

# The 'C' Story of an Effective Business Management Solution

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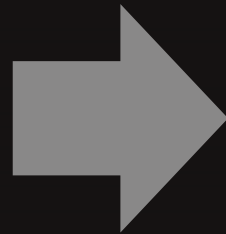
# The “C” Story

What Modernization means to Sage 100c

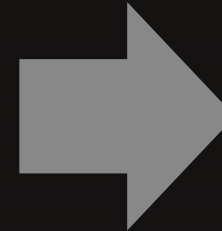
sage



**C**urrent



**C**onnected



**C**ontrol

What do people want to get from their business management solution?



# Improving modernization

*Bridging the past to the future*

sage

- Modernized versions allow customers to move to a fresh UI and benefit from the latest technology without having to face a disruptive migration journey
- Basing 100c on products with loyal install base and years of experience and customer feedback allowed Sage to offer the richness of functionality customers are expecting
- Sage 100c is a comprehensive business management solution that:
  - Is easier to use with intuitive new user interfaces
  - Improves productivity with more features and connected services included in the new solutions bundles
  - Reduces up-front customer investment by offering subscription pricing

Sage 50

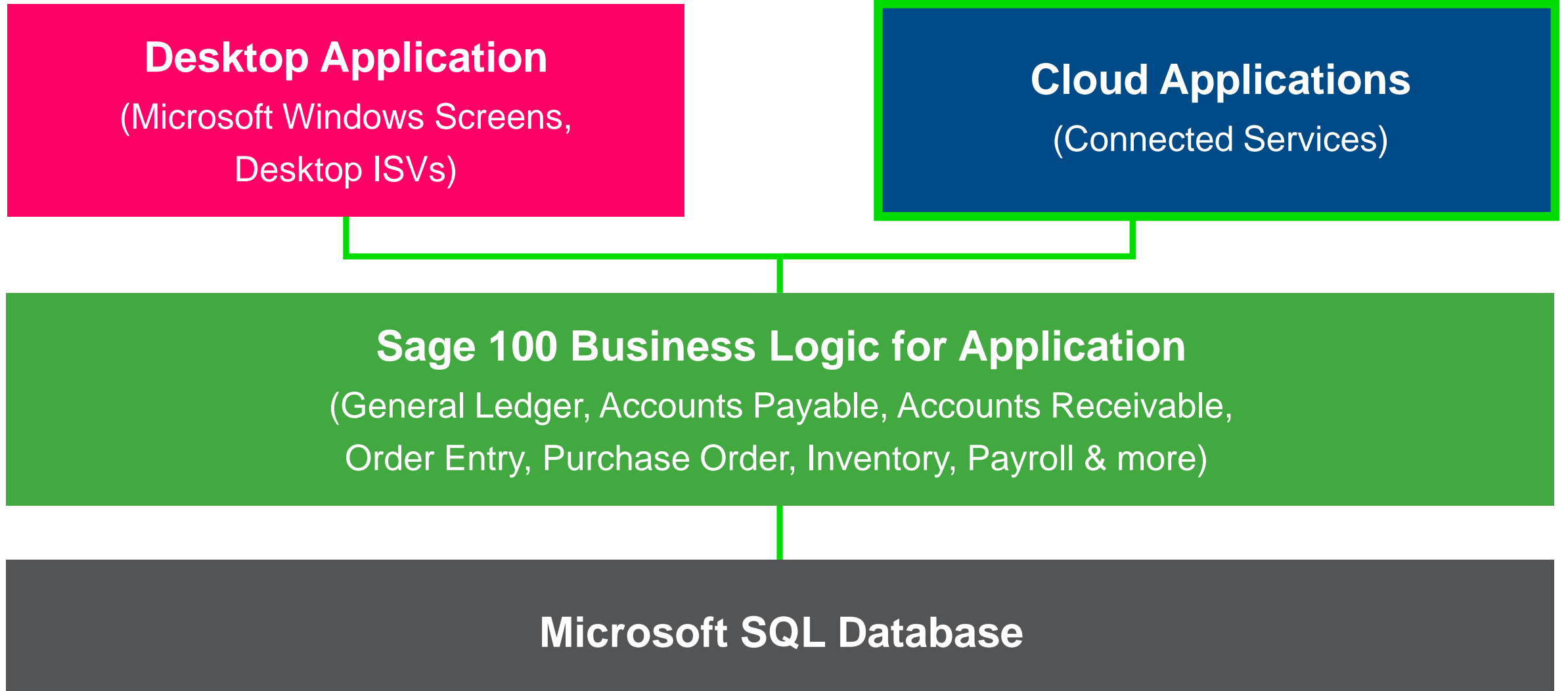
Sage 100

Sage 100

Construction

HRMS

# Sage 100c builds on top of Sage 100



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# 1. Current



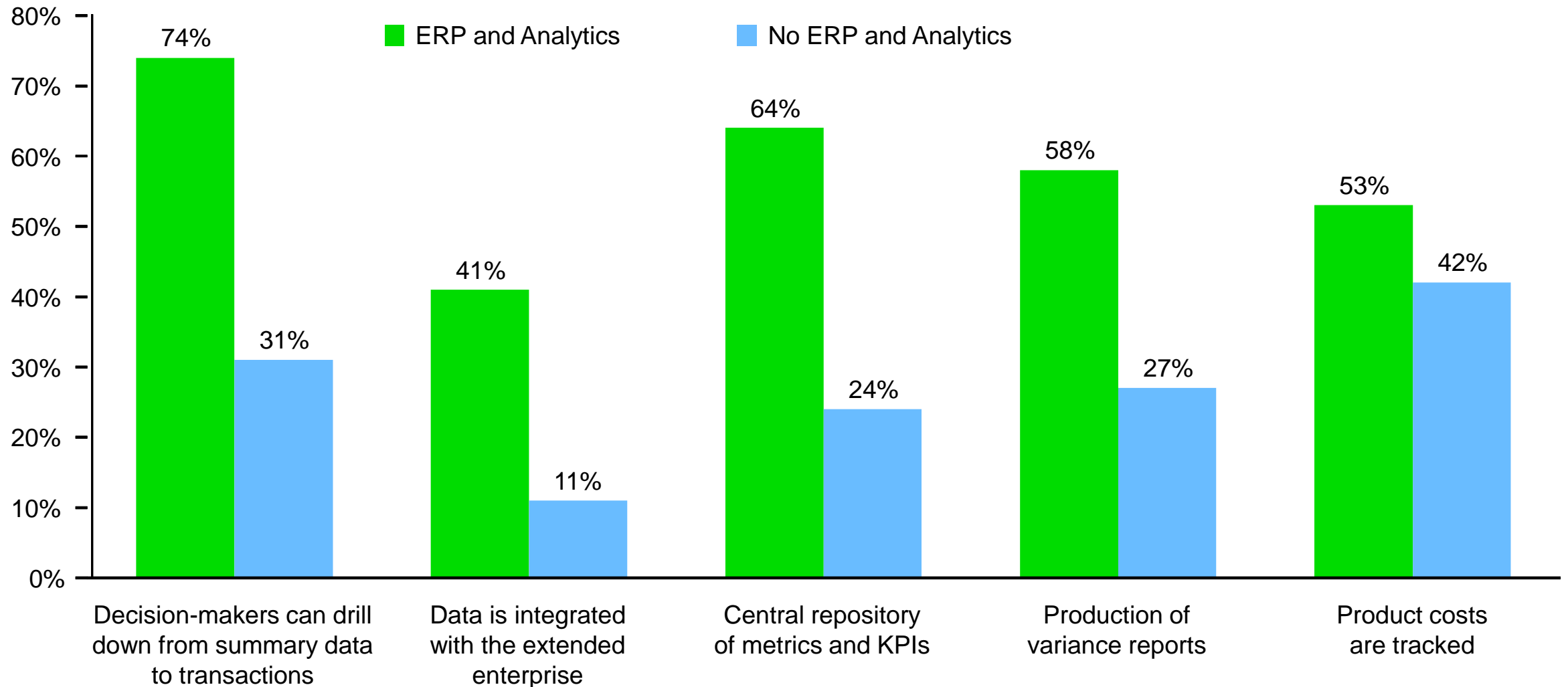
Stay **Current** with your trusted solution

