Sage 300
ERP

Operations and Distribution Management Brochure

See your business in a new way.

Realize the future of your business today.

sage

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Distribution and supply businesses need to move quickly and operate on thin profit margins. From just-in-time inventory management to instant invoicing, the right technology can automate—and speed up—every area of your business. That's important because customer expectations are high and competition is fierce. Accurate, timely orders . . . a strong e-commerce presence . . . the right products in inventory . . . fast or free shipping options—your customers want it all and more—delivering is do or die for your business.

Don't limit your company's potential with rigid, expensive big business software or feature-lacking small business solutions. Get freedom of choice with Sage 300 ERP. Gain the upper hand on your competition with comprehensive supply chain, order fulfillment, and inventory management that is effective and efficient. From one end of your business to the other, Sage 300 ERP automates key processes to help your business lower costs, reduce returns, and improve the customer loyalty.

"With Sage 300 ERP and Sage CRM, we empower our employees with the tools they need to provide a high level of service and keep our customers happy. The flow of information between the ERP and CRM components means we have one database for all customer and product information. This allows us to deliver professional and polished yet personable service to our customers—we have not only the history of what they bought from us, but additional details such as the type of plane they fly."

–Jim Mueller, vice president and COO
Lightspeed Aviation

Achieve the operational flexibility needed for today's ever-changing supply chain. Develop distribution performance and financial measurement systems that drive continuous improvement and alignment with broader supply chain and corporate goals. With Sage 300 ERP, your business can gain:

- **Strong financial management capabilities**, including accounting, EDI, and business intelligence.
- **Flexible operational management applications**, including inventory control, warehouse management, return tracking, and supply chain management.
- **Powerful customer relationship** management.
- **An effective sales presence in every channel**, with e-commerce and a smooth order process.
- **Optimized management** of multiple companies or entities, and support for international business operations with multiple languages and multicurrency transactions.

A Solid Foundation for All of Your Business Processes

Sage 300 ERP is designed to support the operational management of wholesale distribution businesses with the flexibility and adaptability you need to respond to a changing business environment. Distributors enjoy a low total cost of ownership because Sage 300 ERP supports multiple technologies, databases, and operating systems. That means you can benefit from a faster implementation and smaller investment in hardware or IT resources.

- **Superior architecture** allows you to grow with the changing size of your business, customize easily to fit special needs, and offer flexible deployment options and languages.
- **Ease of installation** enables you to quickly roll out Sage 300 ERP in many locations.
- **Ultimate scalability** that offers extensive customization capabilities and the ability to easily add functionality when you need it.
- **Anytime, anywhere access** with complete access to your accounting system through a standard web browser.
- **Developed to meet the needs of your specific business** through the support over 400 development partners dedicated to providing an end-to-end business management solution.

Comprehensive Operations and Distribution Management

Accelerate growth, enhance customer satisfaction, and improve your bottom line. Get a complete view of your distribution operations with Sage 300 ERP to enhance business productivity and take advantage of best practices for supply chain efficiency, order accuracy, and operational improvement. Powerful, integrated modules to control operations and supply chain will enable your company to:

- **Reduce costs** by consolidating inventory and distribution processes and improving cycle times.
- **Drive continuous improvement** through real-time business intelligence and flexible alignment with dynamic shifts supply and demand.
- **Use strategic sourcing** to obtain the best quality supplies at the right price.
- **Optimize your inventory** to keep customers happy while improving the turnover of stock.
- **Institute advanced order processing system** that improves accuracy, speeds up fulfillment, and results in fewer returns.

Build your Sage 300 ERP solution based on the functionality you require, including the Operations and Distribution modules such as **Inventory Control, Purchase Order, Order Entry,** and **Return Material Authorization.** These modules connect seamlessly to accounting, business intelligence, and Customer Relationship Management (CRM) functionality for a complete, end-to-end business management system. In addition, Sage 300 ERP offers several optional modules that extend and enhance automation for wholesale industrial distributors, including **Document Management** to streamline Accounts Payable**, Warehouse Management** to manage the physical handling of goods in your warehouse, and EDI to help you electronically connect with customers and suppliers for faster, more accurate payments.

