

# Sage ERP X3



sage



In the current business climate,  
you need to control costs and  
guarantee a quick return on investment  
while also encouraging growth  
by being innovative, flexible  
and efficient.

**Introducing  
Sage ERP X3  
a simple integrated  
business solution**



## Sage ERP X3, anticipation and management

Sage ERP X3 is an integrated business management solution that drives performance and will rise to the challenges facing your business by:

- Helping control the effects of globalization related to international development, new market expansion, or changes in your corporate ecosystem
- Running all of your company's activities on one system and improving the efficiency of your processes
- Making internal and external collaboration easier by increasing your ability to respond and anticipate
- Improving customer satisfaction
- Guaranteeing a quick return on investment and controlling operating costs

With its Web 2.0 technology, Sage ERP X3 focuses on collaborative technology and customizable ergonomics to simplify your processes and increase efficiency.

Sage ERP X3 is the market leader in solutions fully dedicated to midsize companies. Thanks to its application extensions, its international scope and its expert and advanced functionalities, Sage ERP X3 adapts to your company regardless of size or organizational style. Sage ERP X3 helps you to constantly align your operations with the company strategy and to run your activity with 360 degree visibility.

**With a network of 240 resellers and operations in over 56 countries, Sage ERP X3 has already gained over 3,500 customers and has over 186,000 users.**

### Delivering Value with Predictable Results:

Business agility and visibility  
Local and international development  
Collaborative work and smooth operations  
Flexible management and efficiency  
Productivity and management of activity  
Anticipation and operational excellence  
Reduced costs and turnaround time  
Customer intimacy

**80 % of our customers  
consider Sage ERP X3  
to be a significant  
improvement over  
their previous system, or  
even a competitive  
advantage.**

Source: Sage survey 2009  
conducted by Ernst & Young Advisory <sup>(1)</sup>

(1) Study conducted between May and June 2009 by Ernst & Young Advisory to a sample of 250 corporate clients of Sage ERP X3 for at least 2 years.

# Sage ERP X3, clear cut benefits for your company

## Reduce your costs and lead times

Globalization is forcing you to keep your costs under control and increase your efficiency, whilst boosting reactivity. Sage ERP X3 automates and integrates management processes from one end right through to the other. With Sage ERP X3, you can access the data related to all your activity in real time with maximum control of your budgets.

## Encourage collaboration and coordination for complete visibility

Sage ERP X3 makes your offices, agencies and subsidiaries all part of the same information system. All your organizations share the same reference system and work in their own language and currency with accounting and financial management systems that meet national regulations and requirements. With Sage Visual Processes™, Sage ERP X3 makes it easier to coordinate and track operations across all your locations.

## Improve customer satisfaction

Though product and service innovation is essential, your ability to create an individual relationship with each of your customers is an altogether different matter. Building loyalty, being responsive and anticipating demand are key factors for success. Based on Web-Oriented Architecture (WOA), Sage ERP X3's technology brings company players and partners together around a common base.

## Seize new opportunities for growth

Your company grows by developing offers and services, or by conquering new areas of activity. Sage ERP X3's decision-making analysis and business indicators give an accurate 'state of play' of the company's assets. You can act more quickly and increase the quality of your strategic decision making.

## Drive your business with Sage ERP X3

Sage ERP X3 is the right ERP solution for companies with 50 to 5,000 employees, subsidiaries of groups, international companies and companies with a history of growth in manufacturing, distribution and services industries.

## Three reasons to invest

- **Focus on productivity:** managing increasingly complex processes, constant pressure on time and costs
- **Increasing need for visibility, flexibility and collaboration:** adjusting to a fluctuating demand, managing relationships, not just transactions, need to deliver more value to customers
- **Increasing need for global management:** cost reduction and market expansion, gaining access to material and labor, increased complexity and compliance

**Our Sage ERP X3 clients noted more than a 10% reduction in time spent when processing or producing financial reports.**

Source: Sage survey 2009  
conducted by Ernst & Young Advisory

# Sage ERP X3, a user oriented and cost-effective solution

Sage ERP X3 is intuitive and user friendly thanks to its many built-in graphical components. The Sage Visual Processes™ editor is easy for users to get to learn and adapt thanks to its detailed and ready-to-use job sequences.