Company-wide business visibility

Business intelligence

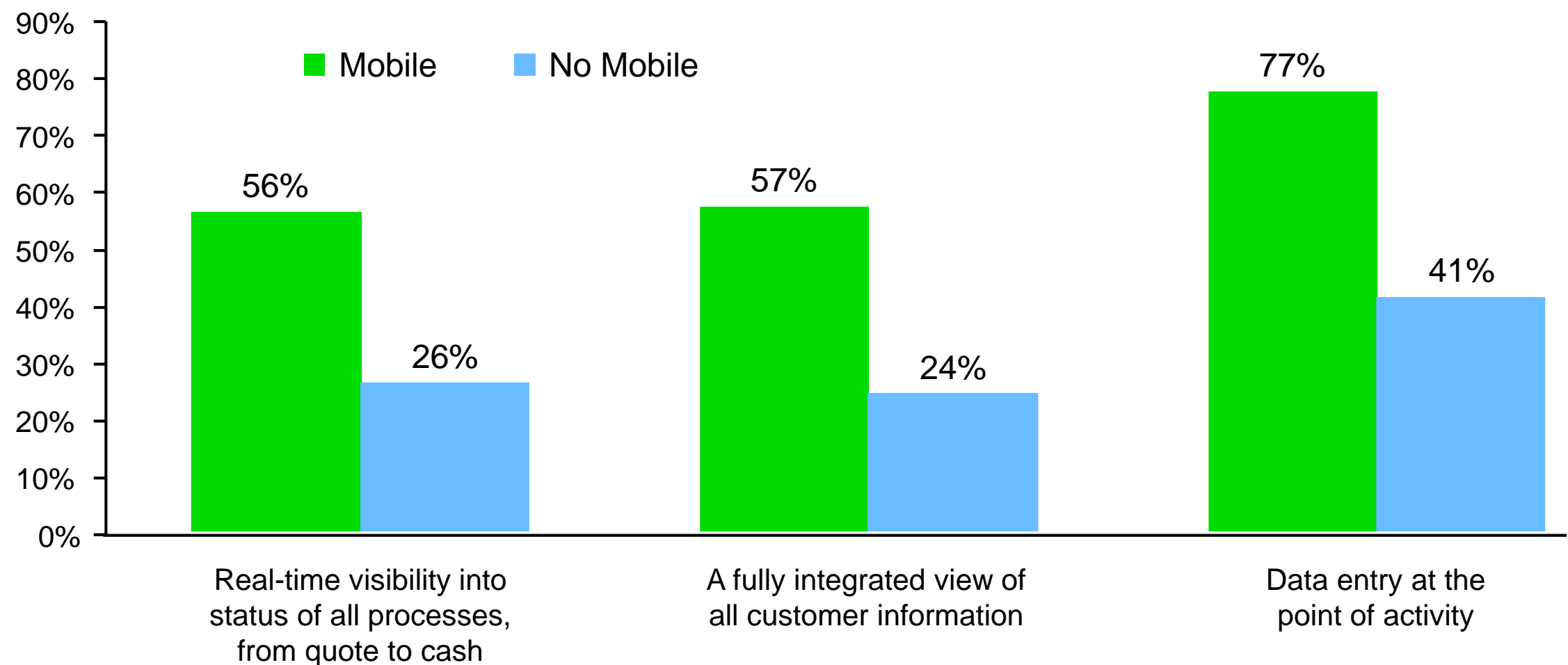


# Do more with data



Source: Aberdeen Group, August 2016

# Improving visibility and customer service **sage**



Source: Aberdeen Group, August 2016





"Companies that have integrated ERP and BI capabilities see a 55% greater improvement in process cycle times."

"Simplify decision-making to grow your business with analytics and ERP"  
Aberdeen Group, 2015

