

**sage** X3

**Now you can grow  
faster, without  
getting bigger**



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# Adopt a faster, simpler, more flexible business management solution

Sage X3 takes the complexity out of running your business. It simplifies every part of your operation, leaving you lean and ready for whatever comes next, wherever you are in the world. With Sage X3, you are choosing the next generation business management solution for your enterprise to grow faster and run an agile organisation.



## Faster

Sage X3 runs your business faster than ever before, with a cohesive, enterprise-class solution to manage all of your core business processes – from purchasing to manufacturing, inventory management, sales, customer service and financials – locally and internationally. It also accelerates collaboration and reporting, and delivers real-time insight into all costs and operational performance.



## Simpler

Sage X3 is easy to use in a familiar Web browser and on mobile devices, giving you the freedom to work where you need. It is also simple to manage, and highly configurable to adapt to your unique processes, role and preferences. Sage X3 is a versatile solution – use it as a service in the cloud and reduce demand on your in-house team to maintain the system, or deploy the solution on the infrastructure of your choice.



## Flexible

Sage X3 is ready for your industry. Built-in functionality for process manufacturing, manufacturing, distribution and services tasks, adjusts to accommodate your company's unique rules and processes. It's also easily scalable – so you'll never run out of capacity again – and quickly adapts to your changing needs, growing with your business as you expand to new markets or geographies, and making it simple to manage a global business.

“With Sage X3 I can sit here at my desk in Minnesota, quote a customer in Germany, and send off that quote in German with the amount in euros. Even better, I can perform that same task, just as effectively, from my iPad at the coffee shop.”

John Babcock, Vice President of Finance, Satellite Industries

# Running your business does not have to be complicated

## Get more done, faster.

Increase user productivity and accelerate adoption with an intuitive web user interface that users can easily personalise to work the way they do.

## Go where your business takes you.

Access your data on mobile devices, check your inventory, take customer orders, approve purchases, and view key performance indicators on the go.

## Take back control over your processes.

Eliminate inefficiencies, ensure compliance, and streamline operations with end-to-end integration of your business processes to control costs and improve profits.

## Get the insight you need, when you need it.

Evaluate risks and monitor performance in real-time with user dashboards, self-service business intelligence, and reporting tools.

## Serve your customers better.

Accelerate issue resolution and increase employee responsiveness with faster and simpler access to the information they need.