Sage ERP X3 can be adapted to suit your needs and your development as it can be deployed gradually and progressively. As it is easy to learn, training and change management time is reduced and its wide range of pre-configurations will also save time during set up.

Thanks to its quick implementation and low TCO, Sage ERP X3 provides a much quicker return on investment.



“ We are getting to grips with Sage ERP X3 Premium Edition very easily, and I'm not the only one responsible. There are many users who know how to carry out requests on their own. And some are using the report generator with no help. There is no need to go via the editor for each new request.”

**E. JACQ-LETEURTROIS**

Functional Information Systems Manager for World Minerals Europe

## A business solution designed with the user in mind:

- Navigation made easier by interactive graphical processes
- Portals designed for specific roles with advanced performance indicators
- Full integration of office tools
- Powerful customization tools for more flexibility

## A business solution centered around the Web:

- A solution that can be accessed in real time with a simple internet browser, internally and externally
- A dynamic, intuitive web 2.0 portal that provides easy access to ERP and external application data
- A solution that makes it easy to integrate your branches, subsidiaries as well as suppliers, and customers
- Interaction made easy with other business applications



Thanks to the Web 2.0 portal, you can access business indicators in real time.

The process library (XML format) may be modified and shared, enabling each user to graphically display their processes on screen by sequence, function and report.

# Sage ERP X3, a wide functional scope

Sage ERP X3 is a complete and integrated management suite, covering all your company's operational needs in terms of production management, distribution, logistics, finance and human resources.

Sage ERP X3 is a multi-legislation, multi-lingual and multi-currency solution and can be adapted to suit the specific elements and legal requirements of each country. It also guarantees optimum management of midsize companies, on both a national and international scale.

## An open, scalable and flexible technology which adapts to change

Powered by our SAFE<sup>(1)</sup>X3 platform, Sage ERP X3 transforms your integrated management system into a truly collaborative internal and external environment. Based on flexible, open architecture oriented towards web services, Sage ERP X3 can cater to up to 2,000 simultaneous users within your organization.

With built-in technical functionalities available as standard, SAFE X3 makes it easier to use and manage Sage ERP X3: workflow, publication of web services, JAVA bridge, batch server, out-of-the-box business intelligence, web portal, etc.

- Quick implementation thanks to pre-configurations.
- Enjoy report publication and decision-making tools built into the platform (integrated Crystal Reports, decision-making datamart operated via Business Objects, etc.).
- Operate using the market's leading operating systems (Windows, Unix, Linux), with the standard databases of the market (Oracle, SQL Server).
- Customize your solution by using integrated development tools and define your user interface.
- Increase mobility and access your dashboards via Sage Enterprise Webtop, wherever you are.
- Access information contained in Sage ERP X3 quickly and as easily as you search the web. Just type a term in the search box and find what you're looking for.
- EDM functionality which indexes and archives electronic documents and content, so users can access them directly from the ERP.

Planning, management and reporting are gathered into one single process. You make decisions more efficiently and seize market opportunities more quickly. SAFEX3 provides support during organizational change in your company, such as centralization and decentralization.

## A strong innovation - Sage Enterprise Webtop

Sage Enterprise Webtop™ is a component in our SAFE X3 platform that allows users to connect to Sage ERP X3 through Widgets via the Netvibes publishing platform.

This technology enables users to have secure access to Sage ERP X3 data from any mobile device, as well as access to business or personal information (such as RSS feeds, information from networking tools.) in a personalized dashboard environment.

The Sage Enterprise Webtop opens and decentralizes the access to Sage ERP X3 not only to users connected to the enterprise, but also to external business partners (customers, suppliers, carriers) - for greater flexibility and easier collaboration.

