



ERP

Accelerate
your
Business
performance

Sage X3 Enterprise

For Medium-Sized
and Large Businesses



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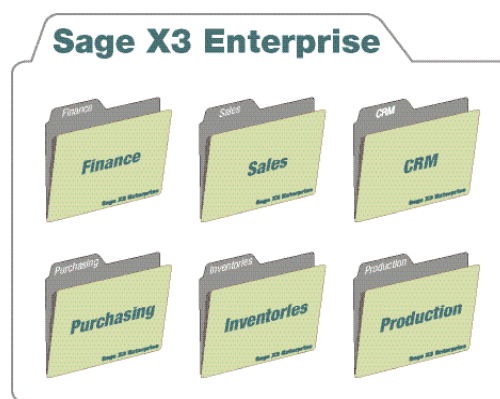
Go for experience with Sage X3 Enterprise

What our customers have to say . . 34

The need to manage increasing volumes of information, with less and less time, represents a major challenge for your company today. The most efficient solution to this is an ERP (Enterprise Resource Planning) system, where you can integrate all your management processes into a single, coherent information system. The ERP system organizes all internal flows while monitoring exchanges with all your external partners, including your customers, suppliers and subcontractors. The ERP approach achieves unequalled speed and reactivity throughout your organization, and represents a strategic choice for developing the competitiveness of your company.

Sage X3 Enterprise combines all the advantages of ERP performance, while maintaining simplicity and flexibility, principles on which the success of Sage business management solutions for medium-sized and large companies is founded:

- Simple, fast integration irrespective of the configuration of your organization (decentralized units, international subsidiaries, etc.) and your existing information system;
- User-friendly ergonomics ensuring fast start-up for all users;
- Extreme simplicity in terms of adaptation and personalization in line with the processes specific to your organization and business activity;
- Flexibility and the ability to evolve in step with the growth and the new requirements of your company;
- Lightweight, easy to administer IT infrastructure.



Control, speed and flexibility: these are the major advantages you obtain with Sage X3 Enterprise. To fully benefit from your resources and develop your growth potential in your domestic and international markets, you can count on the reliability, responsiveness and open approach of Sage X3 Enterprise in both the shorter and longer term.

Boost your performance with Sage X3 Enterprise

Integrate all company management

To ensure the enhanced efficiency of your company, the Sage X3 Enterprise ERP system shares all information now required for company management in a single database. Using one global coherent system, you can manage accounting, purchasing, sales, inventories, customer relationship and production concurrently.

When you load information in the system it is distributed throughout the company: an order issued has an impact on stock levels, production, accounting, etc. The information is present in real time wherever it is needed. This means no need for reentry, no time lost, fewer errors, reliable and coherent data.

- **Process integration**
 - common reference system for the whole company
 - horizontal approach to management flows
- **Technological integration**
 - coherent system for implementation of all management functions
 - rapid learning curve
- **Data integration**
 - simple analysis
 - efficient coordination tool
- **Integrated e-business**
 - effective communication with all company partners
 - flexible and reactive operation

Optimize each activity

You will obtain the fullest benefit from your resources, know-how and expertise in each management field. The range of Sage X3 Enterprise modules offers an extensive choice of standard functions.

When required, each function can be adapted to specific methods and practices with the powerful user-definition wizards incorporated in Sage X3 Enterprise. Each member of your staff is provided with an efficient tool fully adapted to his or her particular requirements.

Naturally international

Sage X3 Enterprise takes account of all specific characteristics associated with Latin accounting practises, considered to be the most complex, and can naturally manage Anglo-Saxon accounting systems, as standard.

Sage X3 Enterprise handles multilingual, multi-currency, multi-company, multi-establishment and multi-warehouse situations. Designed to manage all company functions in 7 languages, including Chinese, Sage X3 Enterprise caters for international business activities with maximum efficiency.

Control processes

Much information must be processed rapidly and under tight control. This is why Sage X3 Enterprise enables you to operate certain company procedures under comprehensive electronic control.

Sage X3 Enterprise workflow system makes it possible to activate information, alert and validation circuits on the occurrence of any system event, and according to a large

number of criteria. Example: when a new purchase order is entered in the system, you can instruct Sage X3 Enterprise to inform this or that purchaser immediately according to the nature of the order, alert a manager automatically if the order exceeds a given amount, and prohibit continuation of the order process without validation when necessary. You simplify and secure all your various activities in this way.

The workflow engine also enables you to:

- trigger transmission of messages to external users
- trigger processing operations
- attach documents to the message sent
- obtain a direct return to the context which triggered the transmission for an accredited user.