## Expand to new markets or geographies.

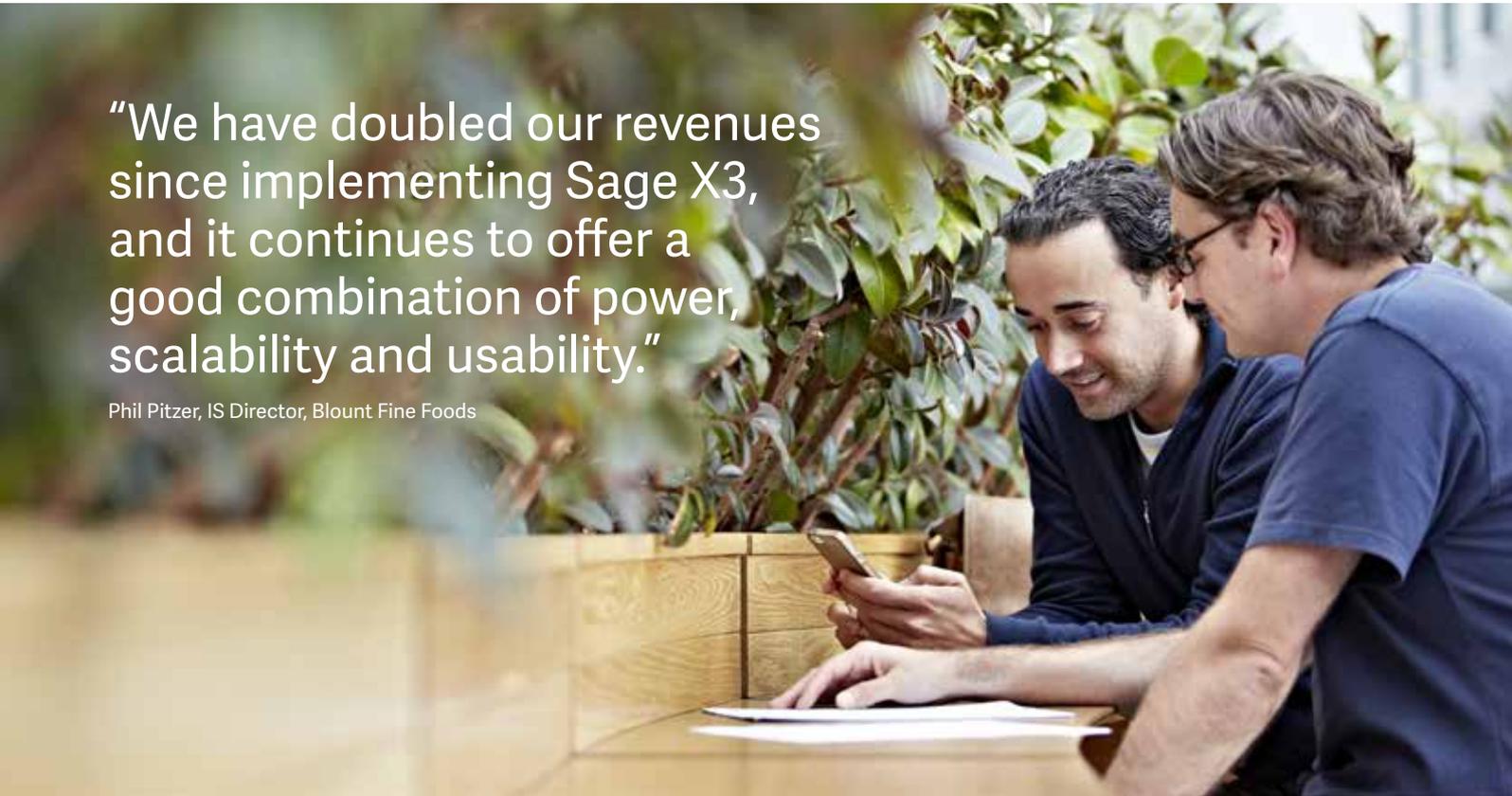
Increase capacity, implement new processes, manage new business units, or expand to new geographies with a flexible business management solution designed for growth and international trade.

## Gain agility and focus on your business.

Take advantage of enterprise-class business management functionality, security, and scalability at a fraction of the cost and complexity of typical ERP systems. Simplify IT management and free up resources to focus on more important projects.

“We have doubled our revenues since implementing Sage X3, and it continues to offer a good combination of power, scalability and usability.”

