accelerate
your business
performance

Sage ERP X3

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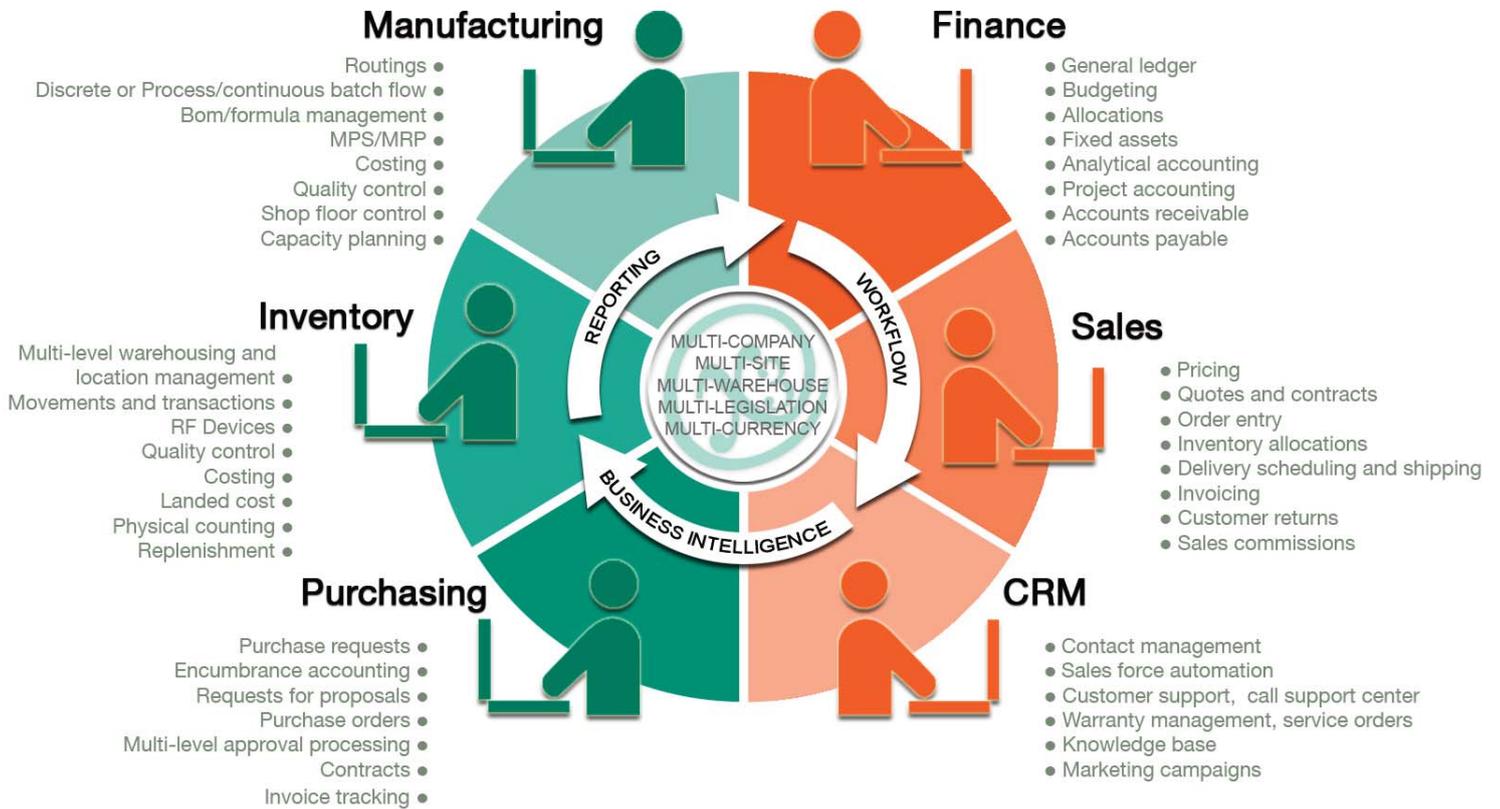
Gear up
with Sage ERP X3

The need to manage increasing volumes of information, with less time and resources, represents a major challenge for your company today. The cost efficient solution to this is an ERP (enterprise resource planning) system, where you can integrate all your management processes into a single, coherent information system. The ERP system organizes all internal flows while monitoring exchanges with all your external partners, including your customers, suppliers and subcontractors. The ERP approach achieves unequalled speed and reactivity throughout your organization, and represents a strategic choice for developing the competitiveness of your company.

Sage ERP X3 combines all the advantages of ERP performance, while maintaining simplicity and flexibility, principles on which the success of Sage Business Management solutions for medium-sized and large companies is founded:

- Simple, fast integration irrespective of the configuration of your organization (decentralized units, international subsidiaries, etc.) and your existing information system;
- User-friendly ergonomics ensuring fast start-up for all users;
- Simplicity in terms of adaptation and personalization in line with the processes specific to your organization and business activity;
- Flexibility and the ability to evolve in step with the growth and the new requirements of your company;
- Lightweight, easy to administer IT infrastructure.

Control, speed and flexibility: these are the major advantages you obtain with Sage ERP X3. To fully benefit from your resources and develop your growth potential in your domestic and international markets, you can count on the reliability, responsiveness and open approach of Sage ERP X3 in the short and long term.