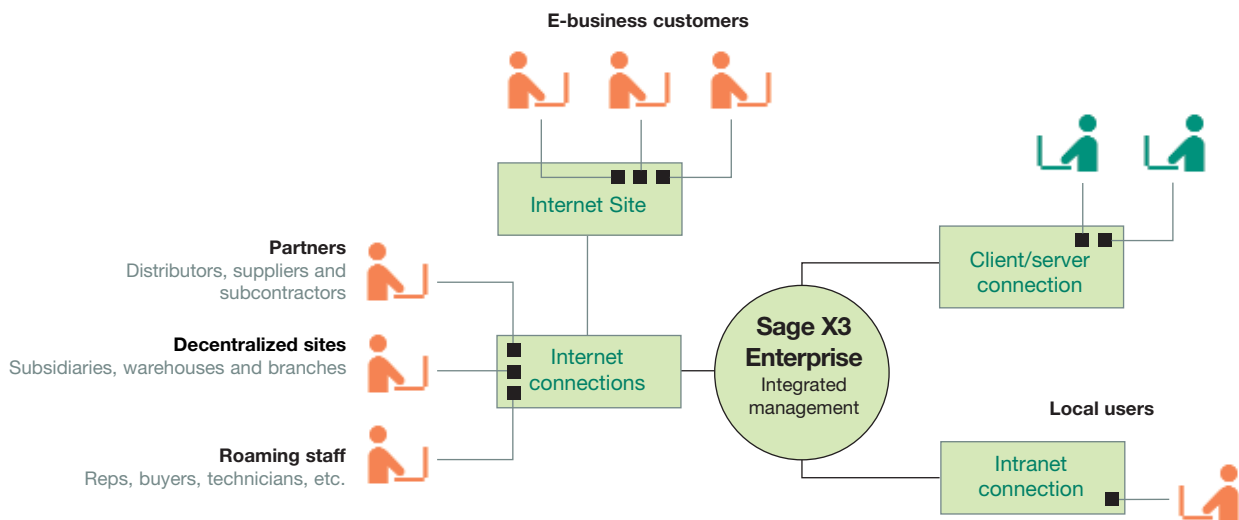
Accelerate all exchanges

> Inside the company

To enhance the reactivity of your company, all Sage X3 Enterprise functions can be used from a remote station via a web browser, in just the same way as for the company's intranet system. Wherever they are located, each member of your staff can log onto the company's information system. The user obtains immediate access to the information required, without delay and under secure conditions, from a non-specialized internet station. Example: reps can monitor and document the business deals of their customers or issue orders from an exhibition stand. You can also open a new regional branch and hook it up to the company's existing management system without the need for any special infrastructure.

> With your outside partners

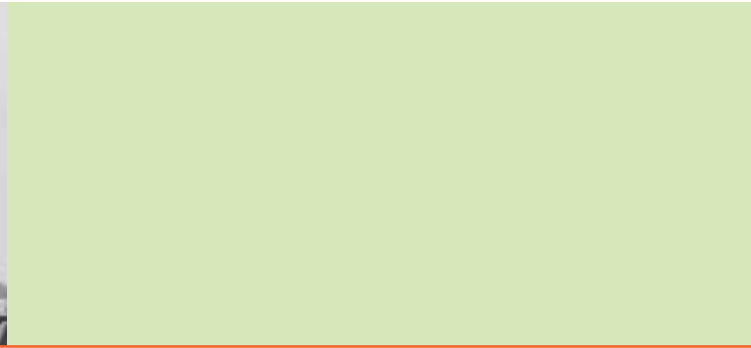
Your reactivity also depends on your ability to ensure that your privileged partners (loyal customers, suppliers, principals, etc) can access your information system easily. With Sage X3 Enterprise, you can provide remote access to certain functions of your information systems round the clock. You can also hook up a sales solution to your ERP system on-line.



> Sage X3 Enterprise, ERP e-business

Communicative architecture

Sage X3 Enterprise operates, as required, in Windows rich client or web mode, on local and extended networks, including in the http secure mode, or via a dedicated client with portable terminals for decentralized bar code type import. Sage X3 Enterprise also integrates publication of web services which can be used for all applications (web sites, mobile solutions for PDAs and mobile phones and other software packages). It can also invoke external web services.



Reduce your costs

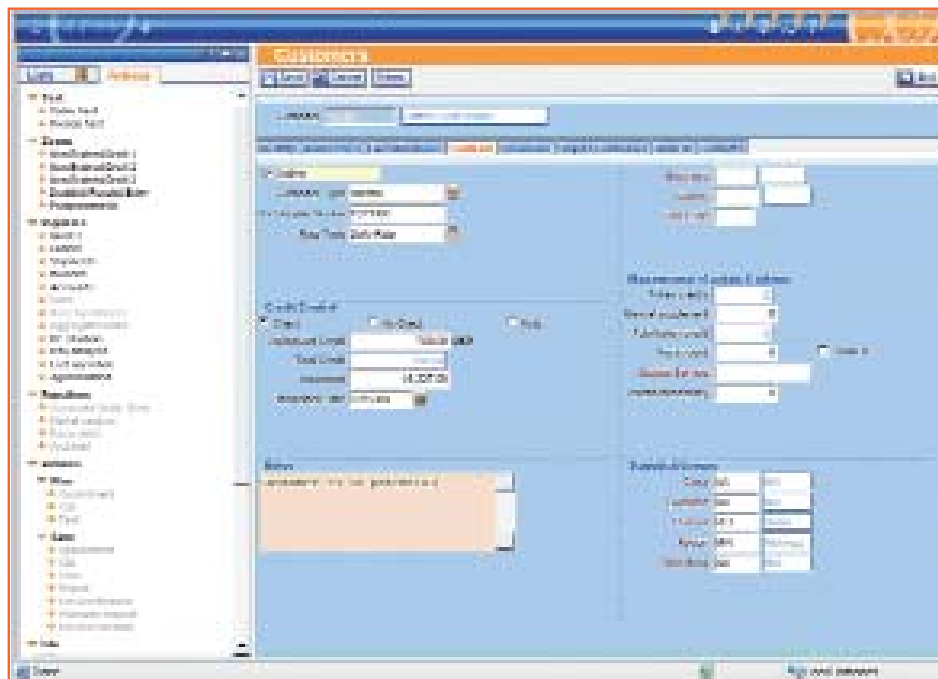
> On installation

Designed initially to meet your constraints in terms of time, budget and organization, Sage X3 Enterprise places the emphasis on simple operation and flexibility. It adapts to a pre-existing IT environment without inducing any major upsets. It can retrieve the bulk of old data, even where this is incomplete or heterogeneous, and adapt to the management procedures and methods of your company, in most cases via a simple user-definition process. Sage X3 Enterprise does not require major human or financial investment. Initial budgets and completion times are met, and you can continue to work normally during installation of your new system.