Order Entry

It's impossible to deliver a top-notch customer experience without the ability to enter new orders quickly and accurately. Sage 300 ERP provides powerful order entry and order management capabilities to help your company expedite order processing and boost profitability. Stay on top of your customer accounts, inventory levels, and purchase histories in real time, anytime. Your team will increase accuracy and pursue up-sell and cross-sell opportunities that improve the lifetime value of customers.

- Look up customer pricing based on customer contract price, item base price, or discounted or marked-up sales prices.
- Include multiple orders on a single shipment and multiple shipments on a single invoice.
- Use multiple payment schedules and other payment terms defined in Accounts Receivable.
- Review sales history by customer or inventory item during order and invoice entry.
- Assign sales proportionally to multiple salespeople and track commissions with up to five rates.
- Use Ops Inquiry to generate reports from operational data in your Order Entry, Purchase Order, and Inventory Control modules.

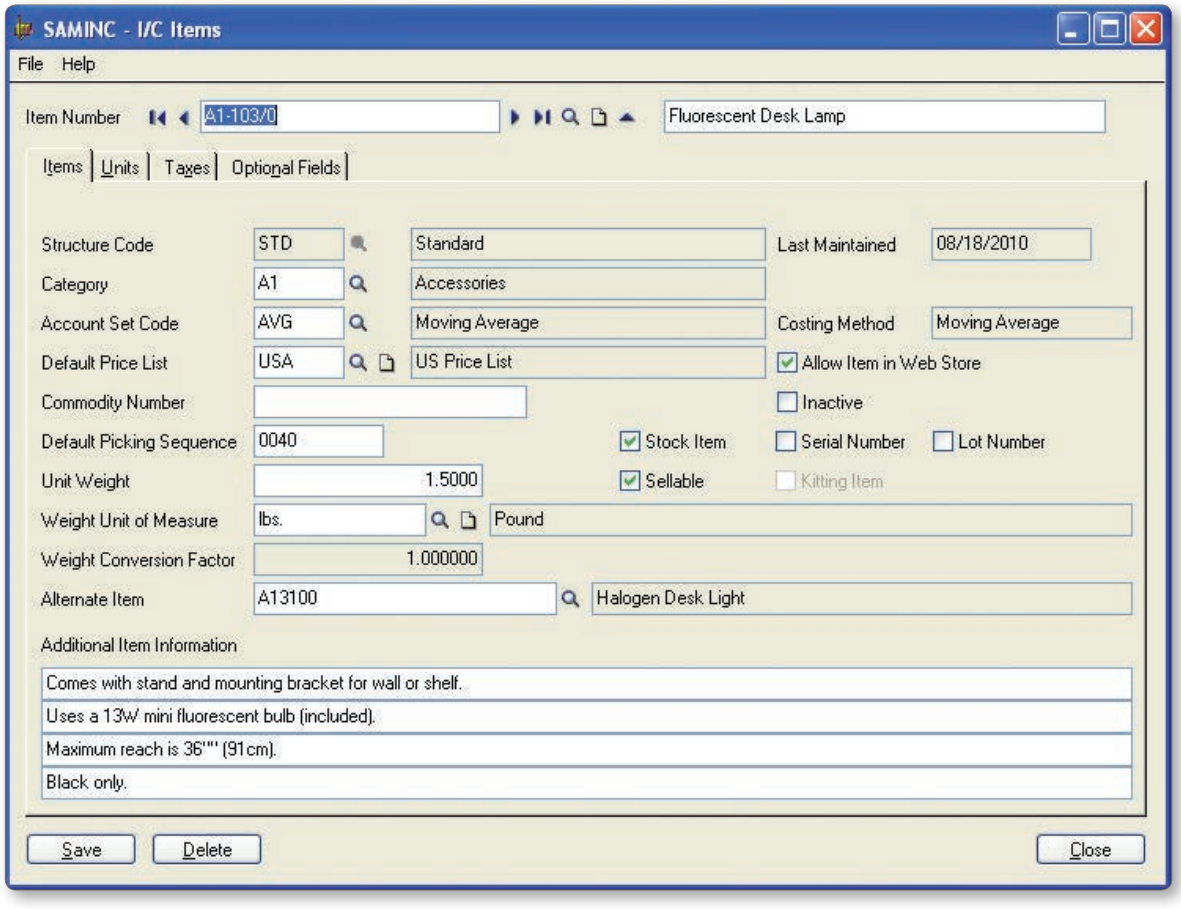
"Before, salespeople had to physically come to the office to dump order data from their mobile devices at the end of the day. Now they can key orders while they're on the road. This has improved our delivery time by an entire day . . . the logistics are fantastic. Credit notes are down by 80 percent since adopting Sage 300 ERP because we're no longer invoicing what we picked. Instead, we're invoicing what customers actually receive."