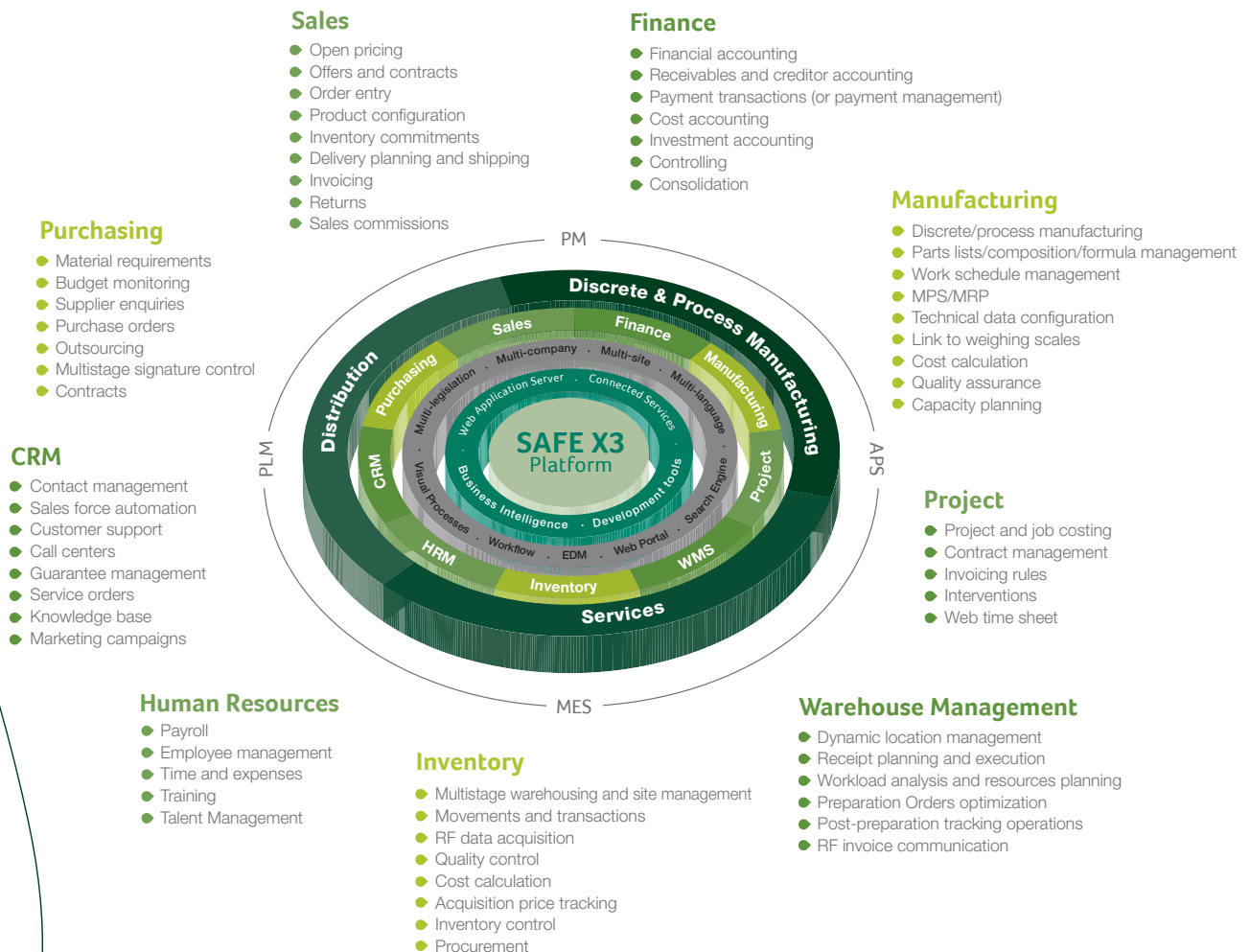


<sup>1</sup> SAFE : Sage Application Framework for the Enterprise

With Sage Enterprise Webtop, you can access the company's dashboards in real time.

