

# Chemicals

## Addressing the unique and specialized needs of chemical manufacturers



Today's chemical manufacturers and distributors face many challenges in operating a profitable organization, from external market factors—such as government regulations, global competition, customer demands, and pricing—to internal factors—like your reactivity and flexibility in dealing with changing business conditions. While you need practical and affordable solutions to these pressures, you also seek new ways to enhance your company's operational excellence and profitability.

Fine-tuned to meet your specific industry requirements, Sage X3 provides the advanced functionality you need to remain competitive in the face of these difficult challenges.

### Benefit from process-specific functionality

Sage X3 combines advanced manufacturing, distribution, warehousing, customer service, and accounting functionality with application features that address the unique and specialized needs of your company, such as:

- Formula management.
- Full component/ingredient and lot traceability.
- Specific gravity calculations.
- Unit of measure conversions.
- Coproducts and byproducts.
- Potency management.
- Quality management.
- Shelf life management with expiration date control.
- Certificate of analysis.
- Product packaging.
- Highly repetitive and high-volume process flows.

### Benefits

#### Streamlined operations

- Singular functional integration and database
- Supports multiple manufacturing modes
- Advanced workflow engine
- Process-oriented user interface

#### Increased business insight

- Real-time analytics and dashboards
- Extensive traceability and audit tools
- Sage Intelligence, Sage Enterprise Intelligence, and Business Objects™ available

#### Enhanced collaboration

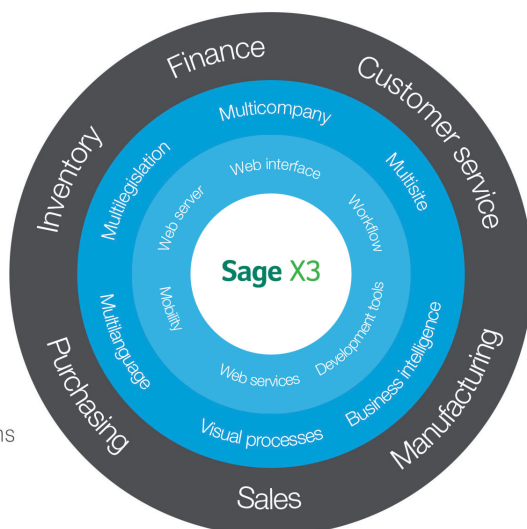
- Web-native architecture
- Web services (XML, UDDI, WSL, SOAP)
- MS Outlook integration
- Multicompany, multisite
- Multicountry and language

#### Reduced costs

- Fast implementation
- No optional applications or interfaces
- Reduced training
- No technology lock-in (multi-OS/DB)
- Easy administration and maintenance

#### Increased flexibility

- Multitier architecture scales from 6 to 1,000+ users
- 4GL integrated development environment
- Fast parameterization adapts to organizational changes



## Comply with government regulations

Sage X3 provides the tools your company needs to comply with government regulations (Global Harmonization, OSHA Hazard Communication Standard, SARA Title III, ANSI, and so on) and can help minimize your reporting costs by providing a convenient and efficient way to gather and monitor relevant process information.

If your company is thinking about expanding to the European Union, this will be of significant importance to you, as the costs of complying with the REACH legislation can be significant.

## Achieve operational excellence

Sage X3 also offers differentiating functionality that fosters cost reductions and customer service improvements—features like multisite planning, finite capacity scheduling, user-defined workflow, real-time business intelligence, and integrated automated data collection. Plus, it can be deployed as a web application in Windows and Linux environments.

## Key features

### Manufacturing

- Process and mixed-mode manufacturing
- Formula management
- Catch weight management
- Weighing scales
- Product packaging
- Work schedule management
- MPS/MRP
- Technical data configuration
- Costing
- Quality assurance
- Capacity planning
- Safety Data Sheets (SDS/MSDS)
- Certificate of analysis

### Inventory

- Multilevel warehousing: location, lot, and subplot control
- Forward and backward lot traceability
- Shelf life management with expiration date control
- Movements and transactions
- RF data acquisition
- Quality control
- Costing
- Physical counting
- Replenishment

### Purchasing

- Purchase requisitions
- Encumbrance accounting
- Requests for proposals
- Purchase orders
- Multilevel approval processing
- Subcontracting
- Invoice tracking
- Pricing and contract management
- Supplier returns

### Finance

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

### Sales

- Open pricing
- Quotes and contracts
- Order entry
- Product configuration
- Inventory allocations
- Delivery scheduling and shipping
- Invoicing
- Customer returns

### Customer service

- Sales force automation
- Customer support

## About Sage

Sage energizes the success of businesses and their communities around the world through the use of smart technology and the imagination of our people. Sage has reimagined business and brings energy, experience, and technology to inspire our customers to fulfill their dreams. We work with a thriving community of entrepreneurs, business owners, tradespeople, accountants, partners, and developers who drive the global economy. Sage is a FTSE 100 company with 14,000 employees in 24 countries.