Phil Pitzer, IS Director, Blount Fine Foods



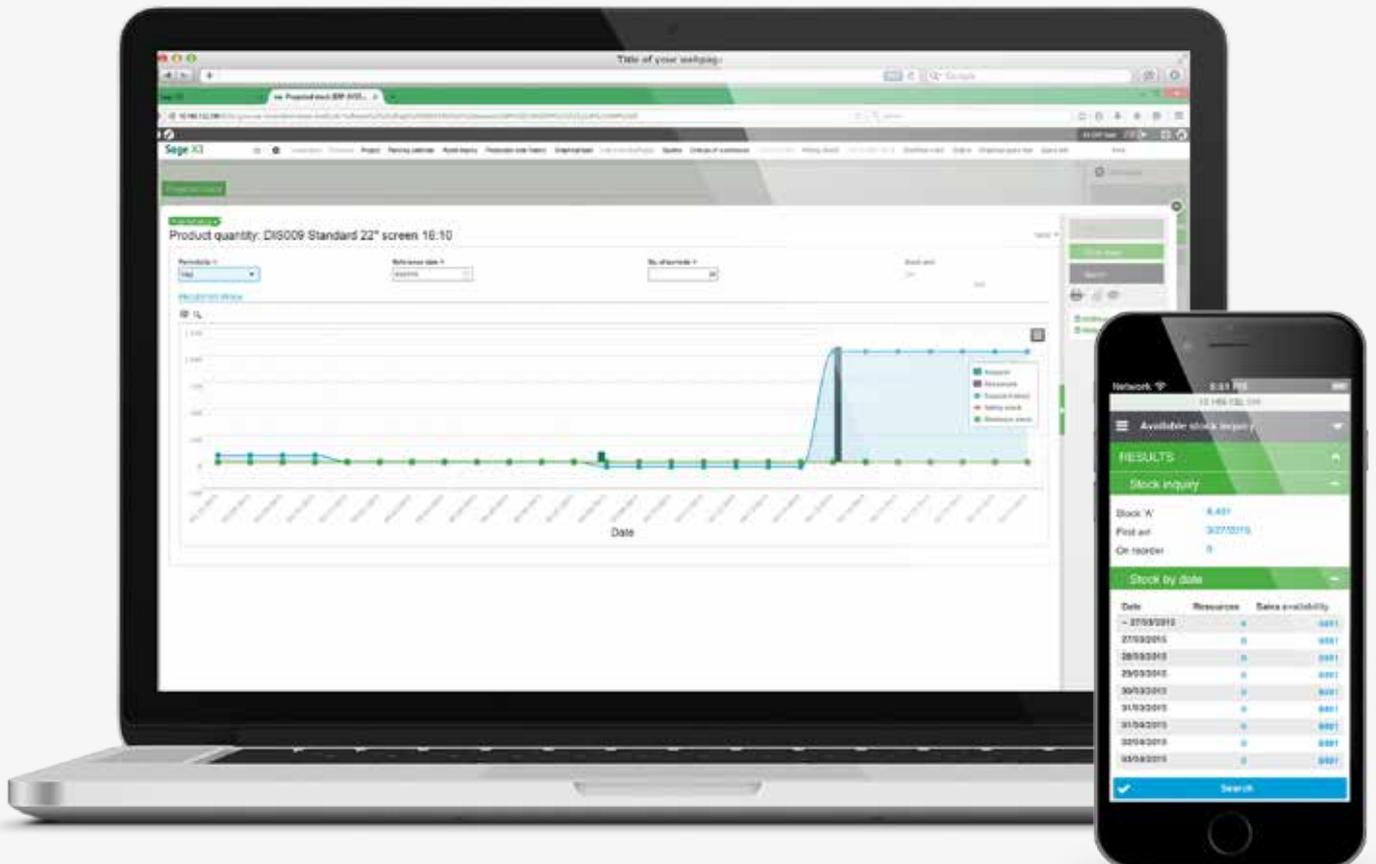
# Flexible and easily scalable to support your entire business

Sage X3 offers powerful functionality that can be configured to meet your unique way of doing business. Its flexible data model supports complex organisational deployment and reporting structures, simplifying management across multiple facilities, companies or business units, regions and countries from a common installed instance of the solution.

Optimises inventory across multiple warehouses and locations.

Scalable multi-tier architecture ensures virtually unlimited capacity.

Simple to manage with limited IT, in the cloud or deployed on the infrastructure of your choice.



