Highlights from independent reviews

Sage X3 for Food & Beverage Companies

Sage Net@Work®

Introduction

Over the last two years, several independent analysts have reviewed the available options for Food and Beverage (F&B) companies looking to invest in ERP systems.

Their independent analysis puts Sage X3 consistently as one of the most highly recommended ERP solutions available in the market today. That means Sage X3 should be on the shortlist for anyone in the F&B industry looking to make an ERP investment.

To help F&B companies accelerate their assessment of ERP solutions, we have summarized the key points about Sage X3's strengths made independently by a number of analysts.

First, this summary looks at a selection of the reviewers' criteria that analysts assessed when evaluating F&B ERP solutions.

Analyst Criteria

A range of analysts highlight the fact that F&B, in contrast with other industries, presents several unique challenges including ingredient traceability, stringent quality control, comprehensive end-to-end batch tracking, specialized Unit of Measure (UoM) strategies, varied lot and serial number groupings, expiration dates, regulatory compliance, detailed production planning, and robust inventory management. Distinguishing ERP systems that are truly tailored for this sector requires meticulous scrutiny.

Independent reviewers have tended to assess a common range of criteria to come to their judgements. They include:

- **What is the company's F&B market share?** The higher, the better, of course.

- **Market history.** How long and how successfully has the solution been deployed in the F&B market?

- **Development dynamics.** Is there a clear development roadmap specifically for the F&B ERP solution?

- **Customer and partner communities.** User groups, social media groups, forums... how active is the customer community? And how widespread and active is the community of integrator-partners?

- **Depth of embedded functionality.** How much specific functionality for F&B is native to the product out-of-the-box?

- **Quality of documentation.** Clear? Comprehensive? Accessible? Up-to-date?

- **Market commitment.** Is the market share reported as a clear and separate segment?

Bearing all these considerations in mind, what do independent reviewers think of Sage X3? How does it match up to the specific needs of F&B companies?

Sage X3 features score strongly for all of the above criteria making it a de facto choice in the selection process. The prevalence of Sage X3 in this space demonstrates trust amongst a highly compliant operating backdrop where inaccuracies can have life changing consequences. Trust in the solution is a key component in any decision-making process.

The remainder of this short document summarizes the range of independent reviewer comments on Sage X3 for F&B companies.

Sage X3– reviewers' highlights

Analyst assessments tend to fall into four categories:

1. General strengths

2. Financial capabilities

3. Supply chain management functionality

4. Production management features

Read on as we have summarized many of the reviewers' main points.

1. General strengths

Specific design

First, all review teams highlight Sage X3's specific design for process manufacturing. Some even go so far as to say Sage X3 is one of the few solutions specifically designed for the process manufacturing sector, noting how process manufacturing's requirements are very distinct from discrete manufacturing companies. These sector-specific functions provide data flows and automation that help improve employee productivity and efficiency, while facilitating the ease of doing business (orders, invoicing, KPIs, transparency, and so on).

Depth of the Sage X3 professional community

Second, reviewers often remark on the community of support and consultancy built through Sage's long-term commitment to the F&B sector. Many comment on the widespread, experienced ecosystem of Sage X3 integrators and consultants for food and beverage validation who have built their own add-ons and who can co-opt a rich variety app and interface partners to deliver powerful solutions to each F&B company's individual needs.

Target company size

Third, reviewers point out that Sage X3 is particularly suitable for mid-tier F&B companies and upwards. As a result, say the reviewers, it provides far deeper functionalities for F&B companies that are ready integrated into the product. This functionality translates, in business terms, into better cost control and flexibility, as well as positioning companies to be in a future-ready state for Ai and new technology as it hits the market

The ISG Buyers Guide for Midsize ERP (2025) classifies Sage X3 as a 'leader'

2. Financial management

Reviewers feel financial capabilities are a particular strength for Sage X3. They comment that Sage solutions are designed from the perspective of the CFO, emphasizing that ERP is fundamentally designed to serve the finance function as much as the operations team. As such, there is inherent integration for the finance department with operations, logistics and the supply chain.

A host of other features are highlighted across various reviewers. Ledger segregation is powerfully managed in Sage X3—just like in many larger ERP systems. Closed journals (temporary accounting periods) are clearly managed separately from period closures (stakeholder reporting accounts), again through inbuilt functionality. Propagation rules between ledgers cascade the effect of corrections or changes. In general, a number of different reviewers' remark on budget and commitment functionality that is absent from smaller-scale systems.

Other review highlights the ability of Sage X3 to manage complex sales channel and partner relationships and hierarchies in the F&B sector. Similarly, the complexity of company structures was also felt to be well managed in Sage X3. Reviewers point out the product's deep multi-entity functionality producing solutions that work well with multiple ledgers, countries, currencies, languages, regulations, and so on. This was seen as especially useful where standardization of corporate accounting was not wanted or feasible at national level; or was only required when reporting up and consolidated at group level. The reviewers saw this as highly flexible for managing financial matters across multiple legislations, for the management of recent acquisitions and for clarity of entity performance. Inbuilt categorisations and definitions for entities and sub-entities was felt to be particularly useful.

Dynamics Square includes Sage in 2024 Top-Rated ERP Systems for Food and Beverage industries in the UK

3. Supply chain management

Commenting on Sage X3's supply chain management features, reviewers often note that features are included that are not standard in either discrete manufacturing or distribution solutions.