> Day to day

Once installed, Sage X3 Enterprise does not require a large IT team for satisfactory operation. You have the benefit of constant software improvements by simple and secured update procedures.

Particular attention has been paid to Sage X3 Enterprise ergonomics, to ensure daily optimum productivity and working comfort for your staff. It is highly user-friendly, and a new user requires just a few days of training to master this highly intuitive product. Sage X3 Enterprise also provides very comprehensive technical and functional documentation, permanently accessible via the on-line help function.



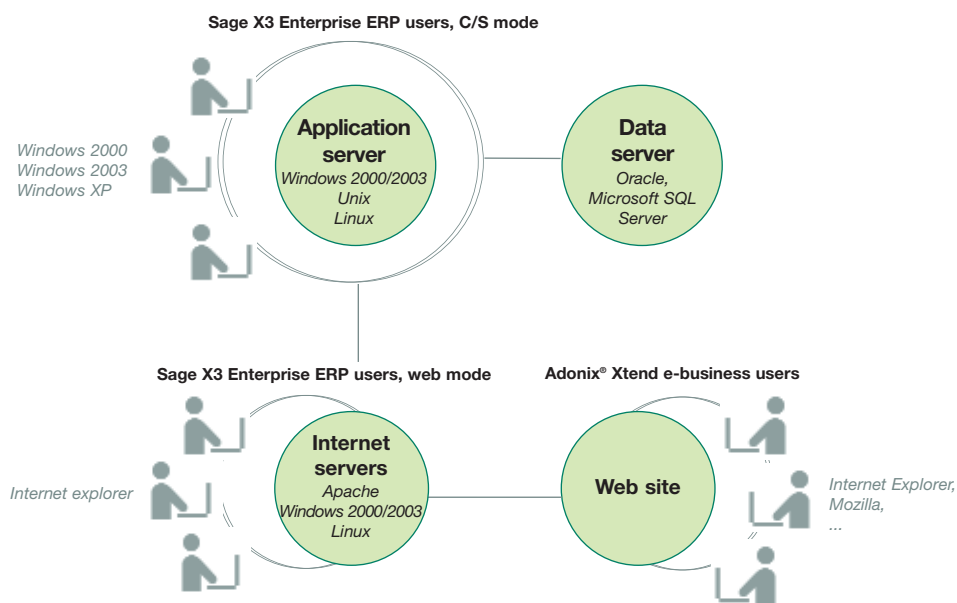
> Sage X3 Enterprise ergonomics are designed to ensure maximum efficiency for all management tasks.

Smooth evolution

> Take advantage of open technical platforms

Sage X3 Enterprise operates equally well in a web and/or client-server architecture, and with all open environments on the market: Oracle or Microsoft SQL Server databases, and Windows, Unix or Linux environments. Better still, Sage X3 Enterprise functions are independent from the technological platform used. Your company can

decide to change its operating environment with no impact on its management system. Sage X3 Enterprise can also integrate with an existing management system, for example to exchange all or part of its management information with a subsidiary or parent company using another software package, or when a company wishes to handle some of its management tasks with different software.



> Sage X3 Enterprise reliable technological options

> Choose flexibility

Sage X3 Enterprise evolves in step with the growth and new requirements of the company. It can be deployed easily in a number of stages - one function at a time, one establishment after another, etc. - as the company grows or revamps its organization. A change from a few dozen workstations to a hundred has no impact on the product.

With Sage X3 Enterprise you can also integrate specific developments, without affecting the evolution of standard functions. Using the Adonix 4GL (supplied), these developments can be integrated into the standard products, and activated or deactivated as desired. They are reusable and permanent, even when the software version changes.

Complementary applications

Sage X3 Enterprise can be extended with the incorporation of specialized complementary applications, developed by Sage using the same technology as for Sage X3 Enterprise itself. These include Sage X3 Geode® for management of all flows associated with storage, and to optimize all aspects of your logistics, and Sage Payroll and Human Resources fully adequating with the financial management functions of Sage X3 Enterprise.

Sage X3 Enterprise can naturally also operate in liaison with other third party applications.



Integrate simplicity at all with Sage X3 Enter

Simple installation and technical implementation

Using the Sage X3 Enterprise centralized console, it is a simple task to set up or reconfigure a web server, printout server or processing server. Likewise, creation and administration of the database are controlled by the software, using customizable scripts supplied as standard.

Simple user-definition

Sage X3 Enterprise ensures accelerated deployment:

- > Rich preliminary parameter input, documented and modifiable, is supplied for all legislations carried. Predefined business solutions are supplied by Sage X3 Enterprise integrators specialized in particular sectors.
- > Parameter input screens, and the content of the standard parameter input supplied are documented in particular detail.
- > The Sage X3 Enterprise data dictionary can be configured for specific business sectors and legislations. The description of the standard data model is integrated using the on-line help function.
- > The product is multi-company and multi-site, and parameters can be defined at different levels (general, company, site, user) taking higher level values by default. Each parameter is defined once only at the correct level in this way.

