Sage MAS 90 and 200 Extended Enterprise Suite

Product Overview
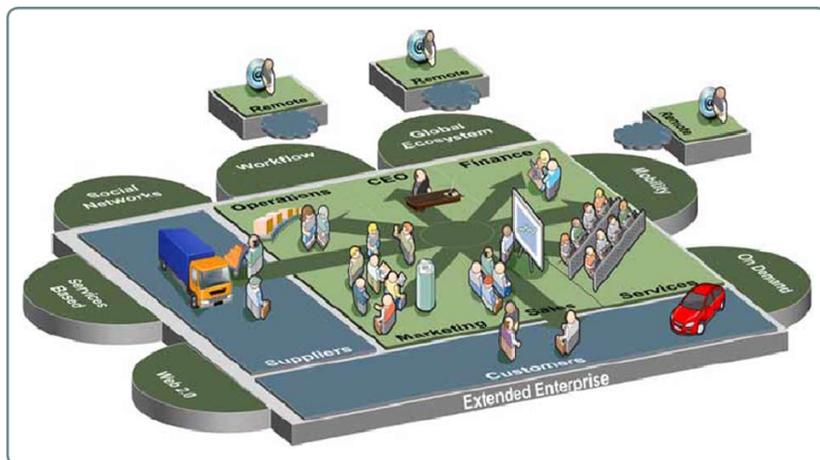
sage software

Your business in mind.

An End-to-End Approach to Business Software

At Sage Software, we've been supporting businesses like yours with world-class business software for well over a quarter of a century. Our long-term commitment to investing in technologies and applications helps you to stay ahead in a rapidly changing world.

Many of today's organizations recognize the need to link their business processes with a broader approach. This is necessary to drive down costs, compete with larger rivals, and empower employees to collaborate more effectively. This call for an integrated approach has been answered with Sage MAS 90 and 200 Extended Enterprise Suite, featuring end-to-end software connectivity that dynamically links processes, information, workflows, and communication channels. Extended Enterprise Suite simplifies tasks, reduces redundant data, and provides unrivaled information transparency.

Extended Enterprise Suite: Total Control
Extended Enterprise Suite helps organizations like yours coordinate your whole business: from customer-facing systems, such as sales and service, through back-office processes, including accounting

and project management, to core activities, such as manufacturing and engineering.

With Extended Enterprise Suite, your staff works together more effectively while your limited or expensive resources are optimized. In addition, your managers have instant access to companywide information and are equipped to plan for the future of your growing business.

Unify Every Element of Your Business

Effective process management
Extended Enterprise Suite includes the applications needed to manage information and processes in every part of your business. It supports you in managing the whole process of customer acquisition—from your initial marketing campaign and lead generation, through your quotation process and successfully winning the order. And finally, to fulfilling your orders and providing outstanding customer service in the future.

Sharing data for a unified view of your customer
Extended Enterprise Suite helps your employees access a more concise, accurate, and complete view of your customers and their every interaction with your organization, including sales and marketing, order dispatch, project management, and credit control. By integrating your business processes, Extended Enterprise Suite allows your staff to view the same data. Time previously spent re-entering data is saved, and accuracy is improved while your customer requirements can be identified and fulfilled quickly and profitably.

Fast return on your investment with rapid, easy deployment and customization
All Extended Enterprise Suite applications can be quickly deployed and mapped to specific business requirements, ensuring that

you are up and running quickly with software that's right for your business. You'll also have options to configure applications, and in many cases, the software can be customized fully by a Sage Software business partner to suit particular business processes.

Flexibility and choice to match your business
We understand that every business has its own requirements in terms of functionality and level of integration needed. Extended Enterprise Suite provides your business with a solid and dependable software platform. The core modules in the suite are Financials, Distribution, Bill of Materials and CRM, to which you can add extra modules and users such as Job Costing and Payroll, to meet your own business processes. Your business benefits from simplified ownership and a single point of contact and accountability, whether you have everything, on only a few of the available modules.

Supporting industry-specific operations
Extended Enterprise Suite supports operations specific to particular industries, notably Manufacturing and Wholesale Distribution. Beyond that, our alliances with third-party software developers give you access to an exceptionally wide range of specialized software options that can be integrated with your Sage Software solutions.