Over 1,900 companies – with 20 to more than 1,000 users – rely on Sage ERP X3 for their daily operation worldwide.

Manufacturing

- Routings
- Discrete or Process/continuous batch flow
- Bom/formula management
- MPS/MRP
- Costing
- Quality control
- Shop floor control
- Capacity planning

Finance

- General ledger
- Budgeting
- Allocations
- Fixed assets
- Analytical accounting
- Project accounting
- Accounts receivable
- Accounts payable

Inventory

- Multi-level warehousing and location management
- Movements and transactions
- RF Devices
- Quality control
- Costing
- Landed cost
- Physical counting
- Replenishment

Sales

- Pricing
- Quotes and contracts
- Order entry
- Inventory allocations
- Delivery scheduling and shipping
- Invoicing
- Customer returns
- Sales commissions

Purchasing

- Purchase requests
- Encumbrance accounting
- Requests for proposals
- Purchase orders
- Multi-level approval processing
- Contracts
- Invoice tracking

CRM

- Contact management
- Sales force automation
- Customer support, call support center
- Warranty management, service orders
- Knowledge base
- Marketing campaigns

REPORTING
WORKFLOW
BUSINESS INTELLIGENCE

MULTI-COMPANY
MULTI-SITE
MULTI-WAREHOUSE
MULTI-LEGISLATION
MULTI-CURRENCY

Sage ERP X3 software integrates all your information and business processes within one single software system. Extensive functional coverage and full data integration within Sage ERP X3, coupled with a powerful workflow engine as well as easy-to-use reporting and business intelligence tools, give your company real-time control and visibility over its activities and improve decision making in each of the key areas supported by the system.

Sound technology choices:

- Web native/SOA architecture
- Windows, Unix or Linux operating system
- Windows, VT terminals and/or web client
- Scalable multi-tier architecture benchmarks up to 1,200 users

Streamline operations

Integrate all company management

To ensure the enhanced efficiency of your company, the Sage ERP X3 system shares all information now required for company management in a single database. Its extensive integrated functional coverage allows you to manage accounting, purchasing, sales, inventory, customer relationship and manufacturing concurrently, within one coherent global environment.

When you load information in the system it is distributed throughout the company: an order issued has an impact on stock levels, production, accounting, etc. The information is present in real time wherever it is needed. This means no need for re-entry, no time lost, fewer errors, reliable and coherent data.

Also, the system's seamless integration with Microsoft Office allows users to export and manipulate data in Office standard format, without losing the accuracy and consistency provided by the single, up-to-date database of the ERP system. Office documents (images, video, Excel or Word documents ...) may be created or modified within the context of your ERP operations and are stored in the Sage ERP X3 database as part of your enterprise data.

Optimize your resources

With Sage ERP X3, you will obtain the fullest benefit from your resources, know-how and expertise in each management field. The range of Sage ERP X3 modules offers an extensive choice of standard functions.

When required, each function can be adapted to user preferences and work practices with the powerful parameterization wizards embedded in Sage ERP X3. Each member of your staff is provided with an efficient tool fully adapted to his or her particular requirements.

Control processes with the workflow engine

Some information must be processed rapidly and under controlled conditions. This is why Sage ERP X3 gives you the ability to manage some of your company's procedures electronically and simplify all your traditional paper-based and task-intensive processes. Its workflow system makes it possible to launch information – either inside or outside the organization – follow-up actions, warning and validation cycles on the basis of any event in the system, and according to their own rules and procedures for handling key and exceptional events.

Process integration
- Common reference system for the whole company
- Horizontal approach to management flows

Data integration
- Simple analysis
- Efficient coordination tool
- Seamless management of Microsoft Office documents within the ERP system database

Technology integration
- Coherent system for implementation of all management functions
- Rapid learning curve

Integrated e-business
- Effective communication with all company partners
- Flexible and reactive operation

For example, when a new purchase order is entered into the system, you can ask Sage ERP X3 to immediately inform a particular buyer according to the type of order, and also automatically warn a manager if it exceeds a certain amount and prohibit the process from continuing without validation, if appropriate. Thanks to the workflow engine, the electronic signature process and data traceability are flexible. Therefore, you simplify and secure control over your activities.

Guaranteed flow control and traceability

Business is subject to increasing legal constraints related to security and traceability: financial security, the Sarbanes Oxley Act, FDA rules, etc.

For effective security administration, Sage ERP X3 makes it possible to control access to the functions, actions, on-screen fields and data, by user, group of users or profile. The web connection via HTTPs makes it possible to encrypt data traveling over the line. One can define constraints for password length and renewal, lock users attempting to intrude, disconnect inactive users at the end of a configurable period of time.

For traceability, one can activate various tracking levels based on users, and define alerts via workflow

Sage ERP X3 provides users with customizable work procedures in graphical view and one-click access to the underlying system functions.

on any specific event. Signature processes are included standard, in particular for purchases, budgets, payment slips, etc. The traceability of modifications to sensitive data can be configured to activate directly on the database level. Details of the modifications can be traced.

The workflow engine also enables users to:
- Trigger an event (initiate processing, send e-mail, etc.) based on user actions such as printing, creating new records, editing, deleting data or based on the result of a database inquiry,
- Trigger the dispatch of e-mails (including attachments), allowing recipients to take action by simply clicking on the embedded option buttons and/or by returning in one click to the ERP entry that triggered the message,
- Provide users with work schedules based on customized processes or workflow circuits, and
- Trigger workflow circuits based on batch processes such as data imports or exports.

