



sage 300c

**OPERATIONS AND
DISTRIBUTION MANAGEMENT**

See your business in a new way.

EFFICIENT. INTELLIGENT. AGILE.

SEE YOUR BUSINESS IN A NEW WAY

REALISE THE FUTURE OF YOUR BUSINESS TODAY

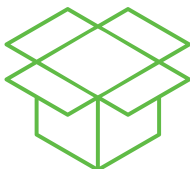
Distribution and supply businesses need to move quickly and operate on thin profit margins. From just-in-time inventory management to instant invoicing, the right technology can automate—and speed up—every area of your business. That's important because customer expectations are high and competition 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. 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 automates key processes to help your business lower costs, reduce returns, and improve the customer loyalty.

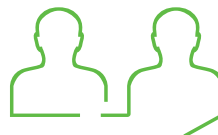
Achieve the operational flexibility needed for today's ever-changing supply chain. Develop distribution performance and financial measurement systems that drive continuous improvement and alignment with broader supply chain and corporate goals. With Sage 300, your business can gain:



Strong financial management capabilities, including accounting, business intelligence, budgeting, planning and forecasting.



Flexible operational management applications, including inventory control, warehouse management, bin tracking, return materials tracking, and supply chain management.



Powerful customer relationship management.



An effective sales presence in every channel, with order management, e-commerce and point-of-sale for smooth order process.



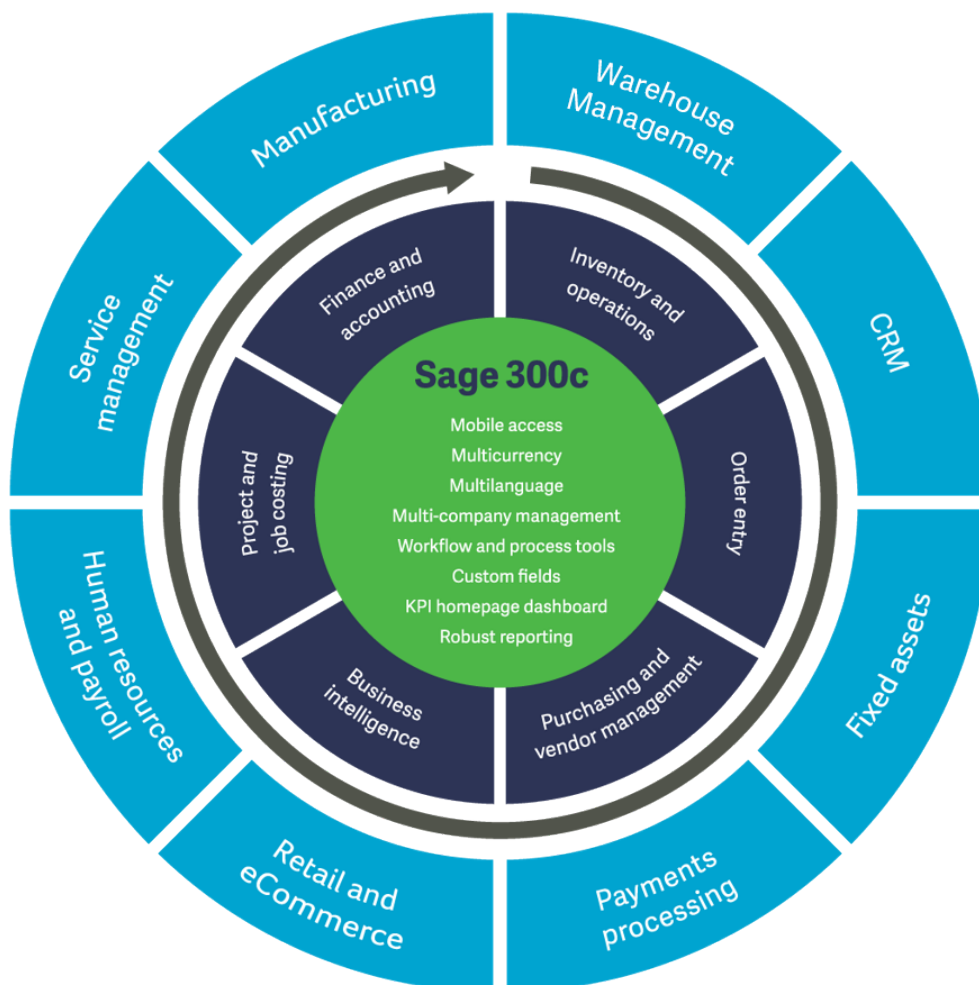
Optimised management of multiple companies or entities with multiple languages, multi-currency and inter-company transactions.



A SOLID FOUNDATION FOR ALL OF YOUR BUSINESS PROCESSES

Sage 300 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 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, customise easily to fit special needs, and offer flexible deployment options and languages.
- **Ease of installation** enables you to quickly roll out Sage 300 in many locations.
- **Ultimate scalability** that offers extensive customisation 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 portal.
- **Flexibility to meet the needs of your specific business** is provided by an easy-to-expand solution that offers a wide range of seamlessly integrated industry-specific solutions.
- **Real-time key performance indicators** give you an updated overview of your financial and operational performance every time you log on.
- **A suite of prebuilt financial and operational reports** that are easy to customise with your Sage 300 data.