Extended Enterprise Suite: An Overview

Financials

Managing the day-to-day running of your business, the Financials modules provide you with unrivalled business control and management reporting. It draws on information held in General Ledger, Accounts Payable, Accounts Receivable, Bank Reconciliation, and Fixed Assets.

Distribution

Distribution adds Sales Order Processing, Purchase Order, Inventory Management, Return Merchandise Authorization and Credit Card Processing, to the Financials modules. By integrating your accounting and distribution modules, you can easily automate the delivery of customer orders with effective inventory management for complete control of your supply chain.

CRM

SageCRM is an internet-based CRM solution, designed to bring the real benefits of Customer Relationship Management (CRM) to your organization. It's designed to be easy to use and deploy, affordable, and packed with useful features.

With SageCRM, you can quickly analyze, manage, and synchronize sales, marketing, and customer service activities across all points of contact.

Bill of Materials (BOM)

The BOM module follows your bill of materials process from beginning to end. It breaks down the manufacturing operation into easy-to-access areas, including materials, labor, machines, operations, and reporting.

Manufacturing

With our vast industry experience, we are perfectly placed to provide integrated systems that control the whole manufacturing process, from planning materials to monitoring real-time work orders. Manufacturing will give companies greater control over their manufacturing processes through effective scheduling of work, close tracking of resource utilization, and improved business analysis.

Business Intelligence

Designed to provide instant visibility across your business, our business intelligence tools combine to create all-encompassing information management so you can turn data into actionable knowledge. Our customizable report generation, inquiry, analysis, and charting features work seamlessly to increase your productivity, improve business financial reporting, and enhance functionality.

Financials

Busy finance or accounting departments need powerful, reliable tools for day-to-day management of the business. Managing your business finances is no longer simply about bookkeeping; it's about working in a proactive way that drives your growing business. Your finance or accounting team now requires a much wider view of the business, including customer information, order history, visibility of project costs, company assets, and payroll information—all areas in which Extended Enterprise Suite delivers.

Extended Enterprise Suite supports your finance or accounting department in the following ways:

With Financials...

- You put flexible tools at the heart of your business, equipping your accounting department to take full control of costs and processes.

- Your teams have instant access to up-to-the-minute financial data, enabling them to efficiently track, analyze key information, improve productivity, and make informed strategic decisions.

With Distribution...

- Credit limits can be checked at the sales order stage, minimizing debt.

- Purchase order amount and order quantity can be automatically checked against purchase invoices—ensuring accuracy and correct payment.

- The generate order function allows for accurate stock ordering based on exact stock levels—reducing stock outage and improving cash flow.

- Automated Credit Card processing ensures immediate payment for orders through a secure internet connection.

With CRM...

- Integration with your financial system will allow your accounting staff to access the critical customer information, behavior, and buying history usually held within the sales department, enabling them to resolve issues and queries promptly.

- Sales orders can be processed quickly and efficiently, using a single point of reference.

- Overdue funds can be reduced, as both your credit and collections team and your sales team have the financial information which enables them to collect outstanding debt.

Marketing

Marketing can be a very expensive activity, especially if you are up against larger competitors in your industry. Success demands effective scheduling and analysis of your campaigns, along with sharper targeting. With a single, integrated source of customer information, you can better manage your marketing efforts and accurately profile the needs of your customers and prospects.

Extended Enterprise Suite supports your marketing department in the following ways:

With CRM...
- You can devise targeted and track able campaigns to drive sales more successfully and make best use of your marketing dollars.

- You take the guesswork out of deciding what's working and what isn't, so you can be confident your marketing campaigns have the best return on investment.

- You have all the tools necessary to proactively communicate with your customers and prospects in a consistent and timely manner—from e-mailing purchasers of specific products to contacting lapsed customers or opening a dialogue with prospects.

