

E-book

Sage ERP for manufacturing

Get the insights and flexibility you need to drive
business performance.

Sage



Planning for the future starts with **optimising efficiency today**

As manufacturing companies face an increasingly demanding industry environment, the need to optimise efficiency and maintain control with a clear line of sight across the business is becoming more crucial than ever.

In this e-book, we discuss the challenges facing the sector, and how leaders can use technology to cut complexity, gain visibility, and set their companies up for sustainable success.



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Building resilience for challenging times

Today, more than ever, manufacturers are under constant pressure to evolve and adapt.

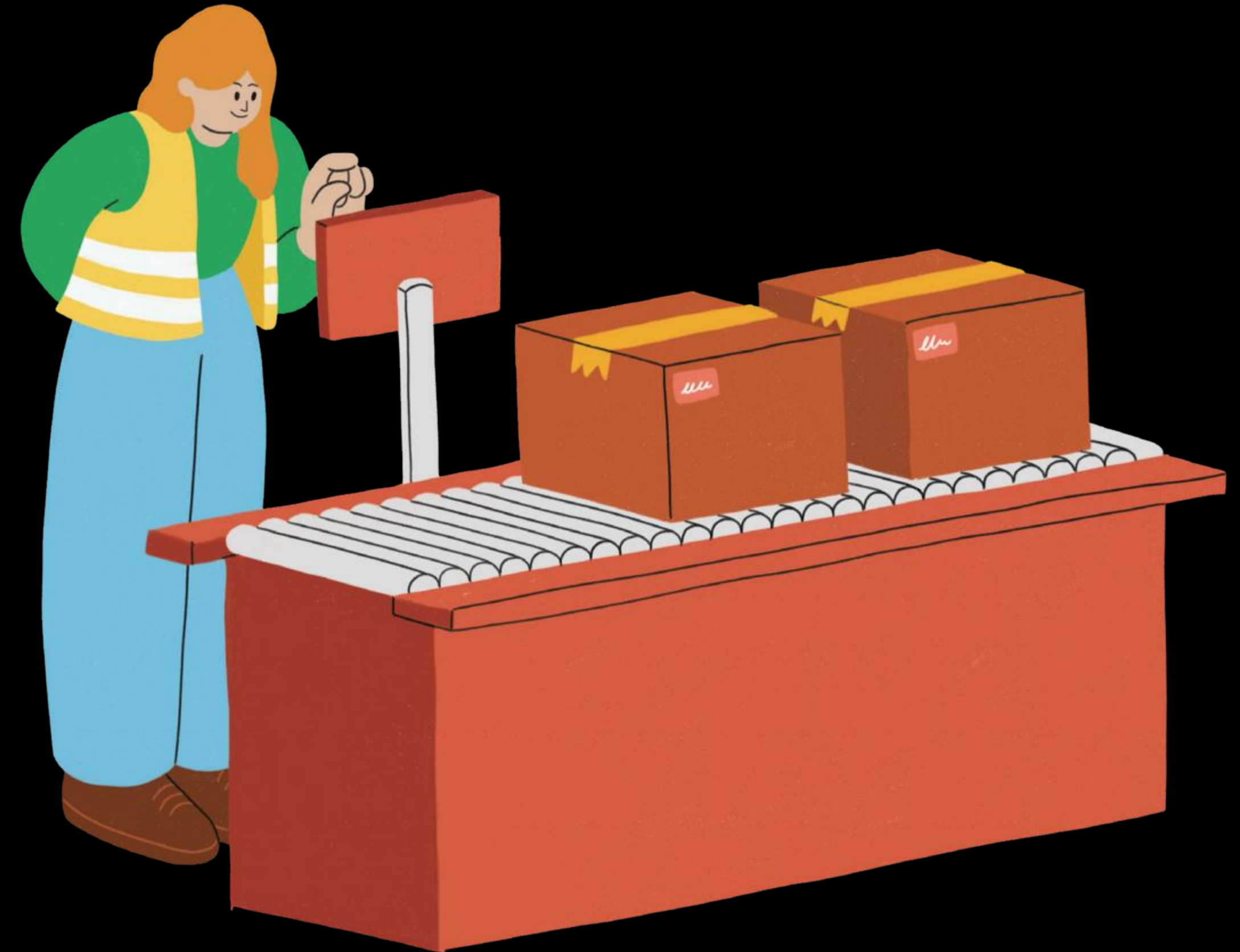
Building resilience is crucial in a climate of supply chain disruption, increasing costs, and pressure from competitors rapidly innovating for advantage. The need for plans A, B, and C is a necessity when resource shortages happen, whether material or labour.

Customer demands are changing. To stay agile, and ahead of your competition, it's necessary to nurture a culture of continuous improvement in product development, customer service, and supply chain management.