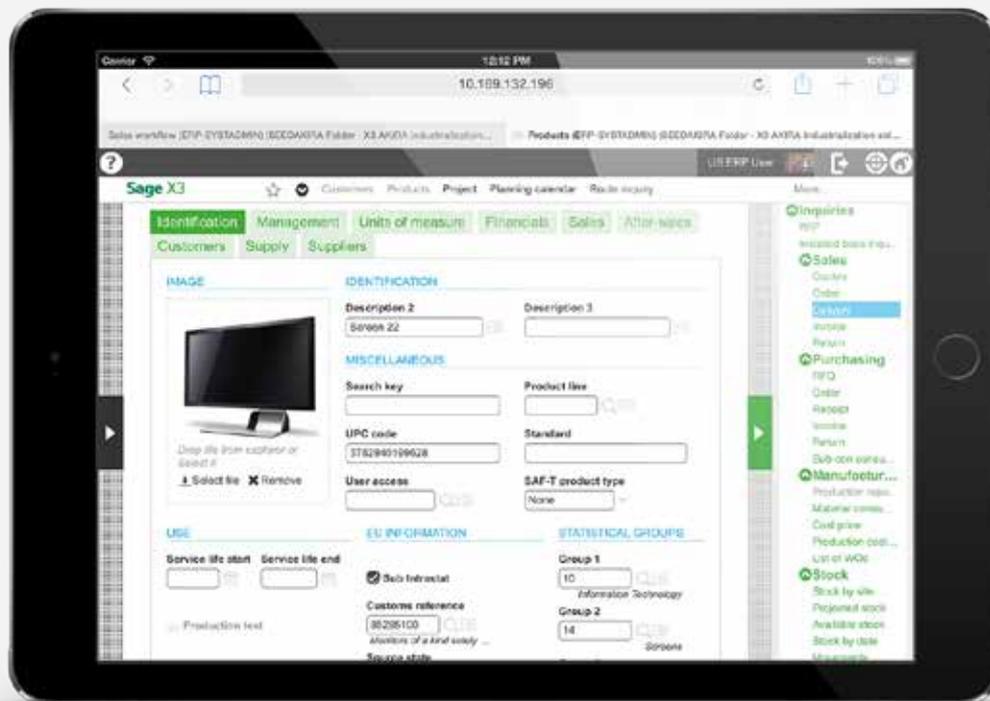
# Personalised Web and mobile user experience

Sage X3 introduces a better, more personal user experience with secure web and mobile technology at its core. Whether that's at the office or on the go, users can access the data they need, in an intuitive interface, personalised to their role and preferences.

Designed to be easy to use and responsive on Android and iOS smartphone and tablet devices.

Mobile and web deployment enables access to common enterprise data from anywhere and on any device.

HTML5 interface ensures intuitive browser experience and allows for extensive personalisation by users.



# Ready for your industry

Unlike other solutions that rely heavily on add-on software integrations to support industry-specific processes, Sage X3 includes functionality that's ready to use in most distribution and manufacturing industries. It also uses flexible web service technology that enables easy access of complementary solutions when necessary.

## Designed to meet the needs of these industries and more:

### Distribution

Expand your market and control your costs



- Retail trade
- Transportation and logistics
- Wholesale trade

### Manufacturing

Consistently deliver high quality goods



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

### Process Manufacturing

Achieve process and product consistency



- Chemicals
- Cosmetics
- Food & beverage
- Nutraceuticals
- Pharmaceuticals

### Services

Keep your customers satisfied and returning



- Advertising
- Consulting services
- Engineering services
- Equipment rental
- IT/Software services
- Maintenance and Repair services

