General Knowledge

1) What is Sage 300 ERP (formerly Sage ERP Accpac)?

Sage 300 ERP is an Enterprise Resource Planning software solution specifically designed for Small to Midsized businesses (SMBs). With more than 6 million customers across the globe, Sage is regarded as a clear market leader for SMBs. It connects growing businesses with a single, integrated solution that can streamline accounting, purchasing, sales, inventory, customer relationship management and manufacturing processes. It supports operations across multiple sites, in multiple languages - providing you with real-time control over all your activities so you can make better decisions in all areas of your business.

2) How do I know if I need new accounting software?

You will see some signs. Your accounting software should mesh with your existing business practices and adapt to technological innovations. If you're trying to meet your growing business' needs with spreadsheets or basic bookkeeping software such as Simply Accounting and QuickBooks, you may notice:

- Employees allocating too much time and effort on day-to-day operational procedures which causes inefficiencies and slow your business' growth

- Difficulty accessing key information as it is not readily available

- Slow report processing and lack of reporting

While these solutions helped your business get up and running, a well-planned move to an ERP software solution will deploy your resources more effectively and allow your employees to focus on the strategic initiatives to reach your growth goals.

3) At what stage of a business's growth will Sage 300 ERP be best suited for?

As your business continues to grow you will have more customers, more employees, more data, and more automation requirements. In short, if your business plans on being involved in any of the following activities in the near future, you should review your business processes and plan your accounting software needs:

Growing Customer Base:
When you have a small business, invoicing and tracking customers can be easy to monitor. With success comes a growing surge of customers. Depending on the rate of customer growth, consider upgrading your accounting software to better manage your customers.

Deciding to Expand:
Whether you want to increase the number of locations or projects, the decision to expand your operations brings on new levels of complexity. To ensure your expansion goes smoothly, plan beforehand to upgrade your accounting systems to meet the need of rising complexity.

More Employees:
A one person or small staff operations will often need only basic accounting software. As your employee base grows, staff members will need greater access and sharing of key data across the network. The increase in staff may facilitate the need for an upgrade.

The Solution

4) What modules come with the solution?

Sage 300 is a complete solution providing you with a 360 degree view of your operations. The modules that are featured out-of-the-box are:

Financial & Accounting:
- Payroll, General Ledger
- Consolidations
- Multicurrency
- Intercompany
- Transaction Analysis
- Revenue Recognition
- Budgeting
- Purchase Orders

- Accounts Payable
- Electronic Funds Transfer (EFT) Direct
- Cheque and Form Printing
- Order Entry
- Accounts Receivable
- EFT Direct Receivables
- National Accounts Management
- Sales Analysis

Distribution:
- Inventory Control
- Serial Number and Lot Tracking
- Drop Shipment/Special Order
- Service Management
- Project and Job Costing
- Time and Billing

5) Are there additional add-ons available if Sage 300 ERP doesn't meet certain requirements for my business?

Sage integrates with numerous add-on solutions to meet all of your specific business needs. Contact one of our certified Sage Consultants and be advised on how you can fully meet your unique system requirements with our recommended and proven Sage add-on solutions.

Three of the most popular and commonly requested add-ons based on your industry and business requirements are:

Customer Relationship Management (CRM): Empowers your sales, marketing, and customer service teams with the mobile tools to uncover new prospects, close sales faster, and build valuable relationships. Learn More.

Human Resource Management (HRMS): Reduces time-consuming clerical work by centralizing, tracking, and reporting employee data that's scattered across multiple systems. Learn More.

Fixed Assets: Eliminate redundant data entry, increase accuracy, and reduce costs while guarding against regulatory noncompliance.

6) What is the Scalability of Sage 300 ERP?

Sage is regarded as a clear mid-market leader for accounting software and offers solutions that will serve your needs throughout the life cycle of your company. You can implement a Sage solution that meets your needs and budget today, and as your requirements grow, upgrade to the next level of software when the time is right. Sage can truly support you through all phases of your business by adding users and adopting greater functionality as your business grows.

7) Can Sage work for my mobile sales team?

Absolutely. Sage CRM has been identified as the champion CRM in the Small to Midsized Business landscape with a mobile solution that covers Apple iPhone, Android and Tablet devices effectively allowing your mobile workforce to access critical customer information when on the road. These mobile solutions help maximise employee productivity and increases sales and service effectiveness at every stage of the customer relationship cycle.

Sage ERP offers mobile solutions that are designed to help businesses improve customer service and cash flow, and integrate directly with your Sage 300 system.

Sage Mobile Sales enables field staff to process quotes and orders, take payments, and collect signatures while out in the field.

Sage Mobile Service allows field technicians to schedule work, optimize routes, access customer information, and even accept payments - all while out of the office.

Sage Mobile Billing and Payments turns your smartphone or tablet into a payment device and processes credit and debit cards instantly anytime and anywhere.

8) Will Sage 300 ERP integrate with our other business software?