- Your CRM software can be closely integrated with your financial application, giving marketing staff a clear and accurate view of actual campaign spend and revenue generated.
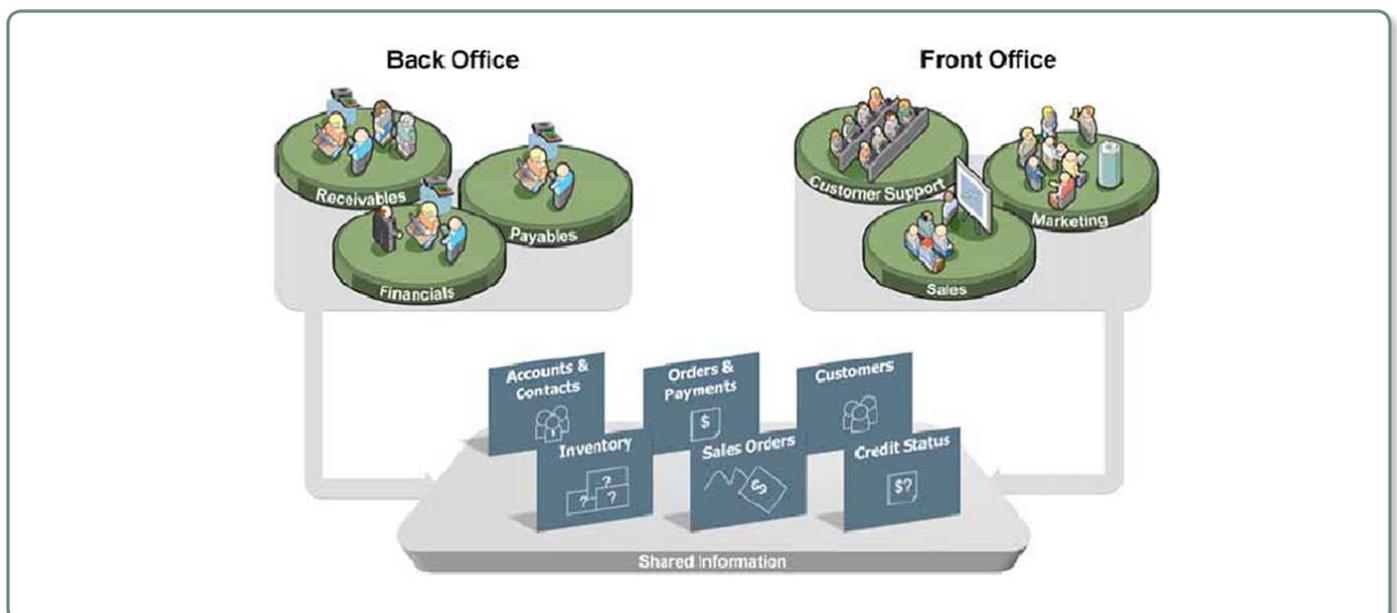
Customer Service

The Customer Service department is an example of where the right technology and approach can convert an expense to your business into a potential profit center. With this in mind, CRM gives your customer service staff the tools they need to: engage fully with your customers, effectively manage and resolve their issues, and develop lasting and beneficial relationships with them.

Extended Enterprise Suite supports your customer service department in the following ways:

With CRM...
- Your customer-facing staff has all the tools at hand to increase customer loyalty by providing a consistent high-quality experience, regardless of location or channel.

- Agent effectiveness and operational efficiency are improved as a single customer record is created across multiple service channels.

- Staff has secure, instant access to all relevant customer information such as orders, call and transaction history, e-mail, and documents sent—resulting in fast resolution of customer inquiries or issues.

- Integrating CRM with Financials and Distribution will allow your staff access to vital financial and stock information. For example, they can check the credit status of a customer before placing an order, ascertain how much stock is in the warehouse, and determine the buying patterns of your customers at glance.

Sales

In a crowded marketplace, you can differentiate your business through more effective management of your customers and suppliers. From first contact, to sending a quote, receiving an order, and shipping the products, your customers expect a first-class service—and you need the right tools to supply it. At the same time, a streamlined supply chain helps you fulfill customer demand at lower cost. The closer you are to your customers and suppliers, the closer you are to earning repeat business and optimizing profits.

Extended Enterprise Suite supports your sales teams in the following ways:

With CRM...
- Your sales professionals have instant access to calendars, accounts, reports, pipeline, contacts, and call lists—all the tools that empower your sales people to sell.

- All customer-oriented data is stored centrally and can be easily tracked and reported on, giving shared access to meaningful and up-to-date customer information.

- Any member of your staff—not just those directly involved in an account—have information at their fingertips to respond to a customer's query.

- Strong reporting functionality provides a crucial basis for sales planning, marketing, investment, and tracking.

With Distribution...
- Integrating Distribution with your CRM software will equip your sales teams with critical information normally held within the accounting and finance department, so they have complete visibility of the sales and payment history of their accounts and become aware of issues and opportunities.

