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THE STUDY RESULTS ARE IN

Sage X3 Delivers 177% ROI

Earlier this year, Sage commissioned [Forrester Consulting](#) - an independent global research firm - to conduct a Total Economic Impact™ (TEI) study of Sage X3. The results are in, showing that a composite company running Sage X3 experienced a 177% Return on Investment (ROI) from over \$1.7M in cost savings over 3 years. Here's a look at both the study methodology and results.

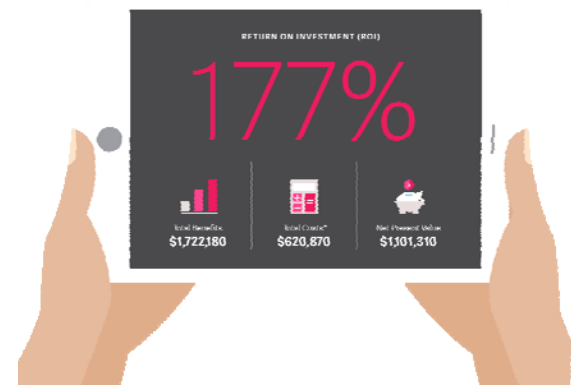
The Study Methodology

To better understand the benefits, costs, and risks associated with an investment in Sage X3, Forrester conducted in-depth interviews with Sage X3 customers as well as ERP industry experts and analysts. The purpose of the study was to provide a framework to evaluate the potential financial impact of Sage X3 within an organization.

The Study Results

Aggregating and quantifying all of the data, Forrester then created a composite company with 50 active Sage X3 users to represent the study findings which revealed:

- 177% Return on Investment
- \$1.7 million in total risk-adjusted benefits over 3 years
- Payback period of only 5 months
- Efficiency gains and cost savings across departments including finance, purchasing, sales, inventory, customer service and manufacturing



Other Valuable Benefits

The interviewed customers identified additional benefits of using Sage X3 but were not able to quantify them at the time. One customer reported that Sage X3's workflow automation and alerts functionality encourages users to adhere to standardized policies and speeds up processes. An interviewed customer also reported that with Sage X3's documentation and office collaboration functionality, employees don't have to search physical file cabinets anymore; they just access Sage X3 invoices and other documents straight from their computers.



GET THE FULL STUDY AND FINDINGS

[Download the Forrester Report](#) for all the details or [watch this video summary](#) for more.

Free Sage Intelligence Reporting 5-Part Video Series

Sage has launched the 2nd installment of their popular video series that teaches you how to build better reports and analyze data using **Sage Intelligence Reporting**.

It all began earlier this year with part 1 of the series entitled **Starting Out with Sally**. Sally is a fictitious business owner that leads you through practical ways to make sense of the numbers and improve your financial reporting skills with Sage Intelligence. Part 1 included 5 videos which have been archived and can be [found here on YouTube](#).

This second installment, entitled **Gearing Up with Sally**, kicks things up a notch as Sally guides you through features of the Financial Report Designer that help you develop creative and insightful reports.

The reporting techniques included in the second installment of the series, [Gearing Up with Sally](#), focus on Pivot Tables, Pivot Charts, and Dashboards.

Part 1: Click your way to personalized layouts with the Layout Generator

Part 2: Step up your custom layout design skills with the Task Pane

Part 3: Get a holistic view of your financials over coffee

Part 4: Gain control of your data with Pivot Table reports

Part 5: Chart your way to success with an operational dashboard

[Get Started Now >>](#)

Sage Unveils Connector for Sage X3 and Salesforce CRM

Earlier this year at Dreamforce '16 - the annual customer conference hosted by Salesforce - Sage unveiled the new Salesforce CRM connector for Sage X3. This sleek new integration between Sage X3 and the world's leading CRM solution represents a meaningful milestone in a strategic relationship that's relatively new between these two powerhouse software companies.

Connecting the Front and Back Office

The Sage X3 Connector for Salesforce ties front and back office transactions together in a way that significantly boosts business visibility and efficiency.

- Synchronize CRM and financial transaction data
- Unparalleled visibility across the entire sales and operations processes
- Ensure integrity of data between customers, orders, and accounting
- Achieve real-time data synchronization and transaction flow across the business

The Sage X3 CRM connector follows a recent launch of the cloud-based [Sage X3 E-Commerce](#) integration. According to Libby Koehn, Global VP Product Management at Sage, these 3 platforms working together create tremendous synergy. "As a prospect is converting into to an actual customer in CRM, Sage X3 acts as a back end and starts populating to E-Commerce. This visibility across the entire process saves time and boosts productivity."



[Get in Touch](#) to learn more about the Sage X3 CRM Connector for Salesforce.

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