Sage 300 features an open architecture built on technology that everyone understands. Sage 300 can easily integrate with other applications you might need to run your business so you have one integrated system, instead of a patchwork of spreadsheets, databases, and reports that are less-than-reliable.

9) How does Sage 300 ERP licensing work?

The right business management software choice for your company depends on several factors, including your business model, customization requirements, internal resources, and budget. Sage 300 has 2 licensing models to choose from: 1. An on-premise solution where licensing is based on the numbers of users and their roles within the software. 2. A subscription-based, hosted online cloud software solution. ADS will work with you to help you assess your needs and options.

10) What is involved in the implementation process?

When our team meets with a client, we focus on collaborating to establish direction and set goals. ADS certified Sage Consultants follow a proven systematic approach when executing engagements. This methodology features a plain language discussion about your business processes and how information technology aligns with your unique situation so that we understand how you define success.
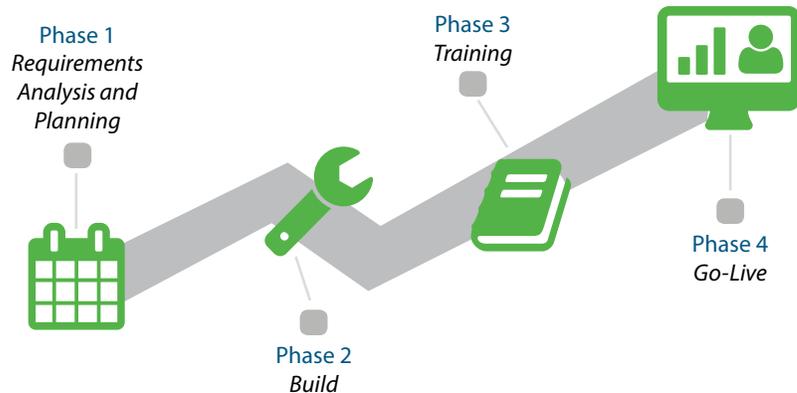
Phase 1
*Requirements
Analysis and
Planning*

Phase 3
Training

Phase 4
Go-Live

Phase 2
Build

Our 4-step approach:

Phase 1 – *Requirements Analysis and Planning:* A certified Sage Consultant meets with your staff to collaborate and define your current environment and understand your company's unique situation, desired future state and business goals.

Phase 2 - *Build:* Our certified Sage Consultants leverage expertise to create customized solutions and product implementations.

Phase 3 – *Training:* Our team is committed to effective implementation and understanding. Before taking off the training wheels, we make sure you are comfortable with your new system. From accounting to sales to HR to distribution, ADS' comprehensive training plan shrinks the learning curve and helps your employees realize new levels of productivity and efficiency. To learn more about the training process click here.

Phase 4 – *Go-Live:* The go-live process involves collaboration and change management with internal and external stakeholders.

11) Am I able to transfer my existing data into my new Sage 300 ERP solution?

Yes – your existing data can be transferred into Sage 300. During the requirements analysis phase of the implementation process, a certified Sage consultant will work with you to determine what, if any data you want to transfer to Sage 300.

12) What are the reporting capabilities in Sage 300 ERP?

Sage 300 reporting empowers you to quickly and easily obtain the information required for improved operations and decision making, and less time pulling the data together for different sources. Using Sage 300 ERP financial reporter, Sage Intelligence, and Crystal Reports you get 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. Sage reports will improve the productivity of your financial staff, enhance report presentation, and streamline report preparation.

Support

13) What is the support network like for Sage 300 ERP?

The in-depth staff knowledge and expertise that ADS has for Sage products ensures that our customers get the most from their Sage investment. Through monthly Sage ERP and CRM web chats, live training sessions, blog posts, and frequent communications, ADS continually provides customers with the latest industry news and trends. While the training our customers receive makes them very self-sufficient, a local ADS Sage Consultant is always available when customer need help solving tougher challenges.

Sage is committed to their wide-variety of superior products, and is continually looking for new ways to provide value to their customer base. Sage 300 is a global product with a large community of business partners and customers in over 160 countries. By attending their annual conferences and becoming an active member of the online community, Sage City, users can connect with fellow Sage users and find answers to product questions and discuss the latest products & trends.

14) Why partner with Atlantic DataSystems (ADS)?

Since 1990, we have worked to deliver on the promise of technology for businesses. With ADS as your Sage Partner, you will have access to our knowledgeable team of ERP and CRM Consultants, with local expertise in our offices across Eastern Canada. Your business will gain a partner that focuses on building a valued, trusted and collaborative relationship, where we ensure that information technology aligns with your unique business processes, helping you to achieve your specific goals, and supporting your future growth.

ADS is a leading technology consultancy and provider of enterprise resource planning (ERP) and customer relationship management (CRM) software. As one of the top Sage Business Partners in Canada, we have over 30 years of experience providing ERP solutions and IT services to growing businesses throughout Canada. To learn more about ADS click here.