*Are you running your  
business through  
a keyhole?*



# Sage Intelligence Reporting



Gain control through **accurate** reporting



Take **action** through better analysis



Get **timely**, automated reports



Keep tabs on critical information and increase business visibility

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## 2. Connected

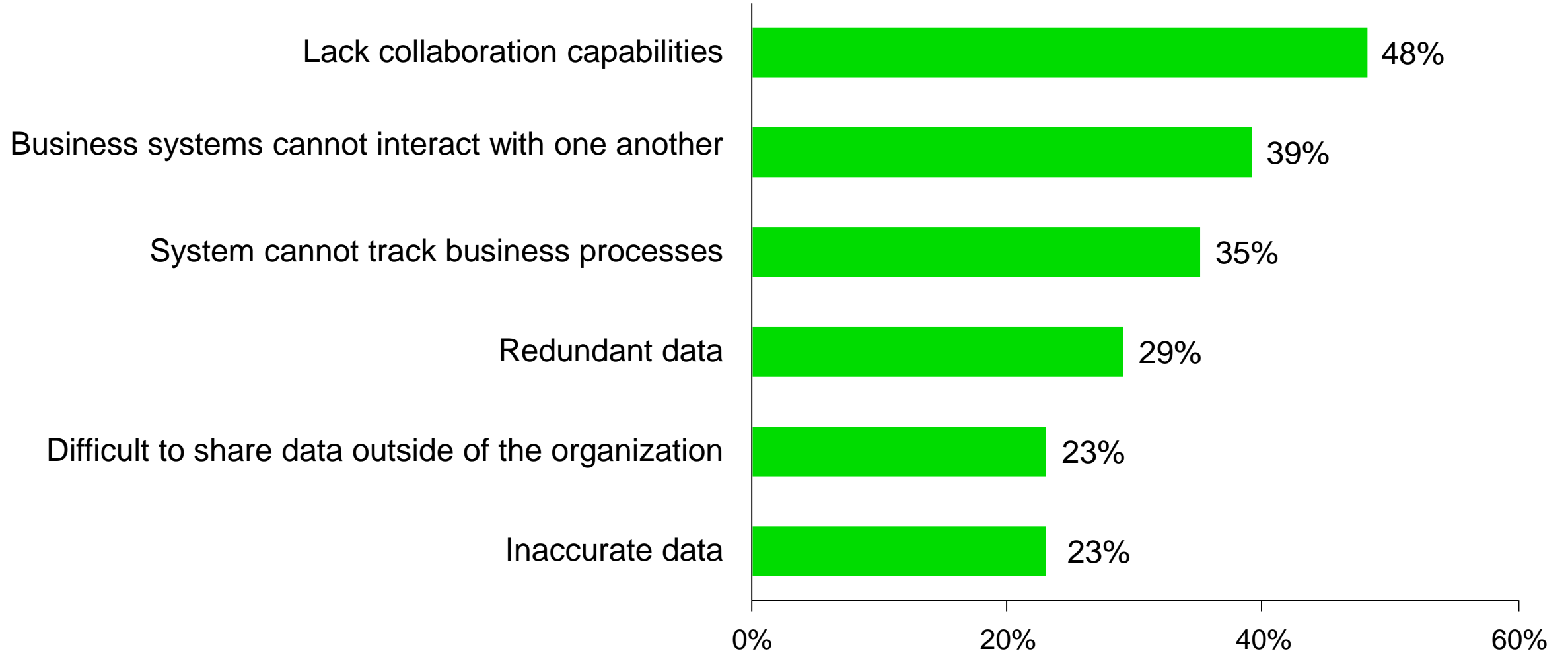


Stay **Connected** anytime, anywhere

Convenience

Collaboration

# Technology challenges





# Sage 100c manages your entire business

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## Sage 100c

- Core functions
- Sage 100 capabilities
- Add-on solutions

Sage 100c connects all the vital aspects of your finances and operations—sharing information, improving business insight, and eliminating redundancy. Build the system that makes the most sense for your organization.

# Connected customers

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*"With information readily available at their fingertips, sales representatives can deliver unparalleled customer service and strengthen client relationships. In short, Sage CRM and Sage 100 deliver the business management capabilities we need to stay competitive."*

Jean-Marc Pigeon, President, Inortech, Inc.