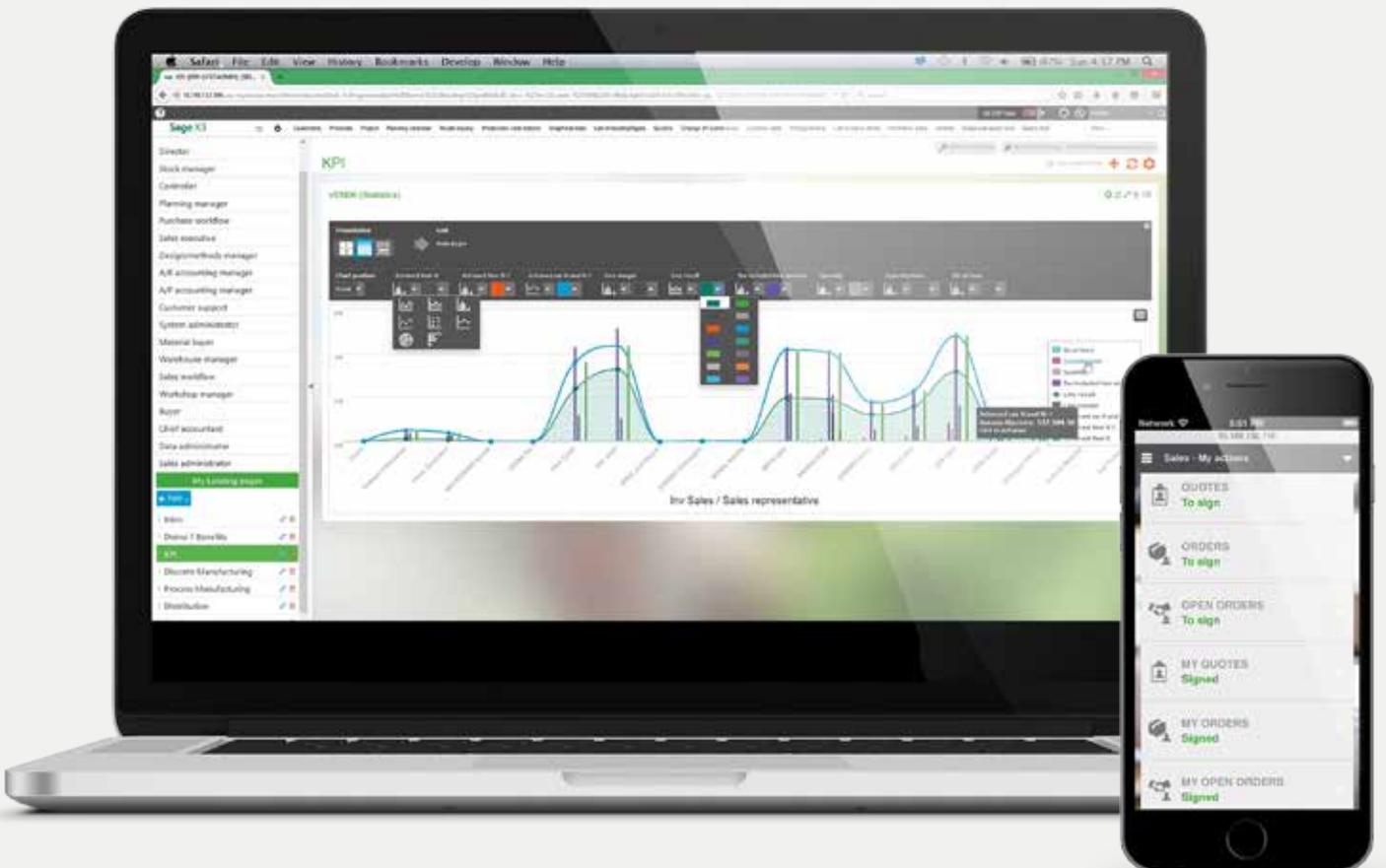
# Ready to manage all your financials and operations

Sage X3 offers rich functionality to support all your core business processes with minimal IT investment and resources. Accelerate your business processes management with robust analytics and web apps.

Integrated management across purchasing, inventory management, manufacturing, sales, customer service, accounting and finance.

One solution with powerful workflow automation to accelerate business processes and better control performance across all areas of the business.