O/E Order Entry

Options ▼ Create New Entry

Order Number

ORD000000000001

↩ 🔍

Customer Number • ≡

1200

↩ + 🔍

Customer Name

Mr. Ronald Black

Order Summary

Number of Shipments

0

Last Shipment Number

Last Invoice Number

Order

Customer

Taxes

Optional Fields

Sales Split

Totals

Order Details

Template Code

Purchase Order Number

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 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.
- **Optimise 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 solution based on the functionality you require, including the Operations and Distribution modules such as **Inventory Control, Purchase Order and Order Entry**. 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 offers several optional modules that extend and enhance automation for wholesale industrial distributors, including **Return Material Authorisation** to optimise return processes, **Document Management** to streamline Accounts Payable, **Warehouse Management** to manage the physical handling of goods in your warehouse, and connect with customers and suppliers for faster and 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 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.

I/C Items Options [Create New](#)

Item Number * Item Description * Required

Items Units Taxes Optional Fields

Structure Code * Category *

Structure Code Description Category Description

Account Set Code * Costing Method Default Price List

Account Set Description Default Price List Description

Last Maintained ☐ Inactive (as of)

☒ Allow Item in Web Store

P/O Pending Receipts Inquiry

Select By

Item Number Item Description

Location	From	To
1	1/1/2020	12/31/2020

P/O Date Expected Arrival Date

P/O Type

☐ Include Completed Detail Lines
☐ Show Late P/Os Only

[Apply](#)

P/O Number	Vendor Number	Vendor Name	P/O Type	Location	P/O Date	Quantity On
PO000000005	2300	Tennington Ltd.	Active	1	10/20/19	
PO000000011	1200	Chloride Systems	Active	2	3/4/2019	
PO000000014	2300	Tennington Ltd.	Active	1	11/11/2018	
PO000000019	1200	Chloride Systems	Standing	1	1/23/2020	
PO000000017	1840	Hart Batteries	Active	1	1/23/2020	
PO000000020	2300	Tennington Ltd.	Active	1	2/1/2020	

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 utilising 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.
- Set up multiple price lists (in multiple currencies), multiple companies, and multiple warehouses.
- Use categories to classify stock and allocate costs to departments or cost centres.
- 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.

Purchase Order

Automate your processes to maximise your purchasing power. Purchase Order fully integrates with Accounts Payable, Inventory Control, and Order Entry to create an effective purchasing system that both maximises 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.
- Eliminate costly mistakes while transacting business in unlimited currencies with the ability to view and enter purchase orders in your vendors' currency.
- 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) and Repair Tracking

The Return Material Authorization* module in Sage 300 optimises 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 optimise customer service performance.

- Quickly identify product faults and take corrective action to eliminate repeat returns.
- Customise data entry and validation templates and email templates to improve customer service.
- Easily setup item return policies to enforce item rules about 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

AccellosOne Warehouse Management System*, 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 labour costs in your warehouse.

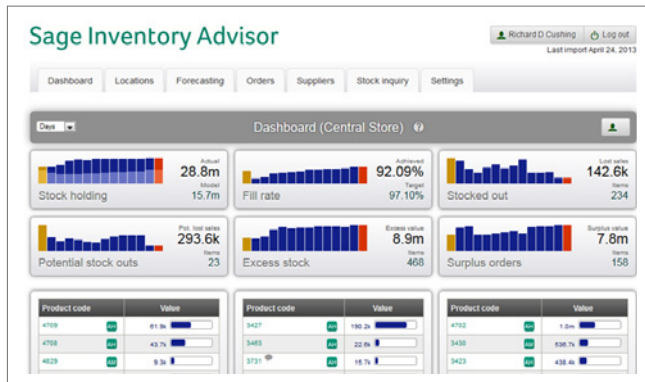
- Improve warehouse performance through enhanced productivity and real-time views of your warehouse and supply chain.
- Receive products into the warehouse against an inbound manifest rather than individual purchase orders.
- Streamline materials handling processes and warehouse operations with directed 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.

Document Management

Better manage the storage, retrieval, and flow of key information in your organisation. The document management solution* allows you to electronically capture documents, streamline business processes using defined workflows, automate the routing and distribution of all printed documents, reports, and forms, and provides instant retrieval from the desktop for quick reconciliation and resolution.

- 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 organised and electronically files with automatic indexing for fast, easy retrieval.

* Offered as 3rd party add-ons to Sage 300.