The risk of cyberthreats has grown rapidly with increased digitisation, raising not only the prospect of financial loss but also of damage to reputation and customer trust.

Increasing costs, especially for materials and energy as well as labour and compliance, continue to eat away at profit margins.

Armed with real-time data, CFOs can optimise cost-effectiveness and confidently inform strategic decision-making, while COOs can see where improvements can be made and changes effectively executed for productivity gains and better resource utilisation.



Picture a more profitable tomorrow

Fast-forward for a moment into a future calmed by planning confidence and free of the impact of disruptions.



Imagine your digital supply chain, where risks are quickly spotted and addressed, and e-invoicing minimises errors and speeds up payment cycles. Where cloud connectivity enables easy integration and automated updates, and where ERP solutions are easy to use, with multilingual, multi-location compliance.



Picture your line workers and warehouse managers supplied with the automation and real-time information they need to drive cost efficiencies. Stretch planning windows into weeks, months, and quarters, and build 'what if' scenarios to confidently know what to do when change happens.



Envisage the sense of control you'll feel in spotting opportunities and being able to act on them with confidence. Attract and retain top talent, while ensuring your teams feel connected and supported with solutions centered on the user and making their day-to-day easier and more productive.



And anticipate the reassurance of being supported by both artificial intelligence (AI) and human intelligence, with a network of vetted partners and a whole community of fellow platform users to help with everything from onboarding to staying on top of the latest updates.

Technology built for the challenge

Having the right tools is essential to keep production running as effectively and economically as possible. It's important to invest in a flexible ERP system that's built to address not only the challenges of today, but also those of tomorrow.

Think about a suite that works as a diverse yet fully integrated ecosystem, supporting the health of your business. Choose the functionality you need now, and add further capability as you grow. If your system comes with the support of an AI-powered productivity assistant like Sage Copilot, you'll further enable your teams to get more done without more time.





Transform inventory management into a competitive advantage with real-time visibility, and evaluate supplier performance ranking by expanding visibility into your supply chain.



Use data to know where and what to grow, with a platform that can help propel growth into new markets. Minimise the impact of last-minute changes with dynamic planning, connected processes, and the ability of front-line workers to easily access the information needed to effectively complete their tasks.



Evolving your business model to embrace digital B2B or D2C commerce? Meet consumers where they shop, with a seamless connection to cloud connectivity that makes it easier to reach more customers through marketplaces like Shopify and Amazon Business.



Automate data capture and use tailorable dashboards, ensuring employees have the information they need in a matter of clicks. Utilise industry-specific reporting for insight on your most profitable products, customers, and segments. Automate everyday tasks to get more done without additional costs.



Address rising costs by integrating with shipping companies and suppliers to closely monitor prices. Reduce waste with improved quality throughout your value chain. Streamline and connect processes to get more orders out the door, quicker.



Looking to attract and retain skilled talent? Enabling easy access to process information, green initiatives, career opportunities, and checklists will help everyone feel included and valued. Help teams get more done with simplified processes designed for connection and collaboration.



Shift the burden of security, updates, and uptime to Sage, saving on cost and worry—for the long term.

With brief and customisable deployment options, as well as an experienced and vetted partner network, you can hit the ground running with ERP software that conforms to your way of doing business.

Sage Distribution and Manufacturing Operations

Smooth your transition to cloud ERP.

Sage Distribution and Manufacturing Operations is the only purpose-built, cloud-native operations management platform that simplifies complex processes by incorporating the best practices of thousands of customers, hundreds of partners, and decades of earning trust.

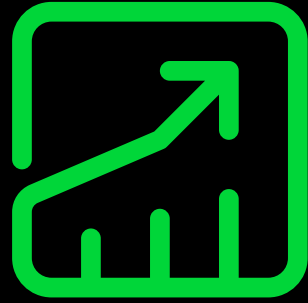
- Improve cycle times by connecting processes with automation for efficiency and standardisation
- Simplify task completion and make dealing with changes easier with one-step work orders, flexible work order scheduling, and dynamic work orders
- Reduce risk by scheduling automated task completion
- Remove system growth limitations with native-cloud capabilities for near limitless storage, easier integrations, and touchless updates
- Get ahead of the competition with innovation and improve efficiency with AI and Sage Copilot
- Gain insights unique to your business with dimensional accounting and dimensional operations





Adapts to your business

Automate processes and configure integration workflows.



Manufacturing operations

Cut complexity and boost efficiency through the product design, planning, and development process.



Distribution operations

Automate order management, distribution, and supply chain processes.



Inventory and warehouse operations

Automate receipt, storage, management, and shipping tasks.



Forecast analysis and planning

Get an informed estimate of how much you'll sell and what to do to meet forecast demand.