Simple integration and data rerun

Sage X3 Enterprise is:

- > An integrated data import/export engine that is used for data rerun, automated interfacing and supplying third party tools. It can be user-defined, and includes more than 100 predefined rerun models for basic data, inventories, trial balances, budgets, pricelists, etc. Fixed or variable length ASCII and Unicode formats are used, with transcoding tables when necessary.
- > Production of standard XML flows to web services standards, making it possible to feed EAI's directly by SOAP/XML flows.
- > User-definable interbank formats (ETEBAC, EAI) and preliminary parameter input supplied.

Simple operation

Sage X3 Enterprise incorporates an off-line task server which means that tasks can be started automatically (printout, batch processing, EDI functions, etc.). These tasks can be activated and administered from a monitor screen. They can be subscribed (weekly or monthly, by frequency), under the control of operating schedules.

When an external operating field already exists, the batch server can integrate with the existing system. Task submittal, surveillance and interruption can be controlled by files. A large number of operating tools is supplied as standard. These include transaction tracing in the base, detailed analysis of execution times in a multi-tier context, user-definable modification tracing, purging and filing tools, etc.



Simple flow traceability control

All companies are subject to increasing legal constraints relating to security and traceability: financial security, Sarbanes Oxley Act, FDA rules, etc.

To ensure effective security administration, Sage X3 Enterprise provides access controls for functions, actions, screen fields and data by user, user group or profile. Https web connection makes it possible to encrypt data transiting on the net. Password length and renewal constraints can be defined, users can be locked out on attempted intrusion, and users inactive after a set time can be disconnected.

Different tracking levels can be activated by user, and alerts for any particular event defined by workflow. Signature procedures are integrated into the standard product, in particular for purchasing, budgets, payment orders, etc.

Simple start-up for users

The Sage X3 Enterprise interface integrates a list or tree type browser, with multi-tab management, access to data in graphic form (pie-charts, schedules, bar charts or Gantt charts), direct access to the last records changed, customizable html format hypertext on-line help, and the possibility of inter-linking records using a manual or automatic link explorer. Any data can be linked to OA documents (images, video, Excel or Word documents, etc.), stored as required in the database or on dedicated servers.

Contextual inter-function browse is by user-defined zooms. Input of all documents (orders, invoices, accounting entries, work orders, etc.) can be user-defined to control information which can be displayed and/or modified. This is done by table and/or record upon selection of the user. Default values, additional controls and conditional field display (by color or style) can be user-defined, as well as column interrogation order. The vocabulary used can be customized to replace generic terms by terms more specific to the company's business activity.

Go for functional with Sage X3

Sage X3 Enterprise is a multi-audit software package

- > Sage X3 Enterprise is multi-company, multi-site and multi-financial reporting establishment. It can manage reciprocal automated flows between the different companies of a group (order/delivery/invoice).
- > It manages multi-function for personal (the same personal account can correspond to a customer, supplier, carrier, rep, prospect, etc.) and multi-control accounts. Each personal account is multi-address, multi-contact and multi-bank ID.
- > Sage X3 Enterprise is multilingual (each user can operate in his or her own language), manages multilingual data and can restore these data (product names or invoice texts, for example, according to the user to which the document is addressed).
- > Sage X3 Enterprise is multicurrency (data is managed in transaction currency, accounting currency and reporting currency simultaneously), with multiple rate types.

Finance

Sage X3 Enterprise financial management covers financial, personal, cost and budget accounting, commitments and fixed assets, and handles Latin and Anglo-Saxon accounting systems.

It can also handle transfers and reporting of information from one country to another, and between subsidiaries and their headquarters. Sage X3 Enterprise federates decentralized and international company management.

Particularities relating to different legislations are integrated as early as the product design stage: predefined accounting systems, payment entries involving up to four accounting steps; user definition of bank files, open-ended and adapted to national format; management of fiscal and excise taxes and associated returns (hardcopy or magnetic format according to legislation); fee and sales returns; closing of financial periods in successive stages or simplified form, etc.

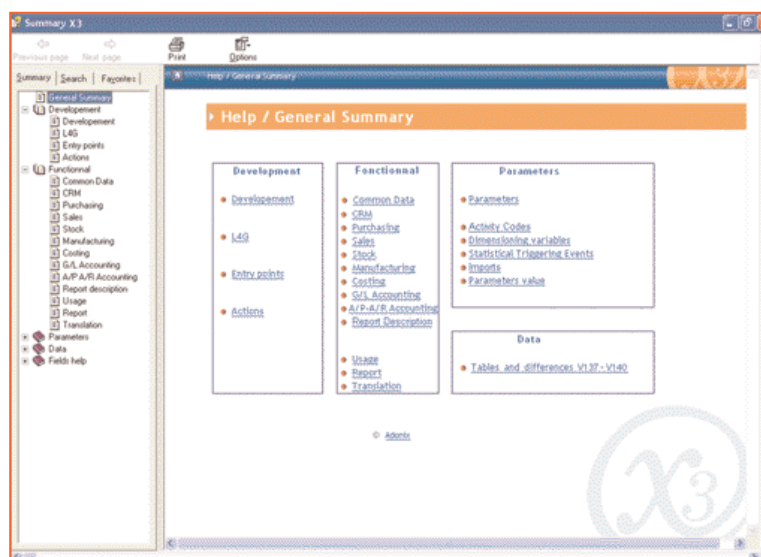
Local particularities are centralized and packaged to provide a single solution irrespective of working language or country. Functional comprehension and maintenance of these environments are simplified.