"Before we integrated Adonix X3, we had to price products for our customers manually. Now we can pull up pricing in one system instead of two as we did in the past."

– Melissa Matthews, Vice President of Distribution, Sonnax Bellows Falls, VT

Enhance collaboration

Facilitate access to information

All users can access Sage ERP X3 functions through their web browser, in just the same way as in traditional client-server mode. So, wherever they are located, each member of your staff can log onto the company's information system. The user obtains immediate access to the information required, without delay and under secure conditions, from any computer with internet access. For example, reps can monitor and document the business deals of their customers or issue orders from an exhibition stand.

You can also open a new regional branch and hook it up to the company's existing management system without the need for any special infrastructure.

Explore new opportunities with partners

Your reactivity also depends on your ability to ensure that your privileged partners (loyal customers, suppliers, principals, etc.) can access your information system easily. Sage ERP X3 does more than just manage business transactions. It can help optimize each key business process both internally and outside the walls of a company. With Sage ERP X3, you can provide remote access to certain functions of your information systems round the clock. You can also connect a sales solution to your ERP system on-line.
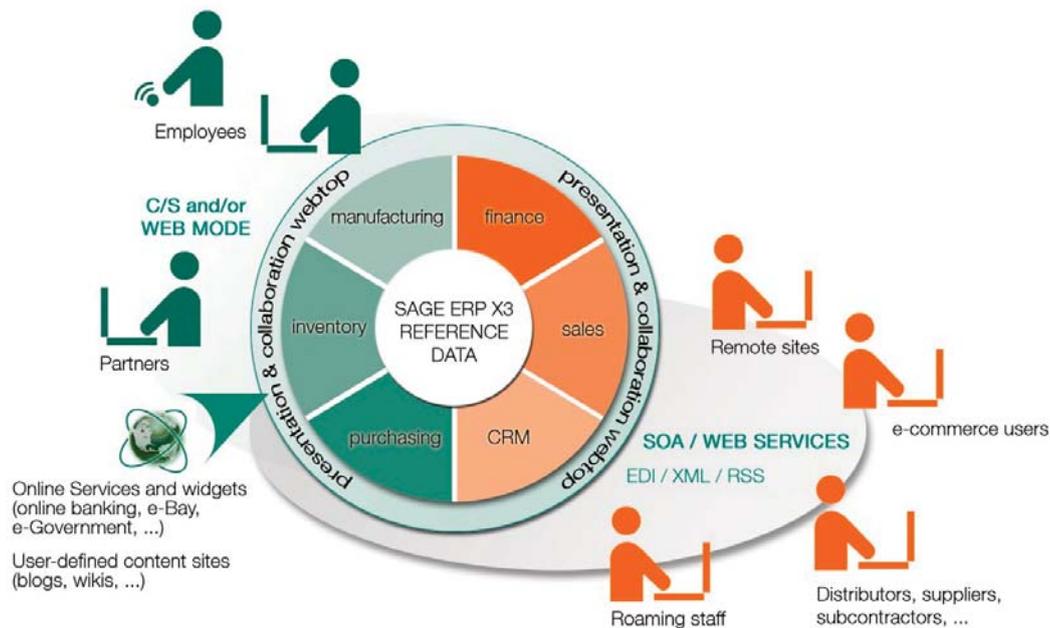
While Sage ERP X3 supports traditional external information flows with key business partners via electronic data interchange (EDI), its e-business approach provides additional choices for connecting the system to key business partners:

- Sage ERP X3's web-native architecture makes it possible to work via the Internet with customers and suppliers, ensuring time and productivity savings for both the company and its partners. By setting up a secured extranet connection with key business partners, a company can easily extend Sage ERP X3 system access to processing certain business transactions and information, making it easy for companies to conduct business and helping to ensure customer loyalty and retention.

- Sage ERP X3 allows you to publish ERP objects, object lists and sub-programs through web services that will make them accessible to external applications such as:
  - A web storefront creating orders into your ERP system,
  - Enterprise applications other than Sage ERP X3,
  - PDA applications,
  - Etc.

  Sage ERP X3 web services fully comply with the public Web Service Protocol and support all the standards (XML, UDDI, WSDL, SOAP, etc.) as part of the development toolset.

● By making use of the Xtend e-Commerce toolset (sold separately), companies can connect with business partners in other ways. For example, Xtend e-Commerce seamlessly connects Sage ERP X3 to a web storefront without the need for programming. The Sage ERP X3 back office system automatically processes orders and other transactions based on pre-defined rules and conditions and interactively communicates inventory commitments, prices and credit approvals back to the Web user.

A communicative architecture

Authorized users may access Sage ERP X3 functions and data in the same fashion on the customer's choice of Windows, web mode and local and extended networks, including secure http mode. A dedicated interface to portable terminals for decentralized bar code entries is also available. The user-defined Webtop allows users to monitor their key business indicators and activity as well as to access external services online or widgets, and to display RSS feeds. The service-oriented architecture of Sage ERP X3 also allows the publication of web services for e-commerce solutions, collaborative applications with partners and staff and/or data exchange with other software packages.

