, activity and business. Financial divisions will benefit from analytics and consolidated view reporting, thereby offering an overview of the activities of all companies. Specific add-ons extend the solution's functional coverage to consolidation, cash flow, bank communication and credit management.

- **Decision support** tools have become essential management aids for analysing and measuring a company's key data: sales performance per customer or product, from trends in expense accounts to manufacturing cost analytics. Seamlessly integrated into Sage ERP X3, the decision support tool allows users to collect, consolidate, model and extract a company's data for informed decision-making and provide corporate strategy stakeholders with an overview of the activity in question.



The Sage Group plc is a leading global provider of business management software to small and medium sized companies, creating greater freedom for them to succeed. Sage understands how and why each business is unique. We provide products and services that suit varying needs, are a pleasure to use and are secure and efficient. 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 13,500 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)

## Sage ERP X3

Sage ERP X3 is Sage Group's global ERP solution for mid-sized companies and subsidiaries of large groups with international demands. For over 10 years Sage ERP X3 has been a proven and comprehensive ERP solution addressing mid-market companies' specific requirements and challenges in industries from manufacturing and services, to distribution and many more. Sage ERP X3 has presence in more than 60 countries worldwide, with 260 resellers and more than 2,000 consultants in its ecosystem. Over 4,000 customers have chosen Sage ERP X3 because it is easy to use, rapid to deploy, and cost effective.

To find out more visit  
[www.SageERPX3.com](http://www.SageERPX3.com)