Fixed assets

Sage X3 Enterprise integrates all functional know-how acquired by the ABEL firm concerning fixed asset management via a dedicated module. This comprehensive management of company assets ensures complete coherence between your accounting data and operational management of these assets.

Sales

The Sage X3 Enterprise management module enables you to monitor all information concerning customers or prospects, manage sales force assignment and monitor corresponding targets and commission.



This module provides a quick-look at information concerning products, pricelists, discounts or carriers, etc. You can issue customer quotations, book orders and transmit order acknowledgements, manage contracts, display and allocate goods from stock, and manage the dispatch and loan of goods prior to invoicing.

CRM

Used in association with the sales management function, the CRM module enables the user to improve management of customer relations. Upstream, it is used to organize and monitor marketing campaigns, manage direct mailing and telemarketing, and set up trade shows and press campaigns.

This module is used by the sales force on a daily basis, to monitor jobs and organize tasks (customer job monitoring, management of incoming and outgoing calls, tasks, meetings and contacts). The CRM module is used in particular for comprehensive management of equipment populations and customer service operations.

Purchasing

Sage X3 Enterprise covers the purchasing process from end to end, starting with management of RFQs, input and follow-up of replies and integration into the pricelist base. This is followed by purchase requests, orders raised and delivery monitoring, subcontract orders, buyer workloads and management of signature circuits through to incoming goods reception and verification of invoices.

Analytical tools are used to monitor exchanges with suppliers, to meet the main objectives of the purchasing departments in terms of quality assurance, compliance with delivery dates and purchase cost.


Integration into the accounting system is automatic via preliminary and firm commitments. This provides operational budget control from purchase requests to the issue of orders. Actual data is integrated automatically via management of invoices receivable and definitive invoices. Accounting procedures involving averaging of expenses in relation to service provision periods is also possible.

Inventories

Inventory management is common to the Sales, Purchasing and Production functions. This ensures optimum coherence and real-time monitoring of inventory status data. Inventory control is fully user-definable on each site with the application of the multi-site, multi-warehouse and multi-location management. The inventory management module also incorporates some powerful quality control functions, also providing for total traceability of inventory quantities in real-time, both upstream and downstream, by material flow management

Production

Sage X3 Enterprise offers a choice of production management methods, by job, order or inventory. Technical data can be defined by pricelists, cost centers and stations, and a production process sheet management function. Sage X3 Enterprise also provides for monitoring of stock quantities, a management control function with calculation of forecast and actual costs, a finite capacity production scheduling function, a planning function incorporating a production coordination program, calculation of net requirements and an overall production management function. Various performance indicators are available, ensuring optimum industrial production quality and traceability.



Sage X3 Enterprise all functions Administration and

On-line help

- Interactive (HTML), customizable on installation
- Functional documentation (by function and in situ)
- Technical documentation (conceptual data model, dictionary, entry points and detailed description of standard settings supplied).

Off-line tasks

- Off-line query server for automation of most Sage X3 Enterprise functions, including:
 - data integration/ extraction
 - off-line reports
 - operations such as closing, matching, calculation of requirements, stock replenishment, etc.
- Definition of subscriptions
 - monthly, weekly or daily basis by frequency, by management of operating schedules
- Control of initiation and correct completion of off-line tasks
 - monitor screen
 - task initiation limit time
 - automatic interruption of excessively lengthy tasks
 - tracing of operations executed
 - task chaining
 - initiation and control of tasks by file submittal

User and security management

- Definition of users
 - definition of administrators and sub-administrators by function
 - user hierarchies and workflow messaging addresses
 - set of user-definable parameters
- Access control
 - access to functions, sub-functions, transactions and fields
 - access for display, modification and execution (e.g; accounting entitlement for an account)
- Information restriction according to user
 - by company group, company, site group or site
 - by logical data group (access codes for accounts, budgets, personal accounts, technical data, etc.)
 - by definable user function (e.g. customer, supplier, rep, payer, etc.); access can be granted to outside third parties for information only concerning them.
- Traceability and security
 - time-out controlled disconnection
 - password renewal frequency and minimum size
 - account lock-out after a user-definable number of unsuccessful attempts
 - management of the number of simultaneous connections by account and user group

- user monitoring and user-definable tracing of user operations
- time-stamped modification trace
- definition of user hierarchies and workflow messaging addresses

Retrieved data

- Decision support tools
 - > **Statistics based on trigger events defined by batch or in real-time:**
 - multi-level analysis based on 8 criteria:
 - user-defined frequency (day, week, fortnight, month, etc.)
 - comparison of amounts and quantities over a number of periods, ranking and classifications
 - graphic presentation and publication via the portal
 - integral audit trail from year-to-date to detail
 - > **Compatibility with different standard business intelligence tools**
 - > **Transfer of the complete program interrogation screen to Excel by a single click**
 - > **Advanced marketing targeting:**
 - accounting, extractions, merging of data from base data
 - generation of direct mailing or export of result data under Excel
 - > **Link explorer:**
 - manual or automatic creation of hypertext links with user-defined semantic between information
 - links definable by user group with tree structured display, for single click browse. For example, you can establish a product/customer link using the "customer particularly satisfied with the product" semantic criterion.
 - > **User portal**
 - information can be presented to users in graphic, interactive and customized form. For example, a common portal can be created for buyers, different portals for each rep, a portal for financial controllers, etc.
 - in web pages accessible via browser or from the Windows client
- Interrogation
 - > **User definable interrogation:**
 - in presentation (list and order of columns)
 - in data selection (memos defined by users and/or on a common basis)
 - back-tracking on the audit trail to all levels
 - > **Integrated designer:**
 - used to create interrogation screens for all database tables, with automatic or manual joins, sorts and selection functions, zooms, etc.