"One of our primary objectives was to better integrate our business partners with our internal systems, and they already have full and immediate visibility into orders and are planning their workloads accordingly."

– John Babcock, Vice President, Satellite Industries
Plymouth, MN

Improve
business insight

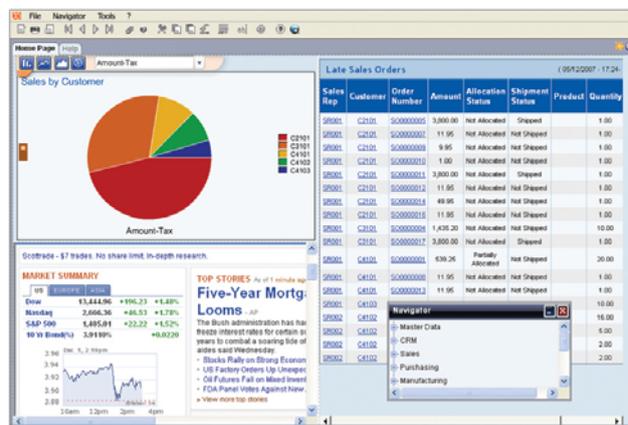## Get the most from your information with end-user friendly decision support tools

To help your employees make fully-informed decisions, Sage ERP X3 provides relevant and up-to-date information through several decision-making tools.

The Sage ERP X3 user portal enables each user to create a personalized management chart for real-time tracking of the indicators most pertinent to his task. General or detailed information appears in the form of graphs, tables or organized in a calendar, with links making it possible to follow the entire security audit trail up to the information details. Based on an indicator in the management chart or any inquiry screen, users can go back, through successive zooms, to detailed information or support items, which explain a given result. Research that used to require several hours, and sometimes the involvement of several people, is now accessible in a few clicks.

A dedicated function makes it possible to define a statistical base including data compiled on the basis of several criteria (1 through 8), by enabling them to be viewed through successive zooms up to the finest detail, for all data in the base. The results of the aggregate calculated in this manner can be published on the portal.

For accounting reporting and simulations, Sage ERP X3 provides a financial management chart generator. Here again, a set of management charts (balance sheet, income statement, intermediate management balances, etc.) are delivered preconfigured standard.

For all editions, Sage ERP X3 integrates the Crystal Reports™ statement generator and provides a library of nearly 400 reports: general ledger, balances and daily account activity, invoices, delivery orders, packing lists, shop packet, labels, inventory statements, analyses and lists can be used directly.

The Sage ERP X3 portal displays user-defined, actionable business indicators.

Drag-and-drop business intelligence for users

Sage ERP X3 also integrates a powerful business intelligence tool (optional), adding flexibility to your analysis. Powered by Business Objects™ technology, it provides end users with insight through self-serve information access, data exploration and interactivity. Users can ask spontaneous and interactive business questions of your company's data. The standard Sage ERP X3 business intelligence universe offers a comprehensive set of business analysis dimensions that can be easily adapted and/or enriched to fit one's particular needs.

"With improved visibility into real-time information comes the ability to manage exceptions better and adjust quickly to meeting changing customer needs."

– Daniel Schildge, Vice President, CRP Industries
Carteret, NJ

Reduce costs

First class functionality at a low cost of ownership

Providing mid-sized companies with the best functionality in their industry, while dramatically reducing the costs usually associated with ERP systems, has been the base roadmap for Sage ERP X3's successive releases for almost a decade. The result is one of the most cost-effective and coherent ERP packages for mid-sized businesses, integrating best-of-class features in accounting and financial management, sales, purchasing, inventory management and manufacturing.

Reduce installation costs

From the start, Adonix reduces your costs by offering you software that adapts to your enterprise without requiring custom developments and months of professional services. Designed to meet your constraints in terms of time, budget and organization, Sage ERP X3 places the emphasis on simple operation and flexibility. It has been developed to minimize both costs and installation time by making the most advanced features a standard and simplifying – not impoverishing – parameterization to fit your unique needs.

Sage ERP X3 adapts to a pre-existing IT environment without inducing major upsets and adjusts to the management procedures and methods of your company. The integrated data import/export engine allows data recapture, automated interfacing and data feed to third-party tools. It can be configured and integrates over 100 predefined recapture models: databases, inventories, balances, budgets, rates, etc. ASCII and Unicode formats can be used.

Sage ERP X3 does not require major human or financial investment. Initial budgets and completion times are met, and users can continue to work normally during installation of your new system.

Reduce operating costs

Sage ERP X3 does not require a large IT team to operate. Not only does its robust design ensure the serenity of day-to-day operations, but particular attention has been paid to Sage ERP X3 ergonomics, to ensure daily optimum productivity and working comfort for your staff. It is highly user-friendly, and a new user usually requires just a few days of training to master this highly intuitive product.

Reduce recurring costs

Sage ERP X3 easily evolves with the growth and new requirements of your enterprise. Its integrated design makes it easy to activate new functions when you need them, connect new users to the system or quickly provide a new branch with a fully operational management system without the need for custom interfaces. Plus, Sage ERP X3 gives your company the benefit of constant software improvements by a simple and secure update procedure, with the system itself ensuring the distribution of the modifications across all the connected workstations.

"With Sage ERP X3, we gained more functionality than comparable Tier 2 systems and could afford to license all our potential users. Although we expanded our system, it is so easy to manage, we are able to do this without additional IT resources."