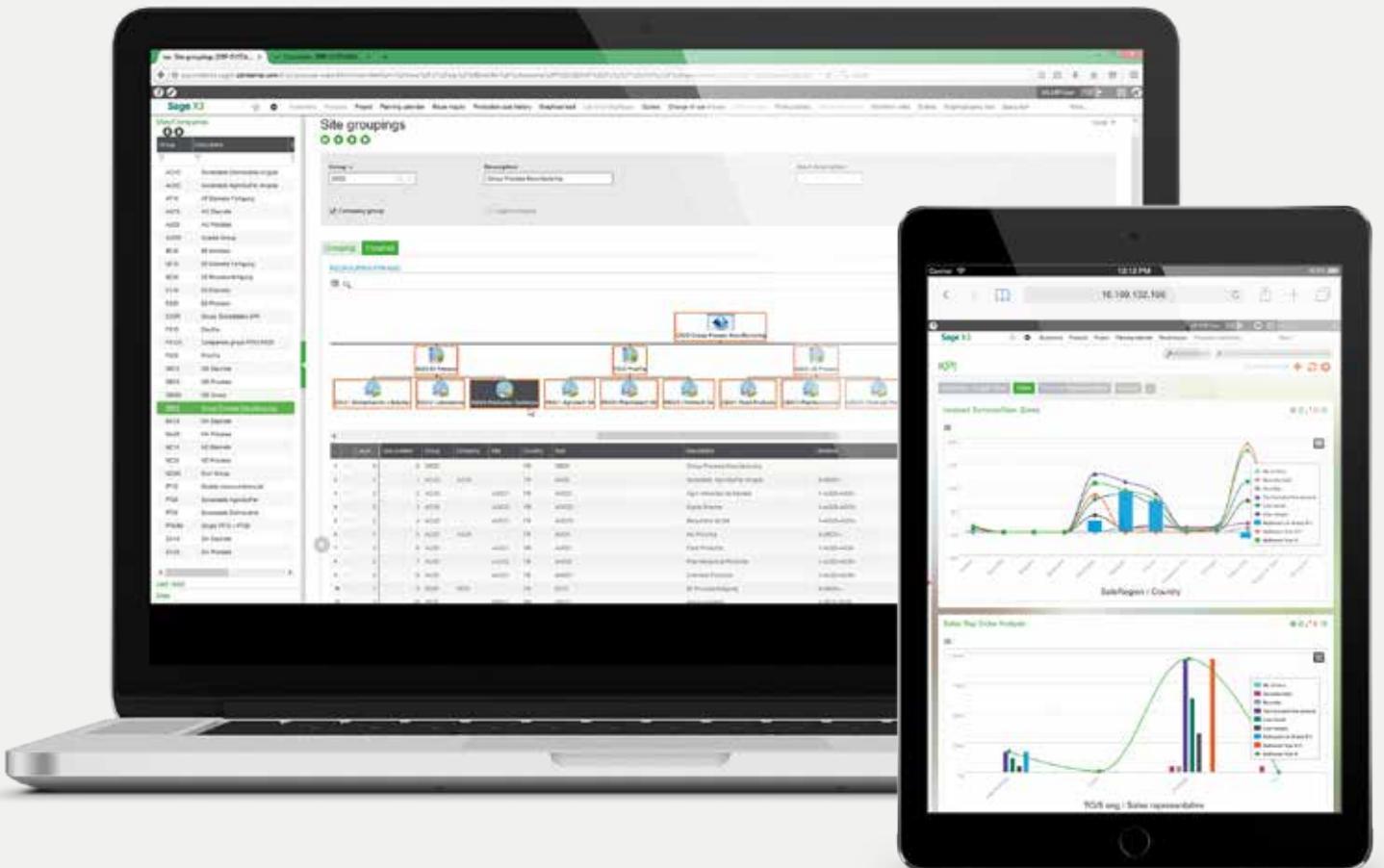
Built-in analytics for deeper insight into operations, accelerating reporting, communications and decision-making.



# Ready to grow a global business

Sage X3 eliminates the complexity of managing an international business. It simplifies the management of international trade – suppliers, contractors, partners and customers (multi-language, multi-currency) – and can manage a global business from one common installed instance (global compliance, multi-legislation, multi-ledger).

See everything from every location in one single instance.



# Sage X3 core business management capabilities and technology

CORE APPLICATIONS



Accounting and financial management



Purchasing



Inventory management



Manufacturing management



Customer service



Sales management

Role-based workspace

Document management and office collaboration

Workflow automation and alerts

Reporting and business analytics

TECHNOLOGY



Common data source



Dev tools and web services



HTML5



Mobile



Partner-hosted or on-premises



Cloud

“Our field agents used to service four customers per day. As we enabled them with mobile devices connected to Sage X3, this number doubled.”