- Sales staff has access to actual stock levels, putting them in a better position to check stock availability, place orders, and set realistic delivery time expectations.

Senior Management

Timely, accurate, and high-quality financial and management information is at the core of every successful business. With greater control of your key business processes and increased transparency, you can be confident that your business decisions are based on accurate and up-to-date information.

Extended Enterprise Suite supports your senior management in the following ways:

With Financials...
- The Ledger gives you a window into your company's financial status, with up-to-the-minute information from your other financial modules including Sales and Purchase Orders (as well as other areas such as Sales Order, Payroll, and Bank Reconciliation).

- Managers can view trends in your company's trading performance as they happen, and be equipped to make the right decisions to influence them positively.

With Business Insights Explorer and Dashboard...
- You can easily analyze information across your business, such as top customers, best-selling products, and product history, allowing for better and more pro-active decision making.

- Using standard and custom views allow you to analyze information the way you want. For example: sort your customers by region, sales person, and account type, allowing you to analyze sales performance across these categories.

- Built in calculation and charting functionality allows you to analyze and trend financial and sales data

- Advanced communications functionality allows you to provide your analysis results to other departments within your business, and customers and vendors.

Warehouse

Efficient inventory management is essential to controlling your costs, optimizing your stock levels, and ensuring customer satisfaction by meeting exact delivery deadlines. To run a tight operation and ensure uninterrupted operation of any production lines, you need flexible tools for receiving and allocating stock correctly, highlighting any shortages, processing customer orders, and shipping goods promptly.

Extended Enterprise Suite supports your warehouse operations in the following ways:

With Distribution...
- Stock levels are optimized, costs are minimized, and customers are satisfied as minimum stock and re-order levels, combined with suggested order quantities, help you to manage your stockholding effectively.

- You receive end-to-end support from software that works the way you do: from checking goods received against delivery notes and invoices, to efficient order shipping and managing customer returns.

- Your choice of costing method will allow you to work out the profit margins on the stock in your warehouse.

With Bill of Materials...
- Your warehouse staff can quickly and easily select items for assembly or pick finished goods or components for shipment.

Manufacturing and Shop Floor

Manufacturing businesses face ever-increasing pressure to deliver high-quality products at lower cost. To achieve this, they must closely manage their processes with effective scheduling, resource utilization, and rapid job turnaround. Extended Enterprise Suite is designed to help you control the whole manufacturing operation, improving your competitive advantage by building a more agile business.

Extended Enterprise Suite supports your shop floor in the following ways:

With Manufacturing...
- Manufacturing staff has complete visibility of the entire production process—from the original Sales Order to Work Orders Processing and Work in Progress to finished goods in the warehouse.

- At any given time, you'll know the status of the orders that are in progress, and which orders are next in line.

- You can record details of costs and resources, helping you stay on track at every stage of production. It can help you improve efficiency by producing picking lists, route cards, operation cards, and job sheets.

- You can accurately and efficiently control your demand planning process by using the Master Production Planning, Material Requirements Planning, and Stock Projection tools.

With Bill of Materials...
- Businesses undertaking light assembly have full control of manufacturing requirements, following the bill of materials process from beginning to end.

- The manufacturing operation is split into easy-to-access areas, including materials, labor, machines, operations, and reports.

- You can easily identify shortages of materials and automatically place purchase orders in Extended Enterprise Suites, selecting from a list of alternative suppliers.

To find out how Extended Enterprise Suite can help your business, please call **800-854-3415** or visit **www.SageMAS.com**

Providing Leading-Edge Solutions for More Than 30 Years

Performance-enhancing software solutions from Sage Software serve the needs of more than 2 million customers worldwide. With Extended Enterprise Suite, you get a complete system that provides you end-to-end capabilities and solves business problems throughout your entire organization. Call today, and find out why Sage Software is the right choice for your business needs—now and in the future.

SAGE
360°

End-to-end solutions. Expert advice.
Ongoing support. That's Sage 360°.

Sage Software supports the needs, challenges, and dreams of 2.7 million small and midsized business customers in North America through easy-to-use, scalable and customizable software and services. Sage Software is a subsidiary of The Sage Group plc, a leading international supplier of business management software and services formed in 1981 and listed on the London Stock Exchange since 1989.

sage
software

Your business in mind.

Sage Software
56 Technology Drive
Irvine, CA 92618-2301
www.sagemas.com
800-854-3415