–André Griffith, systems manager
SBI Distribution

Inventory Control

Get a complete multilocation inventory management system that helps you maintain accurate stock levels and process inventory receipts, shipments, returns, and adjustments. Easily track your inventory as it moves through your enterprise utilizing configurable options to manage the most complex processes. Inventory Control includes extensive on-screen inquiry and reporting functions to give you the detailed, current information so you can take charge of your inventory to reduce carrying costs and fulfill orders on time, every time.

- Handle fractional quantities and maintain different units of measure for purchasing, selling, and stock-keeping.
- Use categories to classify stock and allocate costs to departments or cost centers.
- Assign as many as nine vendors per item with automatic update of the last purchase.
- Combine any number of items into a single kit and then sell the kit through Order Entry.
- Manage unique costing and pricing configurations to allocate costs and create price lists.
- Get inventory analysis reports for efficient management of your product lines.
- Specify different item bin numbers for each inventory location.
- Easily track serial and lot numbers, including expiration dates.



"If we don't have it available, our customers are likely to look somewhere else. Sage 300 ERP has the tools to help maintain the perfect balance. Sage 300 ERP shows us which items are moving and which are not. We can compare current sales with historical sales and make seasonal adjustments to help ensure that we have the right mix on hand."

–Robert Perlman, president and owner
RTI Hotel Supply, Inc.

Purchase Order

Automate your processes to maximize your purchasing power. Purchase Order fully integrates with Accounts Payable, Inventory Control, and Order Entry to create an effective purchasing system that both maximizes savings and enhances your relationship with key suppliers. Stay on top of vendor discounts and special contracts. Keep track of vendor performance to get the top quality products from responsive suppliers at the best prices and terms.

- Take advantage of early payment discounts, negotiate better terms, and more easily manage cash flow.
- Automatically update active, standing, future, and blanket purchase orders.
- Choose from seven costing methods, including Most Recent Cost, Standard Cost, Average Cost, Vendor Cost, and Last Unit Cost.
- Automatically produce purchase orders from Inventory Control reorder information or from Order Entry orders.
- Restrict access to Purchase Orders windows, costs, and quantities on invoices, and credit note adjustments.

Return Material Authorization (RMA)

The Return Material Authorization module in Sage 300 ERP optimizes your return processes, so you can learn what causes customers to return products and build customer loyalty. When you track the entire sales process, you can gain intelligence that leads to lower costs on return and repairs. Track your products through the entire life of the sales process from purchase order through shipping and back. Gain greater insight into the reasons for returns, process claims faster, track inventory more accurately, and optimize customer service performance.

- Quickly identify product faults and take corrective action to eliminate repeat returns.
- Avoid losing control of repair revenues.
- Automatically assign RMA numbers for easy tracking.
- Create a sales order in Order Entry to replace returned goods.

Warehouse Management

Warehouse Suite, Powered by Accellos provides companies with a web-based system to manage the physical handling of goods in the warehouse. Through automation and intelligent warehouse planning, you can drive cost out of receiving products, moving stock, and picking, packing, and shipping orders. Improve the speed and accuracy of fulfillment while controlling the labor costs in your warehouse.

- Improve warehouse performance through enhanced productivity and real-time views of your warehouse and supply chain.
- Streamline materials handling processes and warehouse operations with directed picking, wireless devices, and grouping of multiple orders for picking in a single pass.
- Use real-time cycle counting to maintain an accurate perpetual inventory.
- Implement flexible bin rules, maintain product in multiple bins, and move product from bin to bin without losing track of anything.