Philippe Scemama, CEO, Adelya

“For Novarroz, choosing Sage X3 meant a significant improvement in the automation of its business processes with customers, partners, and suppliers. This user-friendly tool provided complete integration of information, improved efficiency, and total control over costs.”

Joao Andrade, Export Sales Manager, Novarroz



# Ready to manage all your financials and operations

Sage X3 offers rich and integrated functionality to support all your core business processes with minimal IT investment and resources.

## Financial management

- General ledger
- Account payable, account receivable
- Cash management
- Bank management
- Cost and analytical accounting
- Expenditures
- Budget and commitments
- Factoring
- Fixed asset management
- Mobile apps

## Purchasing

- Supplier and product category management
- Pricing and discounts
- Purchase planning, ordering and requests
- Purchase orders, delivery and scheduling
- Requests for proposal
- Open orders, budget accounting
- Multi-level signature management
- Receiving
- Supplier invoice entry and returns
- Contract and sub-contracting
- Inter-company/inter-site transactions
- Import declarations and costing
- Secure EDI data exchange
- Integrates with Sage Pay (UK) for payment processing
- Mobile apps

## Inventory management

- Product data, multiple units of measure
- Location management
- Inventory balances
- Quality control and sampling
- Replenishment, inter-site transfers
- Order release
- Stock movements
- Inventory costing
- Physical counting
- Import tracking
- Supplier, container and shipment management
- Version and change management control
- Mobile apps

## Manufacturing management

- Multiple manufacturing modes
- Product configurator, options & variants
- Bill of Material, formulas and recipes
- Work and cost centre management
- Forward/Backward scheduling
- Replenishment and Inter-site transfers
- Production cost accounting
- Order release
- Quality control and analysis
- Production cost accounting
- Master production scheduling
- Version and change control

## Sales management

- Product configurator, options & variants
- Pricing and discounts
- Sales commissions
- Quotes, contracts and open orders
- Multi-level credit checking and order entry
- Order preparation, delivery, packing and shipping
- Customer returns
- Invoicing and reminders
- Inventory inquiries and allocations
- Loans and commitments
- Inter-company/inter-site sales
- Bill of lading and export declaration
- Secure EDI data exchange
- Mobile apps

## Customer service

- Contact management
- Sales force automation
- Customer call centre support
- Warranty/Service orders management
- Solution knowledge base
- Marketing campaigns

### Role-based workspace

- Personal home page
- Personalised by user or administrator
- Multi-level access to relevant data

### Reporting and business analytics

- User-defined dashboards
- Configurable inquiries
- Audit trail from cumulative total to detail
- Library of over 400 reports
- Automatic printout triggering
- Generation of Word®, Excel®, text, HTML, PDF files

### Workflow automation and alerts

- Configurable triggering of workflows
- Alerts with contextual links to trigger further actions
- Information stored for accessibility and audits

### Document management and Microsoft Office® collaboration

- Document and revision management
- Sharing by user, role, and project teams
- Document saving
- Microsoft Office® integration with synchronised data
- Microsoft Outlook® integration
- Full-text search

### Technology

Sage X3 adopts a multi-tier architecture, which ensures highly reliable, flexible and scalable operations.

Sage X3 offers a choice of deployment (cloud, partner hosted or on-premise) and the flexibility to reconsider this choice to adapt with your business in the future.

A man with glasses, wearing a dark sweater over a collared shirt, is standing in a warehouse. He is holding a large cardboard box with a red strap. He is looking off to the side with a thoughtful expression. The background shows high industrial shelving units filled with boxes, typical of a warehouse environment.

“If you understand the power of data in your business decision making, you’ll instantly see the value in this tool. Sage X3 allows companies with vision to realise that vision. It allows us to run a smarter, more strategic business.”

Mike DePasquale, Group Enterprise System Manager, Avon Rubber p.l.c.

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