– Michael Stern, Director of Systems and Procedures, Sconza Candy Company
Oakland, CA
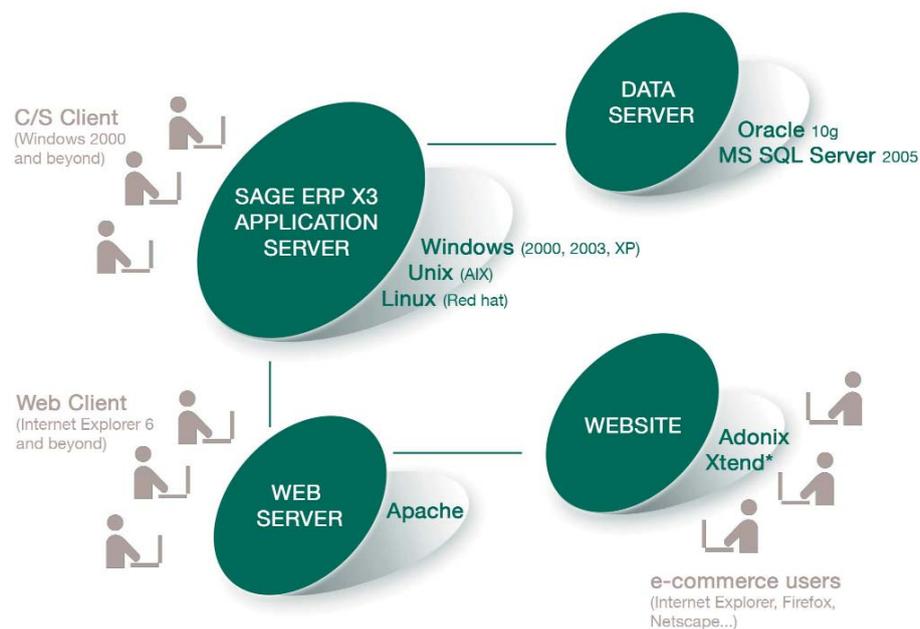
Grow your business

Grow at your own pace

Because your management system should always support your business strategy, not hinder it, we designed Sage ERP X3 software to provide your business with more control and flexibility. You can deploy all or part of the Sage ERP X3 functions (finance, sales, CRM, manufacturing, purchasing and inventory management) according to your requirements, one step at a time. All functions are integrated into the system: you simply activate them as you need them, without having to start a new project from scratch.

In the same way, you can implement your ERP system in a single location and for a limited number of users first, and then progressively connect new users, either locally or remotely in the same way. Sage ERP X3 scales from 10 to 1,000 users and benchmarks up to 1,500 concurrent users!

Change platforms without changing users' habits

Sage ERP X3's open technology design provides full independence between the functional and the technical layer. No matter what platform you choose today, your company can choose to change operating environments with no consequences for its management system.

Sage ERP X3 works equally well in web and/or client-server architecture and with most standard environments: Oracle or Microsoft SQL Server databases, Windows, Unix or Linux operating systems.

C/S Client (Windows 2000 and beyond)

SAGE ERP X3 APPLICATION SERVER

DATA SERVER
Oracle 10g
MS SQL Server 2005

Windows (2000, 2003, XP)
Unix (AIX)
Linux (Red hat)

Web Client (Internet Explorer 6 and beyond)

WEB SERVER   Apache

WEBSITE   Adonix Xtend*

e-commerce users (Internet Explorer, Firefox, Netscape...)

* X3 web services may be used to connect any other web content management system

Adapt the system to your changing environment

Who knows what your business will be tomorrow? By choosing Sage ERP X3 software, you ensure that your existing and future business processes will be supported by your management system. Simple parameterization of the system allows you to change or define new information flows and procedures very quickly, without additional development. But, should the need arise, the provided development toolset also allows you to create a fully customized routine.

Sage ERP X3's open architecture makes it easy to connect new applications to your system when growing. For example, an Adonix customer who wanted to expand its business online in addition to its traditional channels simply connected a web storefront to its ERP system using the Xtend e-Commerce component. The company achieved a total ROI after only nine months, and most of all, took advantage of the seamless integration with its Sage ERP X3 system to keep full control of the inventory, shipping and invoicing process.

The Sage ERP X3 development toolset

Sage ERP X3 offers the possibility of integrating custom developments without altering the standard functions' ability to evolve. Realized with the aid of the development toolset, these developments can be integrated into the standard product and activated or deactivated at will. They are reusable and permanent, even when the software package version changes. The development toolset is provided as part of the core Sage ERP X3 offering.

"Sage ERP X3 offered the best combination of functionality, technology, value and implementation methodology of the systems we evaluated. And, it had the flexibility and scalability we needed to support our expansion and evolving business model."

– Terry Steinberg, Vice President & CIO, Aceto Lake Success, NY

Go international

Built-in international capabilities

Designed to fit flexible mid-sized organizations, Sage ERP X3 is the system of choice for multi-national companies developing their business in several countries without investing in a complex and costly global management system.