## Extends Functional Coverage and Integration

To extend the value of Sage ERP X3 and provide end-to-end business process management and a better collaborative approach across all company departments, Sage ERP X3 has expanded several processes through standard Business Connector on specialized solutions as PM, APS, MES, PLM.



### Sage ERP X3 fits your industry needs

Preserving your differentiation in the market while taking advantage of standard best practices is key for your company to remain competitive and grow. Your organization, processes and the unique way you manage your business significantly contribute to that difference. Therefore, opting for a new management system should help you take better advantage of your unique strengths rather than standardize the way you're doing business in your market.

At Sage, we know that while mid-sized companies often require customized business applications to support their specific processes, (without investing in fastidious one-of-a-kind software developments), they also want to take advantage of the best standard practices in their industry.

Therefore we designed Sage ERP X3 to provide your company with both best-in-class standard management features and in-depth process customization capabilities, while remaining easy to parameterize and avoiding heavy custom developments. The result is a range of configured offerings, which cover the standard requirements of your industry and are also easily adaptable to your company's specific organization.



# Sage ERP X3, the answer to all your company's challenges

## Optimized distribution and logistical processes

Sage ERP X3 offers sales management, stock, purchasing, logistics and customer relations functionalities to help you manage your operations efficiently.

- Anticipate customer demand
- Adjust your supply according to demand
- Have complete visibility across all your locations and optimise logistical flows
- Control and track your operating margins
- Track and improve the level of service offered to customers

## A complete set of solutions for production and logistics

For industrial companies, Sage ERP X3 offers advanced production management, stock, logistics, purchasing and supply functionalities.

- Adjust production plans according to demand
- Take advantage of various production strategies and optimise logistical flows
- Have complete visibility across all your activities
- Highlight areas for improvement through quality assurance management
- Analyze and act on your operational margins

## Financial analysis of company performance

Sage ERP X3 covers all areas of financial management, from general and budgetary accounting right through to managing commitments and fixed assets.

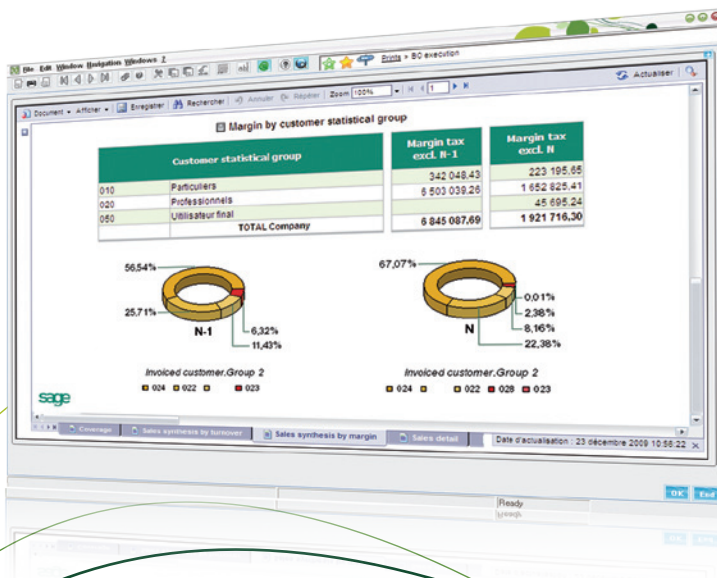
- Reduce administrative lead times so you can concentrate on analysis
- Manage and reduce business-related risks
- Apply laws and regulations for both national and international activity
- Quickly produce reliable results
- Ensure full traceability for your data and transactions



