



sage 100c

Take control of the entire  
manufacturing process



# Take control of the entire manufacturing process

Mass customization presents daily operating challenges that cause most manufacturers to react in response—not you. Your team is looking for ways to beat the competition and needs built-in flexibility to stay ahead of constantly changing manufacturing requirements, including dynamic production processing, simplified job and materials tracking, and tools to create custom product estimates.

By tightly integrating job management tools with your financials, Sage 100c helps you manage the complexity of discrete manufacturing processes including make-to-stock and build-to-order jobs. You'll be able to more easily and efficiently estimate costs, buy materials, track labor, manage scheduling, and support front-line employees with real-time accuracy on the availability and delivery of orders.

## Add focus at every step

Sage 100c helps you take control of the entire manufacturing process:



Estimating



Quoting



Sales orders and production



Job planning



Purchasing



Scheduling



Costing and tracking



Data collection

### Adapt to dynamic, real-world changes

Whether it's the availability of materials, delays in shipments, setbacks with labor, or mechanical downtime, make-to-order production is faced with a wide range of obstacles. Sage 100c gives you a real-time window into the production cycle, so you can quickly make adjustments and communicate a job's status to customers.

### Keep a close watch on supply and demand

When you can see what's really going on, you're also ready to take fast action. With Sage 100c, you'll have a production scheduling system that brings together inventory and purchasing so promise dates and deliveries can flow uninterrupted. With this much clarity, you're not only able to purchase the right products and materials at the right time, your customer service team is supported to deliver one great experience after another.

### Break down those walls

Sage 100c integrates your financials with your entire manufacturing process to help you eliminate old data silos and manage all of the financial variables in the manufacturing process:

- Eliminate duplicate data entry between systems and departments.
- Quickly track and manage orders, and bill and receive payments.
- See your cash position at any given time.
- Keep your accounting processes compliant.



## Ready, set, grow with **a clear vision**

### Sage 100c brings everything together:

- See cost overruns and what's best for profits.
- Dynamically manage complex jobs.
- Ensure on-time delivery.
- Understand supply and demand for jobs.
- Synchronize data across disparate systems.
- Delight customers and foster their loyalty.
- Quickly convert quotes to production jobs.

## Know your costs at all times

Without easy access to—and an understanding of—fluctuating costs throughout the job lifecycle, you're risking profits. Instead, keep a close watch on changing prices and options along the way. With Sage 100c, you'll have insight into the cost of time, labor, materials, and equipment so you can take decisive action. With its simple intuitive interface, everything from business-critical information to individual transactions are a click away.

- Get timely access to key business information in a format that's easy to use and understand.
- Easily apply query, reporting, and statistical analysis to make faster and better decisions for your future.
- Share information with others in your organization in a meaningful way.

## Ensure quote-to-production timeliness and accuracy

Gain a competitive advantage through timely and precise estimates. Sage 100c accesses real-time material, inventory, and cost data to create accurate quotes that reflect real costs, material availability, and production schedules. This eliminates expensive and time-consuming mistakes and missed deadlines that cause customer frustration. With this level of consolidation, you're able to streamline workflows, take control of the entire quote-to-production process, and eliminate expensive and time-consuming mistakes.

## Maximize profits throughout your product lifecycle

Sage 100c does more than help you deliver what your customers order. It automates how you manage complex jobs on time and on budget.



### Sage 100c Manufacturing is an add-on solution to Sage 100c so you can:

- Manage the job through estimating, sales orders and work tickets, job planning, costing and tracking, and purchasing.
- Capture labor and material usage in real time; automate how you issue parts to the job, support bar coding, and connect to payroll.

### Optional add-ons to Sage 100c Manufacturing

#### Product Configurator

Accommodate custom product estimates, including pricing, bill of material, routing, and part numbers.

#### Enhanced Scheduling

Optimize capacity and schedule planning; run what-if scenarios to alert you to constraints.



## Sage 100c Manufacturing

With Sage 100c Manufacturing, you'll have an automated workhorse to manage and track the complete job lifecycle of everything you produce.

### Estimating

Elevate your productivity with real-time job management tools that allow you to tightly control the many moving parts:

- Reuse past quotes to speed the creation of new ones.
- Combine bills of material, routings, labor, and contracted services to create a detailed cost roll-up.
- Save time with automatic material costs to reflect the most recent purchases.
- Select your options and calculate pricing with the product configurator add-on solution.

### Sales orders and work tickets

Streamline workflow, so that all job information is available from a single source—and then quickly convert an approved quote to a sales order:

- Generate detailed work tickets automatically.
- Check material availability before release.
- Attach product documentation and procedures specific to the job.

### Job planning

Proactively monitor the status of your jobs; deliver the tools to review, refine, and improve estimating and job planning:

- Verify quote accuracy before production starts.
- Determine material availability.
- Notify purchasing of shortages.
- Check production schedules.
- Easily track original versus revised estimates.

### Purchasing

Analyze your supply and demand for jobs, so you can purchase the right products and materials at the right time:

- Create a dynamic to-do list.
- Consolidate purchasing requirements.
- Base purchase recommendations on reorder points and minimum order quantities.
- Automatically generate purchase orders.
- Optimize cash flow by reducing excess inventory levels.

### Costing and tracking

Reduce the time you spend managing projects with the advantages of real-time tracking.

- Know the status of projects at any given time.
- See current costs in real time.
- Analyze profitability based on remaining cost projections.
- Be alerted to potential cost overruns while in production.

### Data collection

Collect labor and material usage information in real-time:

- Quickly and easily issue parts to the job.
- Reduce errors and streamline data entry with the bar-coding feature.
- Eliminate manual data entry with flexible time-entry capabilities.
- Automate overtime calculations and allocation to work tickets.

## Add-ons

### Product Configurator

The Product Configurator, an add-on solution to Sage 100c Manufacturing, asks simple questions needed to configure your customer's product. The result is a fast, accurate estimate or sales order, a comprehensive bill of materials, and the ultimate formula for sustained profitability:

- Configure custom product estimates or orders with speed and consistency.
- Move quickly with a graphical rules-based selection wizard.
- Automate bill of material and routing information.
- Set up options-based pricing quickly and easily.
- Reduce manual entry with smart part numbers that identify part's unique features.
- See billing information from a dashboard.

### Enhanced Scheduling

Enhanced Scheduling, an add-on solution to Sage 100c Manufacturing, helps you easily prioritize your job schedule and put dependability and confidence into your promise dates:

- Quickly confirm capacity in real time.
- See what's happening and what's projected into the future.
- Watch for bottlenecks so you can take quick, corrective action.
- Rethink scenarios with a what-if drag-and-drop capability.
- Get visual warnings in case of capacity and material constraints.

## Put Sage 100c Manufacturing to work and start optimizing production, customer service, and on-time delivery.

The combination of Sage 100c Manufacturing with the powerful financial management capabilities of Sage 100c helps you deliver orders on time and on budget with complete insight across the product lifecycle.

### For more information:

Call 866-530-7243 to speak with your Sage representative or contact your local Sage business partner.



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