Sage ERP X3 supports multiple languages, currencies, companies, sites and legislations so you can run a sophisticated multi-site planning and distribution business in a multi-country environment as easily as a single domestic implementation. Each user can work in his own language on one single system. Sage ERP X3 also handles multi-lingual data based on the third party to whom they're addressed (titles of articles, invoice text, etc.).
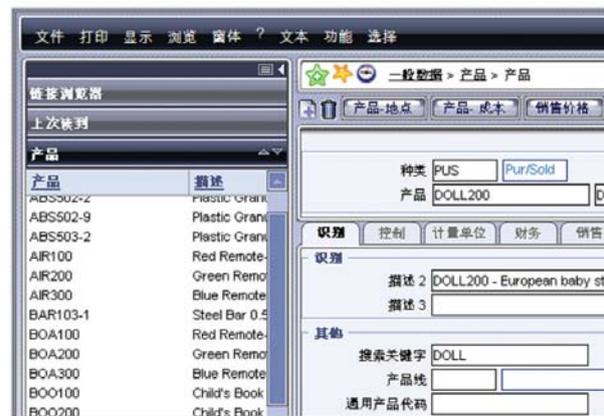
Easy multi-country set-up

The application is available in eight languages and legislations – including USA, UK, France, Italy, Portugal, Spain, Argentina and China – allowing users to access the system in their own language wherever they are.

Country-specific parameters, such as legal and market requirements, are centralized to offer a single solution. Sage ERP X3 makes it easy to share common data and processes between different foreign sites or subsidiaries, while respecting their own specific usages and business rules.
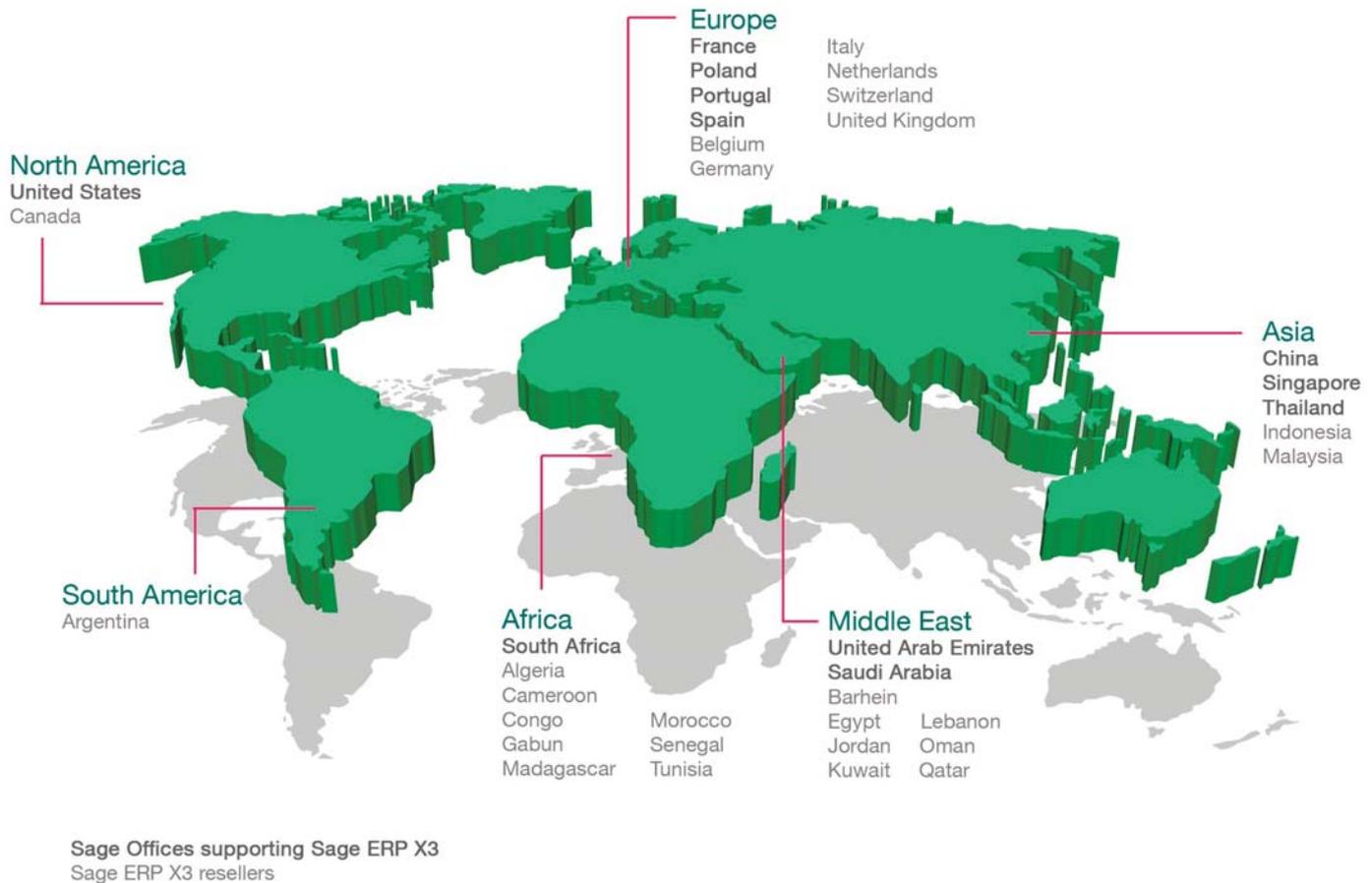
Quickly operational

Sage ERP X3 provides country delivery sets including standard pre-settings to speed-up the implementation process in a new foreign site. Moreover, as a simple internet browser is sufficient for an authorized user to run the application, Sage ERP X3 allows your company to quickly provide a new office or plant with a fully operational management system without investing in costly IT infrastructure.