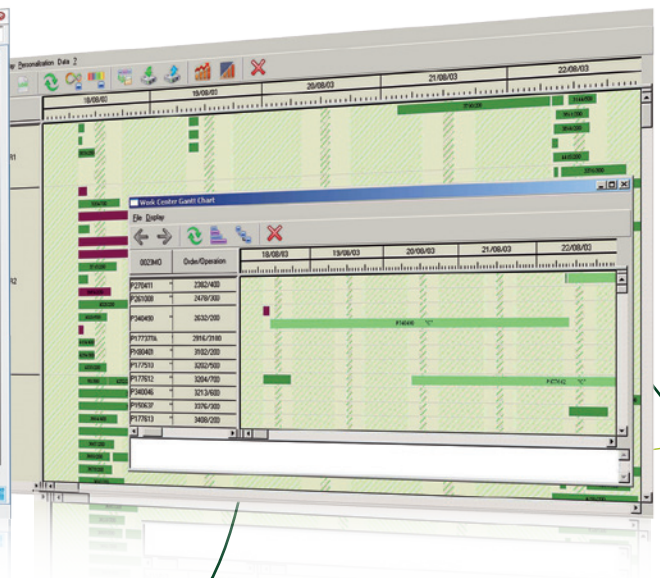
“ With Sage ERP X3 *Premium Edition*, we are rationalising stock production and management for the César Group. Each subsidiary is working better and is interacting with others more easily. Since we set up our standard rules, we can obtain uniform information from one country to the next.

”

**B. BOUNIOL**  
IS Manager - César Group



With Sage ERP X3, you have a wide range of tools available to help with your decision making.



With Sage ERP X3, you can use interactive Gantt diagrams with infinite and finite capacity.





“ Profitability and the well-grounded merger of BM Packaging and SFERE required us to create real synergy between the teams and to attain economies of scale Sage ERP X3 Standard Edition is the only system to have met our expectations in terms of functions, costs, user-friendliness and scalability.”

**S. DELON**  
General Manager of SFERE BM

## A strategy to develop human capital integrated into your information system

To effectively manage employee relations, Sage ERP X3 offers a wide range of functions: payroll, training and career management, time and activity management.

- Recruit the right person at the right time
- Respect regulations and legal risks
- Maximize management of personnel costs
- Develop the value of human capital
- Take advantage of dashboards and their associated indicators

## Sage ERP X3, a business solution that meets a decision maker's challenges

**CEO:** • Ensuring the sustainability, profitability and efficiency of my business • Becoming more responsive (a real-time view of all our activities) • Becoming more agile • Creating more value

**CFO:** • Delivering Financial Reports at the right time • Managing and reducing risk • Making financial data more reliable and easier to audit: Financial Traceability Guaranteeing financial information • Managing corporate performance : KPI (analyzing & forecasting) • Improving the efficiency of financial processes

**COO:** • Managing and optimizing logistical and industrial flows • Optimizing and adapting demand planning • Controlling operational margins and costs • Maintaining 360-degree oversight of distribution and industrial sites • Ensuring client service quality levels

**CIO:** • Having a durable investment software platform ready for growth • Respecting budgets and planning • Facilitating IT team and user adoption • Ensuring ease of integration and operability

**End Users:** • User interfaces • Role-based concepts • Personalization • Collaboration features • Ease of use • More integrated analytics features • Occasionally access an ERP system



This screen illustrates a sub-contract management process.

SAFE X3 Web Application Server helps create e-business solutions.

## Sage ERP X3, one solution, two editions

Sage ERP X3 best serves businesses ranging from 100 to 1,000 employees, with 20 to 1,000 ERP users in local or international companies.

Sage ERP X3 Premium Edition is designed for local and/or international businesses that want a strong integration with existing IS and to automate the process or the specific job, in accordance with the relevant international legal regulations and normative premises.

As an extensive, robust and flexible offering, Sage ERP X3 Premium Edition provides powerful customization tools and an open and scalable technology to support the development of your company.

Sage ERP X3 Standard Edition\* is designed for local, independent companies or group subsidiaries with limited IT resources, but which still need an ERP system that is simple to implement, rapid to deploy and with a broad functional scope.

With 16 pre-set role specifications and over 400 Ready-to-run Reports, use interactive graphics to access each function of your business, which have been identified based on our customer research. Sage ERP X3 Standard Edition comes with kits for implementation which facilitate the user experience.

