Sage ERP X3

For Multichannel Retailers and Direct Marketers

Sage ERP X3 for Multichannel Retailers is a fully integrated extension of the Sage ERP X3 Distribution software edition aimed at meeting the specific needs of mid-sized multichannel retailers and direct marketers, helping them manage customer-centric, end-to-end business processes.

Improve Operational Efficiency Across All Areas of Your Business

Sage ERP X3 integrates all the enterprise's information and business processes within one single software system and database, giving users an extensive view of their activity in real time, no matter where data has been created or stored. Along with the Multichannel Retail application module, it provides multichannel retailers and direct marketers with a cost-effective solution to manage their business globally, while offering first-class functionality in key areas such as marketing and campaign management, merchandising, pricing and promotion, order processing, credit checking and customer rating, e-commerce, warehousing, customer service, finance and business intelligence.

Improving Your Customers' Experience

Based on Sage's long-time experience with easy-to-use, flexible business applications, Sage ERP X3 introduces state-of-the-art ergonomics. Throughout the system functions, critical information may be accessed in just a click, ensuring that users can give an accurate answer to any customer request in real time (multi-warehouse inventory checking, order status, item search and pricing, etc.). A fuzzy-logic order entry screen enables users to search for

existing records while capturing partial information from a customer on the fly, such as a postal code or misspelled customer name.

Also, Sage ERP X3's Business Process Designer enables access to all ERP functions following user-defined work procedures, avoiding long lists of menus and options and shortening the learning curve of the product dramatically.

"The ability to modify an application for our own specific needs is not something that is common of the software systems for our industry. With Sage ERP X3's development environment we'll be able to quickly adapt the system to our business model, instead of changing the way we do business to conform to the software."

Barry Gertner IT Director for A.M. Leonard, Piqua, OH

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Speeding Up Procedures

Sage ERP X3 introduces a secondgeneration workflow engine, giving businesses the ability to manage most of their procedures electronically and process customer information rapidly and under controlled conditions. Also, Sage ERP X3 provides offers extensive traceability and audit trails, which can be followed forward and backward by simple click & zoom on anomalies.

Learning About Targets and Increasing Customer Loyalty

Sage ERP X3 introduces a powerful new business intelligence engine — powered by leading Business Objects™ technology — which allows users to analyze customer data and business performance on the fly, by simple drag & drop of aggregated data that are kept up to date with the flow of day-to-day operations.

In just a few clicks, this intuitive, fully integrated tool helps users build relevant targets for new campaigns by learning how an item, customer segment, or geography is contributing to sales revenue, volume and margin, understanding which products are customers' favorites and which items they never buy, learning about buying trends, seasonality and inactive customers, etc.





Building New Competitive Advantages

Sage ERP X3 is built on the Sage Application Framework for the Enterprise X3 technology (SAFE X3). This SOA/Web-native platform provides users with the latest, best-in-class collaboration capabilities in either client/server or Web mode. It is fully Web Services compliant (XML, UDDI, WSDL, SOAP), which enables users to access and execute any services over a network, such as the Internet, as well as to create new collaborative applications with partners.

An e-commerce solution, Sage ERP X3 also provides with Sage Xtend a comprehensive environment for Web development and Web storefront integration.

More, Sage ERP X3 offers a highly productive 4GL Integrated Development Environment. It allows companies to easily adapt the system to support company-specific procedures and create exclusive applications to better service their customers, while keeping their development safe from the standard functional updates or upgrades of the system.

Reducing Expenses with One of the Most Cost-Effective Solutions in Today's Market

In a continuous effort to make Sage ERP X3 one of the most cost-effective ERP solutions in today's market, the system has been designed from the ground up to speed up installation and parameterization, as well as to minimize all maintenance operations. Plus, it features a new core engine that is boosting performance to a new edge, whether the system is run in client/server or Web mode.

Features and Functions

Sales

Centralized product configuration and publishing options per channel

Multiple campaign pricing rules

Sales forecasting and demand planning

Fuzzy logic customer search and order entry*

Complex order line capabilities (campaign to line for pricing, apparel entry, cost breakout, rolled goods entry, special handling codes, freight options...)*

Credit checking, customer rating

Promotional coupons (internal/external, electronic and printed), redeemed coupons and gift certificates processing*

Allocation, delivery scheduling, shipping, returns, invoicing

Mixed payment method with points/loyalty program redemption or gift certificate purchases*

Split credit cards*

Online credit card authorization and data encryption

Web storefront integration (with Sage Xtend)

CRM

Advanced as well as assisted campaign targeting (predefined filters, targeting wizard)

Direct marketing campaigns planning and follow-up

Customer points program management*

Customer support with knowledge base

Phone integration for productivity tracking and customer identification*

Sales force automation



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Warehousing

Supply planning across multiple warehouses

Location management: dedicated, suggested or random storage for single/multiple item location

Stock management by physical location, lot and sub-lot, quality status, serial numbers, expiration dates, and potency

Multiple pick and schedule methods for low quantity/high volume orders*

Multiple allocation methods for distribution of 3rd party charges into inventory value*

Consigned inventory and third party inventory

Inventory balances by stock status

Physical counting

Inventory replenishment

Intra-company movements

Variety of inventory costing methods

Cost accounting

Purchasing

Short to long cycle process among: RFQ's and responses, contract and blanket orders, PO, receiving/returns, invoicing

Supplier rating and classification, statistics

Free pricing criteria and rules

Purchase planning and ordering with/without MRP replenishment

Delivery scheduling and receiving

Built-in security and workflow with signature rules to control commitments against budget

Open Item management and tracking: dispute level, payment approval

Payment term scheduling

Mass payment campaigns

User-defined payment process (check writing, check voiding, check reconciliation)

Finance

User-defined fiscal calendars, GL accounts and analytic dimensions

Accounts receivable/accounts payable

Budgeting

Financial extraction and reporting, intercompany consolidation ready

Complete audit trail ensured by successive or single zooms on original documents available across the entire ERP suite

Fixed assets

Risk analysis

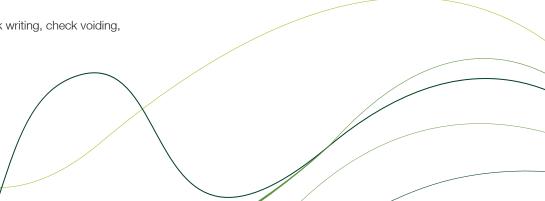
Open item tracking and follow-up

Statistics and Business Intelligence

Statistics available across all applications and through user-defined portal and dashboards

Integrated BI engine by Business Objects™ including ready-to-use universes for sales and marketing analysis

* With MCR application module only





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