The scalability of the application allows you to organize a progressive international deployment, fitting your regional and/or functional priorities.

Sage ERP X3 is available in eight languages and legislations, including Chinese.

Europe

France · Italy
Poland · Netherlands
Portugal · Switzerland
Spain · United Kingdom
Belgium
Germany

North America

United States
Canada

Asia

China
Singapore
Thailand
Indonesia
Malaysia

South America

Argentina

Africa

South Africa
Algeria
Cameroon
Congo · Morocco
Gabun · Senegal
Madagascar · Tunisia

Middle East

United Arab Emirates
Saudi Arabia
Barhein
Egypt · Lebanon
Jordan · Oman
Kuwait · Qatar

Sage Offices supporting Sage ERP X3
Sage ERP X3 resellers

Worldwide support dedicated to mid-sized companies

Sage ERP X3 is a solution developed and distributed worldwide by the Sage Group, a leading supplier of business management software and services to more than five million small and mid-sized customers. The company operates in 35 countries, providing the best local support to each customer.

To best serve mid-sized multi-country customers, our teams are not over-sized, nor under-sized but "human-sized": whether your project is centralized or locally-driven, you will find a Sage team able to support all of your branches locally as well as to provide you global assistance and reporting.

"With Sage ERP X3, our company's information base is centralized and no longer scattered across the world. The subsidiaries continue to be autonomous, but their data and management tools are more local."

– Jean-Claude Lange, IT Manager, Pébéo
Lyon, France

Sage ERP X3 for your industry

We designed Sage ERP X3 to provide your company with both best-of-class standard management features and in-depth process parameterization capabilities, while remaining easy to parameterize and avoiding heavy custom developments. The result is a range of configured offerings, covering the standard requirements of your industry as well as being easily adaptable to your company's specific organization.

Sage ERP X3 for process manufacturers

Sage ERP X3 Process addresses the unique and specialized needs of mid-sized process manufacturers in Food & Beverage, Chemicals, Cosmetics, Pharmaceuticals and related industries. In addition to the standard Sage ERP X3 manufacturing, distribution, CRM, warehouse management and accounting functions, the Process Suite includes extensive industry-specific capabilities.

- The system provides complete forward and backward lot traceability for each ingredient and finished good. A full audit trail and archive of historical transactions is maintained for multi-year periods. Electronic signature processes are also included within the standard offering. Further, Sage ERP X3 Process software provides a fully-integrated quality control process that can rigorously enforce inspections to assure item conformance to any required characteristics, operational tolerances or expected results.

Production Cost Inquiry

- Inspections can be conducted at key event points at any stage of the production and packaging processes. Suspicious items or those that fail any inspection rules are automatically quarantined and designated for further inspection or disposal. The rules-based orientation of Sage ERP X3 software assures blockage of any item from being used if it doesn't have an acceptable quality status.

- A unit of measure conversion engine helps manage the complexities in dealing with metric measurements or conversions from liquids to solids or gases to liquids. Sage ERP X3 Process includes functionality such as formula management, potency, by-products, multiple packaging units per product, shelf life and e-signatures, and complies with FDA regulations (HACCP, CFR 21 Part 11, Bioterrorism Act, etc.).

Drag and Drop Graphical Scheduler with Optimization

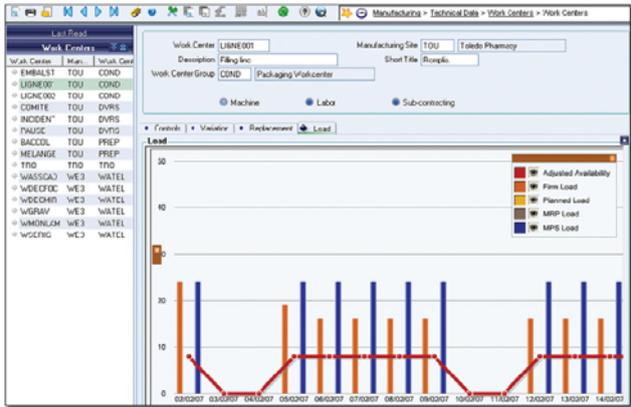# Sage ERP X3 for discrete manufacturers

Sage ERP X3 Discrete addresses the needs of mid-sized discrete manufacturers in Industrial and Consumer Goods, Medical Devices, Paper and other Hard Goods Industries. The system supports a variety of manufacturing modes including make-to-order, configure-to-order, assemble-to-order, make-to-stock and mixed-mode environments.

It includes all manufacturing, distribution and accounting functions that drive the industrial manufacturing organization in addition to offering a sophisticated finite capacity planning tool to help optimize shop floor scheduling.

Hard goods manufacturers can also make use of Sage ERP X3's product configuration capabilities to vary finished products according to customer-specific requirements, or utilize the kit assembly features to bundle finished goods together prior to final delivery to the customer.

Hard goods manufacturers often require additional support for their distribution operations, particularly in the areas of warehousing and logistics. For example, Adonix clients have achieved immediate benefits from seamlessly connecting Sage ERP X3 Discrete to data collection equipment such as radio-frequency devices, both on their shop floors and in their warehouses. Unlike other bolt-on solutions, Sage ERP X3 Data Collection is available right out-of-the-box as a pre-packaged solution that includes Adonix software, middleware and industry-leading data collection hardware.