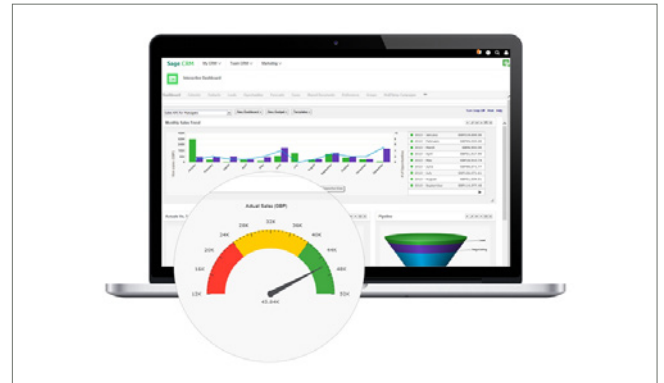


Sage Inventory Advisor

Optimise your Inventory Management with Sage Inventory Advisor. Using Sage Inventory Advisor, you can classify and evaluate hundreds of thousands of separate items and analyse historic sales data to accurately forecast future demand. Most importantly, Sage Inventory Advisor recommends safety stock levels that help ensure you don't run out of the items you need to satisfy demand or tie up working capital by stocking overages of slow-moving and seasonal items.

Sage Inventory Advisor goes beyond merely tracking what inventory you have on hand and sending alerts when you run low. It helps your inventory management team strike the optimal balance between being ready for demand and avoiding stock overages.

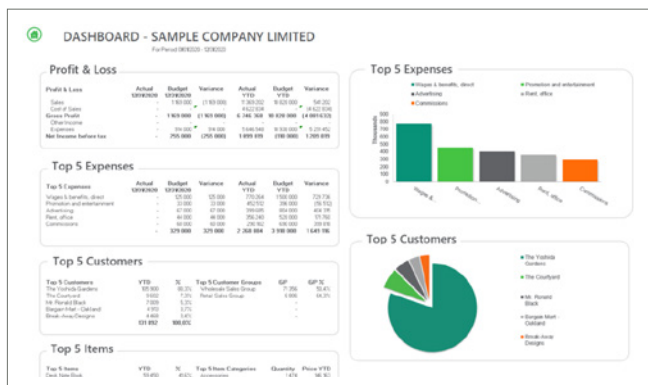
- Classify your data by both value and velocity, applying one of nine color-coded classifications to each SKU.
- Fast and accurate forecasts across a complex number of SKUs, in moments.
- Exception lists prioritise stock out and excess items for focus and action.
- Powerful dashboards that help you track inventory value and fill rate, with additional KPI geared towards maximising fill rate whilst minimising inventory value.
- Monitor poor supplier performance, negotiate improved delivery and provide vendors with projected orders, helping them to plan.
- Set safety stock for the right reasons, to protect against poor supply and unpredictable demand.



Sage CRM

Good customer relationship management is one of the key elements to become a successful market leader. Integrating the front end CRM system and the back end ERP system will result in greater automation, reporting and customer connectedness across your organisation. With the increased mobility of people across the world, access to critical information is crucial for making decisions related to pricing, discounts, or placing an order for your customers. Sage CRM allows you to access your CRM information instantly on your mobile device.

- Document all types of communications (email, phone calls, notes, letters, or social media information) efficiently in one central location to maximise 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.
- Credit approval workflow is automated so the accounting team doesn't have to chase paperwork, the sale can close more quickly, and, again, you can shorten order-to-cash time.
- Stay on top of vendor discounts, keep track of special contract arrangements, and process purchasing requests and quotes.
- A range of preconfigured alerts and notifications to ensure managers are getting real time updates on their business KPIs as they happen.
- New KPI charts to help you identify and measure your organisation's successful activities for greater sales performance analysis.
- Access your key CRM data anywhere, anytime on any mobile device.



Flexible Excel Based Reporting

With Sage 300 Intelligence Reporting, you have access to a suite of prebuilt financial and operational reports that are easy to customise with your Sage 300 data. You can analyse and create reports, filter and aggregate data, drill down to transactions, and automatically schedule and distribute reports. Using this feature helps you spend more time focusing on analysing and interpreting your information and less time pulling the data together.

- Use drag-and-drop formulas to easily create and manage your financial reporting.
- Develop in-depth financial, operational, customer, and vendor reports.
- Effortlessly consolidate data from multiple companies, divisions, and databases.
- Graphical report designer front-end with stronger report modification or customisation in Excel

Self-Service Business Intelligence and Analytics

An innovative and self-service business intelligence solution, Sage Enterprise Intelligence[#] is engineered for ease of use and performance. Sage Enterprise Intelligence's intuitive web user interface and advanced features provide instant access to enterprise-wide information, quickly and securely.

- Immediate access to real-time enterprise information from mobile devices.
- Simplify and accelerate the distribution of relevant information across your organisation.
- Self-service, ad-hoc operational reporting with multiple templates and drag-and-drop capabilities on mobile and web
- Empower any user to analyse and report on financial and operational data.
- Strong and easier way to create ad-hoc reports based on a larger library of reporting templates.
- More powerful dashboard capabilities through easy-to-use/create cross-functional graphical analytics with drill-down capabilities.

About Sage

Sage energises 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 13,000 employees in 23 countries.

For more information, visit [sage.com](https://www.sage.com)

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