# Harness the Power of Integrated CRM



Improve customer service

Market more effectively

Empower more productive people teams

Work faster and smarter

Use visibility to drive profitability

Pitch new products to the right people



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### 3. Control

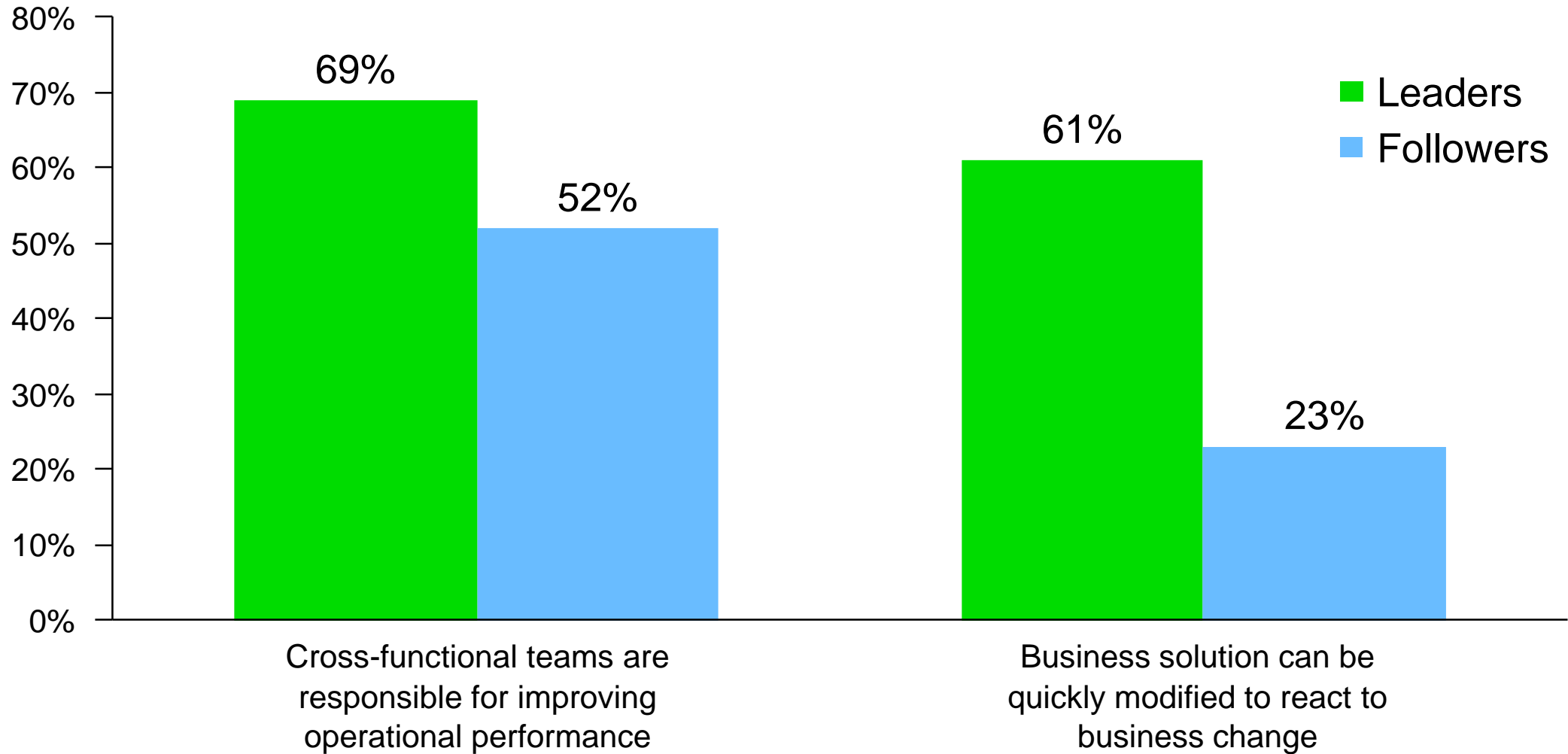
A background image showing a group of business professionals in a meeting. A man in a dark suit and white shirt is in the foreground, looking thoughtfully at the camera with his hand near his chin. To his right, a woman with long dark hair, wearing a dark blazer over a white shirt, is looking towards the right with a slight smile. Another man is partially visible on the far right. The background is slightly blurred, showing office plants and windows.

# Take **Control** of your business

Customization

Capabilities

# Be flexible to change





A woman with blonde hair in a ponytail, wearing a grey blazer over a black top, stands by a large window. She is looking down at a tablet computer she is holding with both hands. The background shows a blurred view of a modern building and some greenery outside. The text "Connected Services give you Control" is overlaid on the image, with "Control" in green and the rest in white.

