Sage ERP X3 | Hard Goods Manufacturing

Addressing the Needs of Hard Goods Manufacturers

Manufacturers are under constant pressure to produce high quality products - on time, every time. While aiming to reduce costs and increase profitability, you have to deal with the added complexities of economic fluctuations, market governance and compliance mandates. It's not easy to remain competitive.

One way for your company to stand out is by speeding up your business processes to reduce lead times. Automating your procurement, manufacturing and customer management processes can help your business gain significant competitive advantages and minimize the costs - and risks - associated with high inventory levels.

Fine-tuned to meet your specific industry requirements, Sage ERP X3 provides the advanced functionality you need to be successful in today's global economy.

Functionality Tailored to Your Needs

Sage ERP X3 supports a variety of manufacturing modes, including make-to-order, configure-to-order, assemble-to-order, make-to-stock and mixed-mode environments. It combines advanced manufacturing, distribution, warehousing, customer relationship management (CRM), and accounting functionality with application features you need, such as:

- Finite and infinite capacity planning
- Product configuration
- Kit assembly
- Multi-level bills of material
- Lot traceability
- Quality management
- Cost accounting

Hard goods manufacturers often require additional support for their distribution operations, particularly in the areas of warehousing and logistics. You company could realize immediate benefits from seamlessly connecting Sage ERP X3 to data collection equipment such as radio-frequency devices, both on the shop floor and in the warehouse. Unlike other bolt-on solutions, Sage ERP X3 Data Collection is available out-of-the-box as a pre-packaged solution that includes Sage software, middleware and industry-leading data collection hardware.

> "We found Sage ERP X3 provided just about all the bells and whistles we needed for our situation at a much lower cost up-front, as well as from an ongoing maintenance standpoint."
>
> **Brian Wong, Director of Business Development, Flextronics**

BENEFITS

Streamlined Operations
- Singular functional integration & database
- Supports multiple manufacturing modes
- Advanced workflow engine
- Process-oriented user interface

Increased Business Insight
- Embedded Business Intelligence engine by Business Objects™
- Real-time analytics and dashboards
- Extensive traceability and audit tools

Enhanced Collaboration
- SOA/Web-native architecture
- Web Services (XML, UDDI, WSL, SOAP)
- MS Outlook integration
- Multi-company, multi-site
- Multi-country & language

Reduced Costs
- Fast implementation
- No optional applications or interfaces
- Reduced training
- No technology lock-in (multi OS/DB)
- Easy administration and maintenance

Increased Flexibility
- Multi-tier architecture scales from 10 to 1,100 users
- 4GL Integrated Development Environment
- Fast parameterization adapts to organizational changes

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## Achieve operational excellence

Sage ERP X3 also offers differentiating functionality that fosters cost reductions and customer service improvements – features like multi-site planning, finite capacity scheduling, user-defined workflow, real-time business intelligence and integrated automated data collection. Plus, it can be deployed as a Web and/or desktop application in Windows, Unix or Linux environments.

Take advantage of new global opportunities

Sage ERP X3 supports the multinational requirements of global manufacturing companies. The system makes it easy to share common data and processes between different foreign sites or subsidiaries, while respecting the specific usages and business rules of each.

Available in eight languages and legislations, the system enables users to access the system in their own language wherever they are. It also centralizes country-specific parameters, such as legal and market requirements, to offer a single global solution.

Sage ERP X3 Application Footprint

MULTI-COMPANY
MULTI-SITE
MULTI-WAREHOUSE
MULTI-LEGISLATION
MULTI-CURRENCY
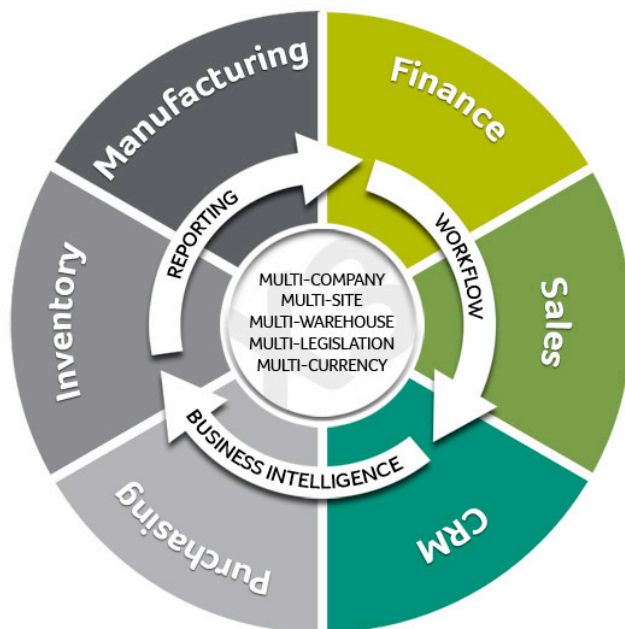
KEY FEATURES

Manufacturing
- Discrete manufacturing
- Product packaging
- Work schedule management
- MPS/MRP
- Technical data configuration
- Costing
- Quality assurance
- Capacity planning

Inventory
- Multi-level warehousing: location, lot and sub lot control
- Forward and backward lot traceability
- Product serialization
- Movements and transactions
- RF data acquisition
- Quality control
- Costing
- Physical counting
- Replenishment

Purchasing
- Purchase requisitions
- Encumbrance accounting
- Requests for proposals
- Purchase orders
- Multi-level approval processing
- Sub-contracting
- Invoice tracking
- Sophisticated pricing and contract management
- Supplier returns

Finance
- General ledger
- Budgeting
- Allocations
- Fixed assets
- Analytical accounting
- Project accounting
- Accounts receivable
- Accounts payable

Sales
- Open pricing
- Quotes and contracts
- Order entry
- Product configuration
- Inventory allocations
- Delivery scheduling and shipping
- Invoicing
- Customer returns
- Sales commissions

CRM
- Marketing campaigns
- Sales force automation
- Customer support, including complaint management, warranty tracking, field service and dispatch management