“Things are much faster, especially for our finance and technical teams. It’s making a massive difference.”

Chris Squire
IT Project Manager, Ansell Lighting

[Learn more](#)



Sage 200

For small to mid-sized manufacturing companies

Juggling ever-increasing complexity in your business? Looking for a cost-effective ERP solution that's trusted by thousands of manufacturers? The deep functionality and flexible design of Sage 200 enables you to procure, manufacture, and ship products on time and more profitably than your competitors, putting you at the head of the pack.

Inventory Inquiry

Item Code SCREW-00060
 Description 3/4" x 3/8"
 Warehouse 001 - Main Warehouse

Buy To	Ref	Qty	Balance	Action
Stock	C-01	94	55	Order
Stock	0024	107	13-	Order
Stock	0122	11	24-	Order

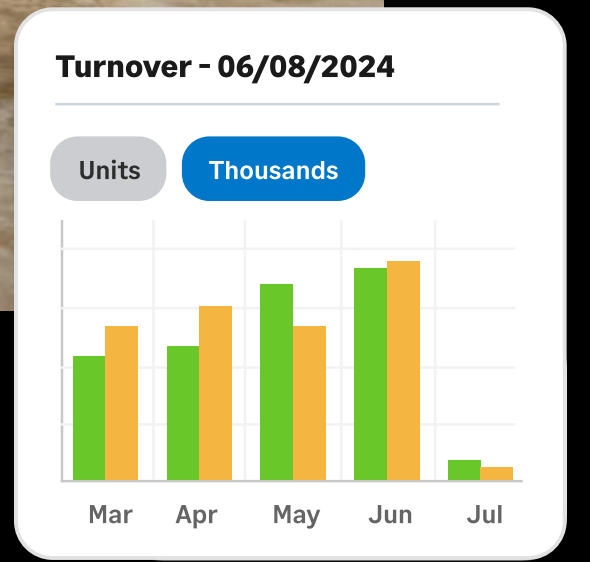
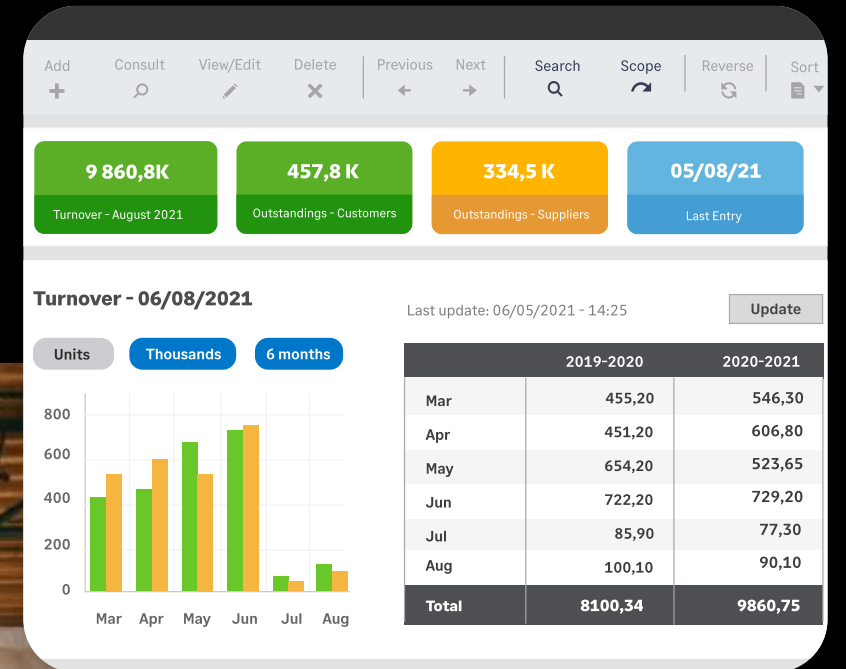
Business Insights Explorer

Look for: Search in: All columns

Customer	Hold	Balance	Sales Person	Credit Limit
AB Futures	No	\$3,353.29	Jim Kensley	\$120,000.00
Avmet Processing Corp	No	\$0.00	Jim Kensley	\$7,500.00
Breslin Parts Supply	No	\$5,582.19	Shelly Westland	\$2,500.00
Maverick Papers	No	\$11,482.02	Kensley	\$20,000.00

Customer Sales History by Period

Fiscal Year	Fiscal Period	Dollars Sold	Cost of goods sold	Cash Received	Finance Charges
2024	12	\$34,424.75	\$0.00	\$18,752.18	\$118.50
2025	04	\$5,352.50	\$0.00	\$850	\$43.89
2025	05	\$20,178.35	\$2,733.99	\$8,482.30	\$0.00





Supply chain management

Efficiently track, manage and replenish inventory for raw materials and finished goods, minimising the risk of under or overstocking.