> Scorecards

- integrating financial business logic, providing for accounting logic aggregation, comparisons, intermediary calculation and stored inputs, multiple revisions and zooms to any point in the audit trail.

• Reports

> Based on Crystal Reports™ :

- library of over 400 reports and statements supplied as standard, including statements required by law for all legislations carried
- automatic triggering of reports, with parameter transfer according to context, in real-time or off-line, screen display (Web and client-server), in file form or via a printer
- generation of Word, Excel, texts, HTML and PDF files, etc.

Operating management

- Save functions
- User-defined alert (log files)

Master monitor

- batch tasks running
- users connected

Purge and archiving

- Definition of information storage time before archiving and before purge, in number of days or years
- On-line interrogation of archived data, using the same decision-support tools as for current data

Inter-application links, service-oriented architectures

Import/export models

> Providing for data import and export in different formats:

- variable lengths with separators (e.g. spreadsheet), fixed length, etc.
- transcoding tables

> Over 100 standard models supplied:

- basic records (personal accounts, customers, suppliers, products, catalogs, etc.)
- transactions (orders, invoices, delivery notes, stock variations, budgets, accounting entries, commitments, trade returns, accounting data for consolidation, inventory statements, stock variations, pricelists, etc.)
- standard models for utilization with EDI controllers

> Definition of chained imports/exports:

- interfaces with remote databases (multi-site architectures, integration of systems)

API definition

- to web services standards (WSDL/SOAP)
- invocation of external web services and publication of web services to the exterior

Workflow

> User-defined triggering on any management event:

- transmission of messages by any MAPI-compatible messaging system (Outlook™, Lotus Notes™...), SMTP/POP3 and ccMail.
- execution of actions.

> User-definition of:

- the function triggering the flow and the operations concerned (creation, modification, deletion, printout, validation or predefined action).
- complementary conditions (fields modified, selection on record content, initiation parameters for printout or tasks, etc.)
- list of addressees according to context (internal users, third parties identified by their code and function in the company)
- message text and attachment where appropriate
- conditions for reply (contextual link to a function and data associated with the source context, insertion of links to trigger actions by clicking the message, etc.)
- storage of context-related information in a historical table

E-business functions

- All ERP functions are accessible in an Internet browser.
- Availability of web services for access to Sage X3 Enterprise functions
- Predefined connection to Adonix® Xtend e-business server via web service

Dedicated developments

- Any dedicated development possible using the integrated object-oriented 4GL or via web services to Sage Adonix objects or methods (in any market language)
- Customization of dictionaries (tables, screens, objects, data types), with marking of objects or object elements using dedicated activity codes
- Management of updates complying with specific criteria developed
- Access to all standard objects via entry points
- Utilization of standard component libraries
- Developments usable simultaneously in web and client/server modes

General user-definition

Notion of folders

- provision for definition of data structures and management rules common to a number of companies
- with file typology (operating, test, development), with possibility for defining rules for inter-file inheritance rules

Definition of management rules

- by file, company, site or user
- with rule inheritance

Basic structure

> The program is natively:

- multi-company and multi-site
- multilingual
- multi-legislation

> It manages third parties with:

- multi-types (customer, supplier, carrier, rep, principal, service-provider, etc.)
- multi-address
- multi-contact
- multi-bank ID
- multi-control account
- etc.

Interface customization

> Generators for simple user-definition of:

- interrogation screens
- transaction input screens (presence of fields, number of tabs, default rules)
- utilization of customized business vocabulary
- user styles (identification of screen fields by color, font and background according to context)
- other interface elements (properties of each record, left list, etc.)
- user portals presenting aggregate or detailed data in html pages, in the form of tables, graphs or schedules, with detail zoom functions

Accounting engine

- Any management action (invoices, inventory variations, payments, WIP, etc.) can generate user-definable entries. These entries can be exported to an external program, or integrated directly into the accounting system. Multiple accounting (e.g. IFRS and statutory) is possible.



General

Multi-company management

Multi-site management

- Management of plants or sites, financial and/or operational
- Multi-site input
- Inter-site automatic general transactions
- Any data can be retrieved by site, company or site group

Currency management

- Multi-currency with storage of amounts in three currencies (transaction, accounting and reporting)
- Rate type user-definable by currency (daily, monthly, annual, etc.)
- Monitoring of multi-currency accounts
- Restriction of accounts to one or more currencies
- Automatic generation of exchange difference entries
- Automatic generation of asset and/or liability exchange difference entries in real or simulated mode

Interrogation

- Definable by user or user group
- By multi-criteria search (currencies, control account group, etc.)
- By establishment, company or group of establishments
- Audit trail with general/detail zooms
- Interrogation of trial balance, trial balance at a point in time, accounts and entries
- Interrogation of maturities, risk analysis, aged trial balance, last transactions, payments, invoices and banks
- Interrogation of pyramids, budgets, cost trial balance, functions and cost centers, and budget/actual comparisons
- All interrogations are transversal between accounting systems

Scorecards

- User-defined extraction from accounting, personal account, cost, budget and IFRS data
- Definable by user or user group
- Multi-criteria reports and interrogations
- By establishment, company or group of establishments
- Data retrieved by table or group of tables
- Detailed storage by table or not