Connected Services give you Control

# Optimize and forecast inventory

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## sage Inventory Advisor Basics

Dashboard ▾

Classification ▾

Locations

Forecasts ▾

Orders ▾

Inquiry

Weeks ▾

Dashboard (ABC Warehouse) ?



Stock holding

Actual  
8.6m  
Model  
5.1m



Excess stock ?

Excess value  
2.8m  
Items  
2,194



Surplus orders ?

Surplus value  
561.4k  
Items  
297



Fill rate

Achieved  
87.96%  
Target  
95.38%



Stocked out ?

Lost sales  
712.5k  
Items  
1,178



Potential stock outs ?

Pot. lost sales  
206.9k  
Items  
115

### Item status breakdown

Status	Value
Ok	3.0m
New	206.6k
Excess	2.8m
Surplus orders	561.4k
Stocked out	712.5k
Potential stock-outs	206.9k

### Data purity

Area	Score
Stock	95.84%
Locations	77.78%
Suppliers	69.26%
Products	99.64%
Customer orders	85.71%
Purchase orders	91.67%
Historical purchase orders	99.95%
Overall score	91.09%

Online - Click here to get help ^

# At-a-glance valuations, demand, fill rates, & orders



ABC

HML

Matrix

Low

Medium

High

Off

Count

Value

Demand

sage Inventory Advisor Basics

Dashboard

Classification

Locations

Forecasts

Orders

Inquiry

Order schedule

Product code, Description, Class, Velocity	UOM, EAD	Rec, Amended	Cost, Amended	Value	Policy	Demand
<div>BQ1242FGN07</div> <div>Axle Assy 20" 10-stud 335 73" Track</div> <div>Apxxxx K Standard</div> <div>Stocked out</div>	<div>units</div> <div>May 09, 2016</div>	<div>105</div> <div>105</div>	<div>1,119.0339</div> <div>1,119.0339</div>	117,499	<div>Up to ROP</div>	<div>Avg 12 sales: 5.2 Avg FC: 17</div> <div>PTD sales: 10 Age: 51</div>
<div>BQ1246FG715N07</div> <div>Axle Assy 20" 5-spoke 71.5" Track Maxus</div> <div>Apxxxx K Standard</div> <div>Potential s/o</div>	<div>units</div> <div>May 09, 2016</div>	<div>27</div> <div>27</div>	<div>1,132.5633</div> <div>1,132.5633</div>	30,579	<div>Up to ROP</div>	<div>Avg 12 sales: 4 Avg FC: 6</div> <div>PTD sales: 3 Age: 51</div>
<div>BQ1246FGN07</div> <div>Axle Assy 20" 5-spoke Grease Complete</div> <div>Apxxxx K Standard</div> <div>Stocked out</div>	<div>units</div> <div>May 09, 2016</div>	<div>130</div> <div>130</div>	<div>1,135.1267</div> <div>1,135.1267</div>	147,566	<div>Up to ROP</div>	<div>Avg 12 sales: 45 Avg FC: 52.7</div> <div>PTD sales: 13 Age: 51</div>

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Archive

Add

Created by

Created on

Location

Supplier

SIA Basics User

February 09, 2016

ABC Warehouse

FUWA K HITCH - OVERSEAS AUD\$

	Recommended	Amended	Difference
Line count	3	3	0
Order units	262	262	0
Order value	295,644	295,644	0

Policy parameters

Recalculate balance

Count 126

Value 1.1m

Avg demand 659.4k

Fill (93.00%) 89.66%

Count 142

Value 2.6m

Avg demand 1.4m

Fill (98.00%) 89.14%

Count 314

Value 745.4k

Avg demand 207.5k

Fill (96.00%) 91.55%

Count 88

Value 156.2k

Avg demand 63.0k

Fill (98.00%) 93.63%

Count 353

Value 145.1k

Avg demand 29.1k

Fill (98.00%) 95.63%

Count 96

Value 57.3k

Avg demand 11.8k

Fill (99.99%) 96.01%

Demand at cost



# Additional Connected Services for Sage 100c

AP Automation

Microsoft Office 365

E-Commerce

Budgeting and  
Planning

Multi-Bin

Sage 100c  
Manufacturing



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The 'C' Story

Sage 100c

Current

Connected

Control



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Thank you