Electronic Data Interchange (EDI) by TrueCommerce

Electronic Data Interchange (EDI) can help you efficiently exchange purchase orders, invoices, and other order-related documents with your trading partners. EDI integration with Sage 300 ERP can reduce or eliminate the need to manually rekey data and can help you avoid costly charge-backs. All the software, network services, and support required for successful EDI implementation and operation are included in our complete solution. With Sage 300 ERP, EDI is simple and affordable to implement and use.

Document Management by Altec

Altec doc-link for Sage 300 ERP brings greater financial control of managing payables processing from receipt of vendor invoices to voucher entry. As paper tasks are eliminated and replaced by automated workflows, you'll find document management dramatically improves productivity.

- Receive AP invoices from vendors or remote offices by email, fax, or electronic file transfer or mail and electronically distribute them to AP processor queues.
- Quickly match purchase orders, receivers, and vendor invoices directly for rapid reconciliation.
- Accounts Payable professionals can electronically view the invoice and supporting documents then route invoices for approval using automated electronic workflows.
- Invoices are organized and electronically files with automatic indexing for fast, easy retrieval.

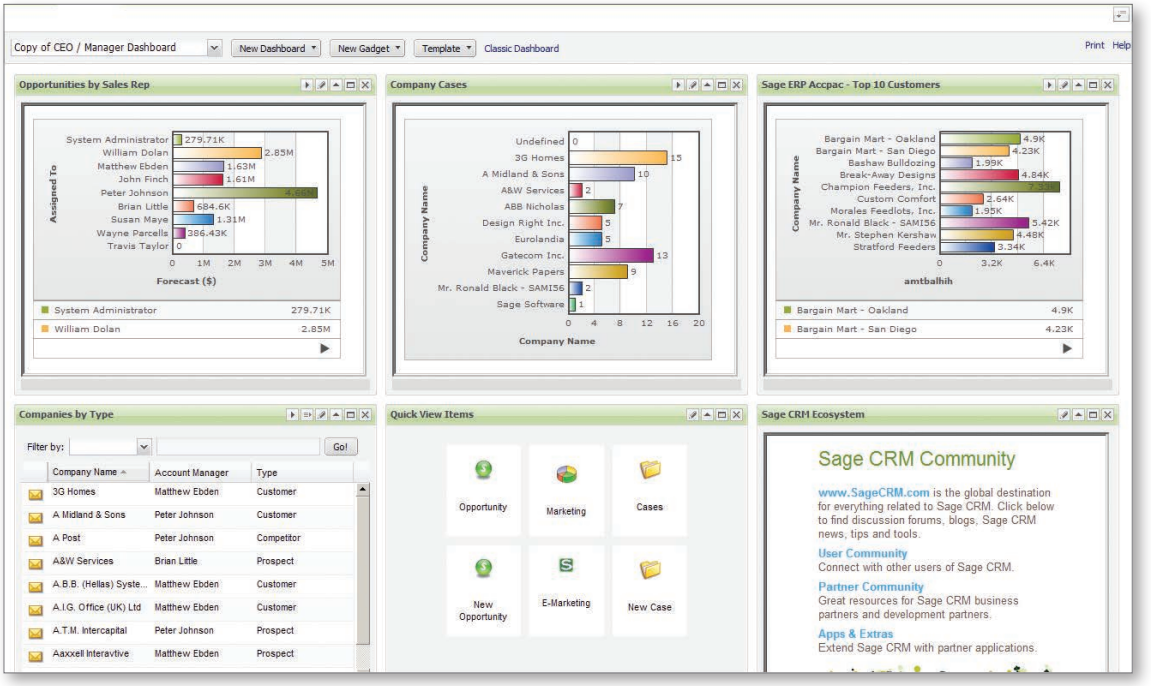
Sage Sales Tax by Avalara

Sage Sales Tax by Avalara is a connected service offering comprehensive support for sales tax through cloud computing. Sage Sales Tax reduces your sales tax audit risk with cloud-based services that make it simple to calculate rates, manage exemption certificates, file forms, and remit payments. This includes sourcing rules, product taxability, and jurisdiction assignment. Increased audit activity by taxing authorities demands businesses prove sales tax compliance through accurate calculations and reporting. Sage Sales Tax makes compliance simple, with transaction history and on-demand reporting. Boost the value of your business through accurate sales tax compliance with Sage Sales Tax cloud-based services.