\* Only available in France, US, Spain, Portugal and Germany.



## Sage ERP X3 helps you realize your vision

Because we know that behind business achievement there is far more than best practice and cold rationality, we aim to live and breath your business, giving you an extraordinary experience that helps you realize your vision.

- **Operational:** rich functionality supporting all areas of your business
- **Decision-oriented:** timely reports, relevant KPIs 360° view across business units
- **Flexible:** adaptable to you unique business processes, for now and for the future/for local and global operations, operable over the Internet
- **Collaborative:** easy to use, beyond core ERP users, connected to partners, suppliers and customers, open to web/mobile applications
- **Cost-Effective:** affordable/fast to implement, simple to maintain and adaptable with limited IT resources, proven ROI

## Sage, made-to-measure management solutions

The world's third-largest publisher of management solutions, Sage simplifies and automates the management and business processes of 6 million companies in more than 70 countries. With Sage, customers can build an information system that fits their needs so that they can rise to today's and tomorrow's challenges.

Sage provides midsize and large companies with integrated and modular management solutions, covering all company operations and all types of projects: ERP, financial management and accounting, human resource management and customer relations management solutions.

The secret of Sage's success is its one-of-a-kind approach: local expertise to meet the specific requirements of each country and a worldwide presence that enables us to support our customers regardless of the size of their project. Sage is supported by a network of 28,000 dealers around the world to ensure quality and to keep its service local.

Sage owes its development to both organic and external growth, driven by profitability. With its acquisitions policy it has been able to increase its range of added-value products and services and increase the number of countries it operates in: each company it acquires is selected according to the capacity of its workforce and the degree to which its products contribute to Sage's expertise.

### **Sage services, support, advice and training to suit your needs**

To help you optimize the use of your products, the experts at Sage offer you support throughout the life of your project by providing Support, Consultation and Training sessions.

As part of your international development, Sage and its local experts will be with you at every step of the Sage ERP X3 deployment process.

**89% of our Sage ERP X3  
customers felt that all  
commitments were upheld.**

Source: Sage survey 2009  
conducted by Ernst & Young Advisory

## A few words from our customers...



“ Thanks to Sage ERP X3 *Premium Edition*, at head office we have much more accurate statistics on inventory and sales. For example, we can establish operating accounts for each individual machine - this is vital for determining whether the equipment is profitable. ”

**X. LAINÉ**

Administrative and Financial Manager of Bleu Blanc



“ With Sage ERP X3 *Premium Edition*, we have improved how we manage inventory and have reduced it significantly - by about 12%. Another noticeable benefit: we can now find out precisely what our actual production costs are, which depend on the ever-fluctuating prices of raw materials. ”

**R. BEROUJON**

Project Manager and Head of the extrusion department  
for the Gaillon Group



#### NORTH AMERICA

- United States
- Canada

#### SOUTH AMERICA

- Argentina
- Brazil

#### AFRICA

- South Africa
- Algeria
- Botswana
- Cameroon
- Congo
- Democratic Republic of Congo
- Gabon
- Ghana
- Ivory Coast
- Kenya
- Lesotho
- Madagascar
- Malawi
- Mauritius
- Morocco
- Namibia
- Nigeria
- Senegal
- Swaziland
- Tanzania
- Tunisia
- Zambia
- Zimbabwe

#### EUROPE

- France
- Germany
- Ireland
- Poland
- Portugal
- Spain
- Switzerland
- United Kingdom
- Belgium
- Italy
- Romania
- Russia
- The Netherlands

#### MIDDLE EAST

- Saudi Arabia
- United Arab Emirates
- Egypt
- Jordan
- Kuwait
- Lebanon
- Oman
- Qatar

#### ASIA

- Singapore
- China
- Indonesia
- Malaysia
- Thailand

#### OCEANIA

- Australia
- New Zealand
- Pacific Islands

- Sage Offices supporting Sage ERP X3
- Sage ERP X3 resellers

To find out more about  
**Sage ERP X3**

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