- Management and historical classification of revisions
- Audit trail with zooms from general to detailed level
- Interrogation and insertion of values for income simulation
- Style and effect management
- Export to Excel®
- Data retrieved in graphical form
- Delivery of tables: balance sheet, income statement, intermediate balance, IFRS balance sheet; IFRS income statement by function

Definition of charts of accounts

- By company, establishment or group of establishments
- Alphanumeric type financial accounts
- Alphanumerical type auxiliary accounts
- Multi-vector cost accounts
- Cost & budget type chart of accounts
- 9 cost center charts

Financial accounting

Definition of journals

- Types of user-definable journals: sales, purchasing, cash, general transactions, general cost transactions, opening balances, etc.
- Models of barred accounts by journal
- Usual accounts by journal

Vouchers

- Import, interface or manual entry
- Entry screens and scenario definable by user or user group
- Model, provisional, definitive and simulation entries (interrogatable or not), off-balance sheet, lot and subscription entries, etc.
- Journal reversal at a point in time
- Automated creation of closing transactions: accrued payables, accrued income and credit notes outstanding, prepaid expenses and deferred income, subscriptions with automatic balance on receipt of invoice, exchange differences, etc.
- Automatic account/account transfer (optional), closing (optional), carry-over and income calculation entries.

Matching

- Manual, automatic, in course of input
 - by amount: transaction, company, reporting
 - by transit to balance
 - by balance search
 - by analogy with reference or name
- Partial or total

- Matching group automatic function: integration of variances, cash discounts, bank charges, payment differences, exchange differences

- Matching history

VAT return

- On debit, on collection
- VAT pro rata management
- Management of tax suspension and intangible services
- Intracommunity VAT
- Automatic VAT on collection adjustment entries (down payments, outstandings, etc.)
- Management of excise taxes
- VAT return
- Audit tools

DAS2 return management

- Proposal for amounts to be declared
- Possibility of manual modification of, and additions to the return
- Calculation of royalties
- Standard delivery of bilateral TDS and DADS-U social security returns forms

Periodic closings

- Automation of closing operations: accrued payables, accrued income, credit notes outstanding, prepaid expenses, deferred income, exchange differences, etc.
- Blocking/non-blocking audits of key closing steps by parameter
- Recapitulation statements and audit tools

Closing

- Closing by establishment or company
- Automatic generation of account/account transfer entries (option)
- Automatic generation of closing entries (option),
- Automatic generation of opening balance entries and calculation of income
- Integration of country particularities associated with the closing process

Personal accounts

Definition of personal accounts

- Unique identification of personal accounts
- Multi-establishment, multi-company, multi-control account, multi-type (customer, supplier, service-provider, etc.), multi-account ID and multi-address
- Identification of intra-group personal accounts
- Definition of default values: personal account invoiced, payer, group, factor, mode and payment terms, cash discount and bank charge conditions, etc...

Invoicing

- Input or import (EDI)
- Automatic capitalization of expenses
- Printout
- Validation

Monitoring of maturities

- User-definable interrogation screens
- Current maturity monitoring operations: averaging, grouping, term extension, modification of payer/payee personal accounts, means of payment, payment instruction, restatement, reminder, litigation, phasing of maturity schedules, etc.
- Payment authorization circuit working tool with workflow activation, management of litigation
- Reminder working tool: multi-level reminders in customer's language, by reminder level or period, unitary or grouped reminder method.
- Unitary or mass blocking/deblocking of customers based on cross-related criteria

Decision support tools

- File, company, establishment or establishment group level
- Control, multi-control or control account group level
- Aged trial balance interrogation, aged trial balance at a point in time
- Maturity schedule interrogation
- Real time personal account risk analysis and justification of all items.
- Global risk assessment
- Commercial risk assessment
- Financial risk assessment
- Payment statistics
- Future commercial actions
- Direct analysis of accounting balance by breakdown of items as percentages.
- Synopsis of personal accounts presenting most recent transactions; justification of all transactions;

Payment management

- Payment lifecycle user-definable by means of payment
- User-definable input screens
- Bank or Cash Register input
- Management of check-out counter payments (integration of sales invoicing)
- Quick manual input by unitary pick list or lot
- Automatic proposal with audit table for total amount payable
- Up to four accounting steps

- Proposal for printout of deposit slips by bank (local/non-local check presentation, bill presentation for collection/discount)
- Printout of checks and letter-checks, bills, domiciliation notes, transfers to be issued and deductions to be made
- Generation of files
- Matching of payments against: invoice, credit note, order, statement, down payment or voucher
- Bank pool management: analysis of actual and virtual balances
- Payment in currencies other than source currency
- Automatic inter-establishment, inter-currency, inter-personal and inter-control account general transactions
- Automatic payment, discounting, bank charge, matching adjustment, term extension, etc. general transactions
- Management of down payments on orders and total and partial allocation to invoices
- Automatic outstanding input, management of bank charges, cross-charging of bank charges, transfer to doubtful control accounts, payment of VAT
- Customer/supplier offsetting

Bank links

- Bank file user-definition by bank function
- Standard ready-to-used format supply (fixed or EDI)
- ETEBAC 3/5 upload via ALMACOM
- Management of national/international/intermediary bank transfers, deductions
- Management of discounts/statements/bill acceptances
- Import and checking (automatic, semi-automatic or manual) of statements

Factoring management

- Generation of receipts and printout of assignment letters
- Accounting for receipts
- E-file
- Notification of payments

Management of expense accounts

- Import, interface or input
- Signature control and management
- Accounting
- Payment proposal
- Financial statements