Sage CRM

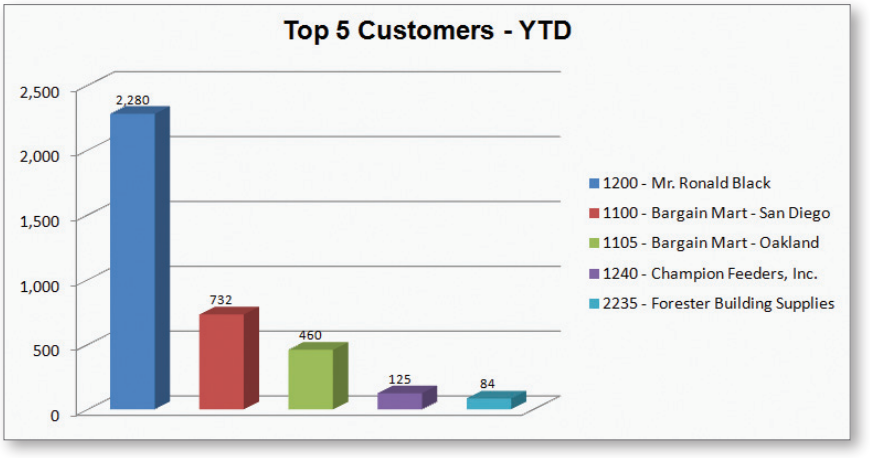
Customer loyalty is the life-blood of distribution and supply-based companies—and CRM is the heart. Equipping your sales team with complete customer information and the necessary tools to enable them to do their job effectively—Sage CRM empowers organizations to sell effectively. Easy to use, Sage CRM provides sales users with instant access to calendars, accounts, reports, pipelines, contacts, and call lists and more.

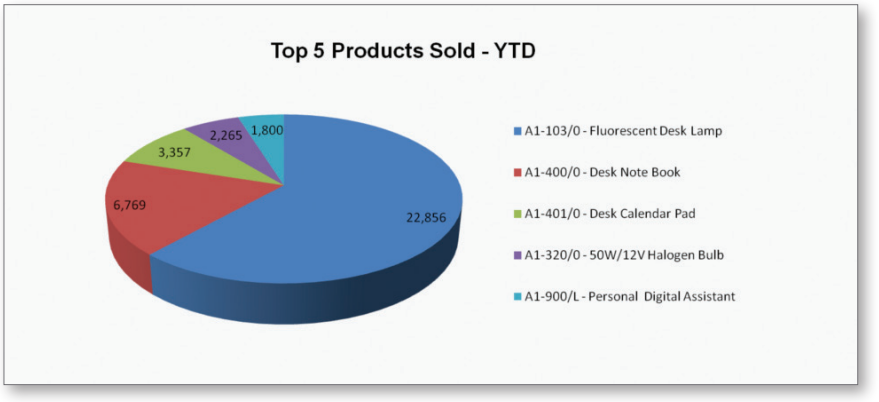
- Document collection communications (email, phone calls, notes, and letters) efficiently in one central location to maximize effectiveness and allow colleagues to easily pick up where the last person left off.
- Sage CRM gives sales staff access to both financial and nonfinancial customer data, for a complete 360-degree view of the customer across all departments.
- Easily get credit approval, enter quotes, promote quotes to orders, and ensure products are shipped on time.



Business Intelligence

The business intelligence tools of Sage 300 ERP help you increase insight into your business and make faster, more effective decisions. With real-time metrics and the ability to create personalized dashboards and meaningful reports, you get up-to-the minute visibility across all departments and companies in your system and at-a-glance analytics that can be used for strategic planning. Business intelligence tools can help you optimize business processes companywide and provide decisionmakers with insight into financial and operational performance. Using a single solution that ties together and streamlines all of your processes, Sage 300 ERP helps you improve collaboration and accelerates information exchange for a 360-degree view of your business.





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or call us at

877.979.5462 for more

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Sage 300 ERP

6561 Irvine Center Drive | Irvine, CA 92618 | 866-530-7243 | www.Sage300ERP.com

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