In addition to classic APICS-related functionality such as MPS and MRP, Sage ERP X3 provides additional functionality to help handle complex challenges related to both infinite and finite capacity management. Finite capacity planning can be done automatically by using the powerful integrated optimization tools that help resolve bottleneck areas according to user-defined constraints. Capacity planning capabilities provide an ideal tool for planners to compare loads on work centers imposed by existing and proposed work orders, taking into consideration the associated capacity of each work center and work order due dates.

Finite Capacity Load Leveling
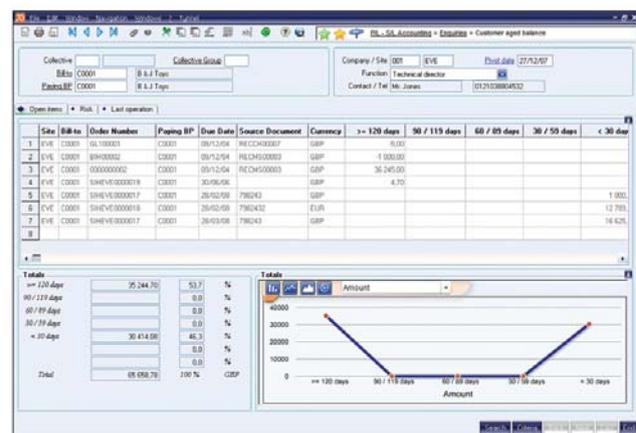
Sage ERP X3 for distributors

Sage ERP X3 Distribution is designed to meet the needs of wholesale distributors and the distribution arms of manufacturers. The system ideally suits wholesalers that purchase goods for resale to end-user customers or other sources within their supply chains. It is equally effective in managing the distribution and warehousing function of dispersed manufacturing firms, particularly those who manufacture products overseas, but distribute products via sales and distribution locations in North America.

The system includes features like warehouse management, flexible inventory sourcing and allocation, line item details, sophisticated pricing and promotion management, logistics, customer relationship management and after-sales service, all critical areas in helping wholesalers and distributors to control costs and better service customers.

- The software supports multi-national requirements that are especially important in mixed manufacturing and distribution environments, particularly for managing multiple currencies, languages, legislations and sites.

- Companies requiring robust importing functionality can make effective use of Sage ERP X3's sophisticated inventory allocation routines against incoming shipments, in addition to having automated landed cost calculations.

- Adonix Shipping is an optional add-on module for companies distributing high volumes of small packet shipments in multi-carrier environments. With features like rate-shopping, web-based shipment tracking and automated customer e-mail shipment notifications, distributors can better service customers and save money in shipping costs.

- Sage ERP X3 Data Collection is also available as an option to seamlessly connect the Sage ERP X3 software to data collection equipment such as radio-frequency devices.

- For online merchants, Xtend e-Commerce facilitates the connection of your ERP software applications to dynamic company websites, without the need for heavy programming or custom development.

Inventory Available to Promise

Customer Risk Analysis

Main Features

While Sage ERP X3 can be configured to meet the needs of process or discrete manufacturers as well as wholesale distributors, the main common features include:

Technology

Sage ERP X3 is built on the Sage Application Framework for the Enterprise (SAFE) technology platform, which provides:

- Three-tier, scalable system architecture
- Multi-audit functionality (multi-company management, multi-site, multi-currency, multi-BPs address, etc.) and compliance to multiple legislations and accounting practices
- Multi-OS support (Windows, AIX, Linux Red Hat)
- Multi-DB support (Oracle 10g, MS SQL 2005)
- Web Client as well as C/S administration
- Audit tools (audit logs, security management, full audit trail, etc.)
- Business Intelligence and statistics engine
- Import-export engine (ASCII, XML) and MS Office Automation
- Workflow engine
- Integrated development toolset

Manufacturing

- Multiple manufacturing modes – ATO, MTO, CTO, MTS process, mixed mode
- Technical data configurator
- Replenishment and planning rules
- MPS, MRP schedule
- Workplan and manufacturing analysis
- Interactive finite/infinite capacity planning
- Variety of material tracking methods
- Weighing station interface
- Cost accounting

Sales

- Short to long cycle sales process among: quotes, contracts, blanket orders, orders, inventory allocation, delivery scheduling, shipping, returns, invoicing
- Customized product configurator
- Credit checking, customer rating
- User-defined matrix pricing rules
- Sales commissions calculation
- Order to cash process
- Open Item management and follow-up: aging, risk analysis and statistics, customer hold/release management
- User-defined cash collection process
- Customer reminders

Main Features (continued)

Inventory

- 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, potency
- Consigned inventory and third party inventory
- Inventory balances by stock status
- Physical counting
- Inventory replenishment with or without MRP
- Intra-company movements
- Forward and backward traceability
- 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)

CRM

- Marketing campaigns planning and follow-up
- Sales force automation
- Customer support with knowledge base

Finance

- User defined fiscal calendars, GL accounts and analytic dimensions
- Accounts receivable/accounts payable
- Budgeting
- Financial extraction and reporting, inter-company consolidation ready
- Employees expenses entry and management
- 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

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