The focus on food and beverage manufacturing and distribution companies allows Sage and its ecosystem of value-added resellers to demonstrate high levels of understanding of the day-to-day challenges these businesses face, reinforced by best practice approaches that have been refined over the years.

Real-time data and analytics provide insights into inventory levels, lead times, and costs, enabling businesses to make informed decisions quickly. This level of visibility helps identify bottlenecks and areas for improvement. Traceability is a major regulatory and operational issue in F&B. So reviewers often pick out native features which support traceability management: sub-lot numbers; the ease with which Sage X3 enables audit trails; monitoring data for ESG reporting; and more.

Regarding pricing management, several reviewers note Sage X3's capabilities around inter-company pricing. Pricing simulation applications come in for particular mention as it supports an area where many F&B companies face challenges as they try to understand the different layers of pricing. Simulation features in Sage X3 allow the user to test pricing strategies and tactics to see how they will roll out in practice.

The various issues around pricing also inspired several reviewers to focus on the ability of Sage X3 to offer configurable price structure per supplier, a highly relevant feature for F&B companies, enabling enhanced clarity in inventory management linked into stock keeping unit (SKU) codes. Subcontract provision was picked out as a rare capability, as was customisation by supplier.

Several other supply chain management highlights were underscored by reviewers. First were features such as supplier performance tracking and multi-level signature management—which help businesses maintain strong supplier partnerships and control costs. Pre-payment management, often a major challenge for F&B companies, was singled out by one reviewer.

Managing enquiries regarding stock in transit or transfer enquiries, inter-site, inter-company, etc. is a well-recognised pain-point for the sector and one where Sage X3 offers ready-made functionality. Unit management and splitting was also frequently picked out as a sector-specific highlight. And other sophisticated, pre-integrated, deep logistics functionality such as equipment tracking was highlighted.

Ultra Consultants ranks Sage X3 in its Top ERP Systems for Food Manufacturing

4. Production management

A tight and transparent control of the core production environment is clearly central to an effective F&B ERP solution. Reviewers emphasized, first and foremost, Sage X3's demand planning capabilities including Manufacturing Resource Planning and forecasting, considering trends and seasonality. More specifically, review teams tended to pick out finite and infinite production scheduling, as well as co-product and by-product management on a single work order.

ElavatIQ puts Sage X3 in the top three ERP solutions for F&B companies

Sitting on the cusp between production management and supply chain management comes quality assurance. Reviewers single this out as another Sage X3 strength, for instance: identification to sub-batch level, re-inspection date management, stock status management, expiry date management and sampling management.

Naturally, reviewer commentary followed these strengths into the detail of the production environment, pinpointing features such as lot traceability, formulations, recipes, expiry dates, catch weight, auditing capabilities, and so on. As one reviewer put it, Sage X3 really understands the way product moves within the production floor, as well as offering deep product hierarchy capabilities.

In short, a wealth of F&B specific Sage X3 features have been picked out for special mention by multiple reviewers—managing seasonality, subcontracting management, multi-production units, mass maintenance and more. All of these native capabilities built into Sage X3 are ultra-specific to process manufacturing in general, and F&B in particular.

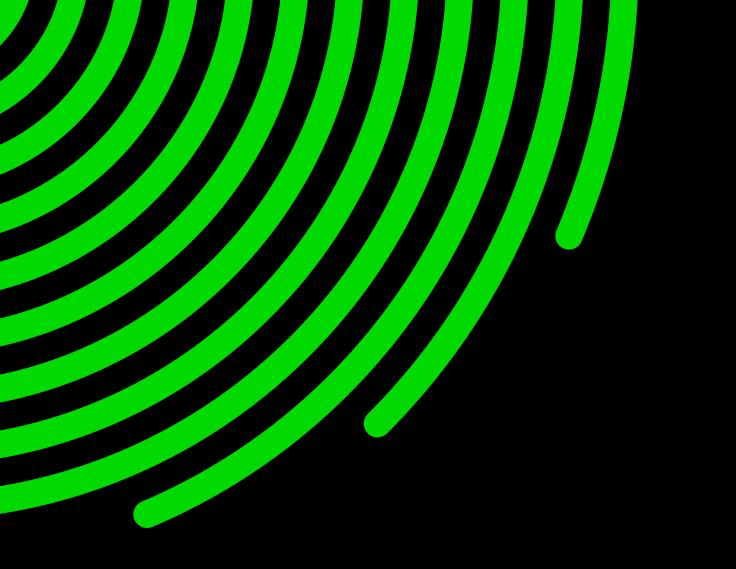## Top10ERP.org includes Sage X3 in its 2025 ranking

Conclusion

Food and beverage manufacturers and distributors are under growing pressure to ensure that they remain ahead of ever-increasing complexities across their business—ranging from regulatory compliance through to supply chain volatility.

Sage X3 provides F&B businesses with industry leading, purpose-built capabilities, on an enterprise without compromise scale, helping them continuously improve day-to-day operations, end to end, to drive positive business performance.

What should you do next?
Sage is a technology company offering software ideal for F&B businesses who need a top-rated ERP solution, with 30 years of industry experience and customer trust.

https://www.netatwork.com/foodbev/

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manufacturers, offering industry-specific tools, deep
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