Manufacturing productivity

In-depth production management capabilities help improve lead time, material planning, and resource allocation.



Warehouse and distribution

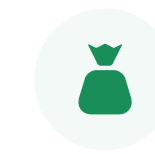
Manage warehouse operations from stocking and inventory management to returns, worry-free.



Operational agility

Seamlessly manage every element of the custom manufacturing process with tracking tools that cover the entire job lifecycle, from estimating and sales orders through work ticket creation, job planning, costing and tracking, to purchasing.

Sales Dashboard



£18,215

YTD sales



£281.56

MTD sales



12

New customers

Sales process



“With the flexibility of Sage we can take an issue or challenge, work around it and actually have a better solution because we’ve got the power that Sage brings.”

Daniel Flatt

Senior IT and Operations Manager, Distribution Supplies Ltd

[Learn more](#)

Sage X3

Get the purpose-built solution your business needs, with ultra-customisable ERP

Larger enterprises with heavier compliance and customisation requirements need an enterprising ERP system built to cope with scope: Sage X3 is that system.



CFO Dashboard

Assets	Revenue	Expenses	Net Income
£14,441K ↑	£74,472	£277,475 ↑	£435,118 ↑

Net Income by Location

Texas	180k
Maine	100k
California	150k
Florida	170k

Manufacturing

MANUFACTURING MY CUSTOM DASHBOARD

VMAN0146-8

WOS TO START

Order no	Order Status	Start date	Allocation Status
ITNA0120071	Firm	5/22/2023	Complete
WOFRO110057	Firm	8/12/2023	Complete/Shortage

BASE ASSEMBLY

September 2023

SUN	MON	TUE	WED	THU	FRI	SAT
27	28	29	30	31	1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

SALES BUDGET VS ACTUAL

MOISTURE

Budget envelopes

Envelope: Miscellaneous

History

Envelope status	Approval date	Latest review date
Approved	DD/MM/YYYY	06/04/23

Amounts

Envelope amount	520,000.00 USD	Budgets	520,000.00
Approved amount	520,000.00	Line total	
Reserve amount		Budget remaining amount	520,000.00

Budgets

Start	End	Fiscal year	Budget amount

PROCESSION OVERVIEW

Pre-Sales/R&D/Formulation

Customer Request → Sample Request → R&D Formulas → Publish Formula → Product

New Product → Search Formulas → Formula Compare → Publish Formula → BOM → Generate SDS



Optimise your entire supply chain from procurement to customer deliveries, and control warehouse and distribution costs with insight into sales and inventory.



Improve sales responsiveness with instant access to real-time data on customers, stock, order history, quotes and more, any time, from anywhere.



Streamline purchasing decisions, improve margins, and effectively manage supplier quality and performance.



Confidently deliver the quality customers expect and the compliance that regulators demand.

Stay in control, stay compliant, and meet all your manufacturing requirements and methods, across single or multiple sites, international borders, and inter-company processes. Flexible and scalable, Sage X3 is built to meet the needs of process, discrete, and mixed-mode manufacturing. Available tailored to sub-sectors including food and beverages, agriculture, chemical, and discrete.



“Now we have a full audit trail, which can be checked against budget codes, we have all the records and it’s very robust.”

Anastasios Vlachopoulos
Sage X3 Manager, Majestic Wines

[Learn more](#)

Why choose Sage?

The leader in accounting, financial, HR and payroll technology for small and mid-sized organisations, Sage is trusted by millions of customers to help improve efficiency, enhance productivity, and become resilient to minimise interruptions. In fact, over 20 million workers across the globe are paid using Sage Payroll products.

Choose Sage and you can rely on:

- Over 40 years' experience in supporting operations like yours.
- AI-enabled innovation: Sage has filed 17 AI patents since 2021, including six in Generative AI and five related to AI trust. Customers worldwide are already benefiting from Sage Copilot, a generative AI business assistant, gaining an instant view of business performance with proactive suggestions and actionable insights for success.
- A powerful ecosystem of over 95,000 partners, including 80,000 accountants. Grow forward with the security of a solid support network of always-on-hand expert advice, ongoing services, and further functionality whenever you need.
- A future-facing mindset that has earned us top 5 ranking in IDC's European Sustainable Strategies & Technologies Index.
- Our outcomes-focused practice of designing alongside the customer, recently earned us the Pendo Customer Service award.



“Sage exists to knock down barriers so everyone can thrive, starting with the millions of SMBs served by us, our partners, and accountants.”

Steve Hare
CEO, Sage

Discover our boldly modern accounting ERP and MRP software for manufacturing today.

[Learn more](#)



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