Group accounting

IFRS accounting

- Criteria for interrogation and printout by establishment, company or establishment group
- Management of a dual reference system (corporate accounting and IFRS accounting)
- IFRS schedule independent from corporate accounting schedule
- Starting from a unique management event:
 - generation of common entries for corporate and IFRS accounting, or
 - generation of independent entries
- Direct input of IFRS vouchers or import
- Dedicated user-defined fields for segment analysis
- Retrospective sector allocation and reallocation
- IFRS trial balance audit trail to IFRS entries
- IFRS trial balance interrogation
- IFRS account interrogation
- IFRS entries interrogation
- IFRS scorecards with standard supply of the IFRS balance sheet and income statement by function
- IFRS reports: general and special trial balances, general and special ledger, general journal, books of account

Extraction for consolidation

- Criteria for interrogation and printout by establishment, company or establishment group
- Definition of consolidation company scope
- Identification of intra consolidation scope personal account partners
- Identification of intra-group flows
- Internal/external correspondence tables for entities, companies and personal account partners
- Pre-consolidation extraction of trial balance and ledger
- Data export (balances or variations)
- Equivalent functional scope for IFRS extractions

Cost and budget accounting

9-vector cost accounting

- Chart of accounts by function
- 9 Charts of account by cost center
- Coherence check: function /cost center and cost center/cost center

Cost accounting

- From financial accounting, upstream modules or cost accounting input only
- By quantity and/or amount

- Breakdown by allocation key in percentage and/or amount in manual or automatic mode retrospective cascade allocation by quantity or amount, pro rata according to fixed factors (application base, number of staff, M2 etc..) or calculated factors
- Audit trail from pyramids to cost trial balance, down to detail of entries or source document
- Interrogation of multi-level pyramids
- Interrogation of cost trial balance
- Interrogation of functions
- Detail cost centers
- Detail vouchers

Budget accounting

- User-definable budget input transactions
- Manual input, import or standard interface with budget preparation program
- Unlimited number of budget versions
 - by function/cost center pair
 - by year and/or multi-year, for fixed or sliding periods
 - allocation keys
- Budgetization of pyramids and/or cost charts of accounts
- Manual revision, or calculated using formulas or percentage
- Budget general transactions
- Expenditure authorization with signature circuit
- Real time budget monitoring on purchase requisition and order
- Blocking budget control
- Non-blocking budget control with complementary signature circuits

- Management of principal and alternate signatories, permutation
- Workflow engine integrated into the circuit
- Cost trial balance audit trail up to purchase requisition/initial order
- Budget audit trail up to budget general transactions
- Interrogation of budget comparison
- Interrogation of actual/budget/preliminary commitments/commitments
- Interrogation of multi-level budget/preliminary commitment/commitment/actual pyramids
- Interrogation of budget/pre-commitment /commitment/actual cost trial balance

Commitment accounting and monitoring of expenditure

- Full integration with purchasing
- Real time budget monitoring management
- Budget control by amount or quantity, with overrange ceiling by user
- Signature circuits with variants (blocking, tolerance, etc.) and workflow
- Automatic generation of preliminary commitment (vouchers requisition) and commitment (order) entries
- Disengagement from preceding step for each flow step
- Automatic generation of entries and direct allocation of actual on budget line (accrued payables, accrued income, credit notes outstanding, invoices, complementary invoices and credit notes)

Fixed assets



Expenses

- From personal account invoices (Sage X3 Enterprise/ Personal Accounting) and purchase invoices (Sage X3 Enterprise/ Purchasing)
- Imported from an external application
- Direct import in fixed asset base
- Dual accounting classification: national standards and IFRS international standards
- Double measurement: in transaction currency and translated to corporate currency
- Filing of capitalized expenses justifying the asset, and providing for measurement of partial write-offs

Fixed asset records

- Matching with expense(s) justifying and measuring the fixed asset
- Dual accounting classification: national standards and IFRS international standards
- Dual measurement: national standards and IFRS international standards
- Management of carrying types: full ownership, capital lease, operating lease, under license or forecast
- Origin: references to budget and budgeting processes
- Purchase date, accounting date and commissioning date
- Cost allocations, matching with the CGUs, geographical sectors and activity
- Location and bar code registration providing for audit inventories
- VAT management for entities not liable or partially liable
- Tax base for business tax or land tax
- Component management
- Depreciation schedules: 15 possible schedules including:
 - accounting schedules according to national standards (integration of new CRC 2002-10 standards)
 - fiscal schedule for determining tax-regulated depreciation
 - restated for consolidation in accordance with IFRS international standards
- Generation of vouchers: commissioning, accruals, depreciation, revaluation, write-off, etc

Accounting accruals

- Actual calculated or simulated
- Integration of different depreciation methods in force in Europe
- Integration of French fiscal particularities
- Reporting by financial year or period (breakdown of financial years into periods: month, quarter, etc.)

Display of depreciation schedules

- Accounting
- Fiscal
- Tax-regulated
- Consolidation to IFRS standards
- Subsidy, etc

Breakdown for reallocation or partial write-off

- Via quantity for a fixed asset corresponding to a lot
- Via expense selection (invoice lines) for a fixed asset grouping a number of expense amounts
- Via the value of the fixed asset

Change of accounting allocation

- Commissioning of the fixed asset
- Account/account transfer

Transfert

- Change of cost allocation, sectors or CGU
- Change of locations

Change of depreciation parameters

- Method, period, residual value, etc.

Revaluation management

- Revaluation according to market value or by application of a coefficient
- Calculation of revaluation reversal

Depreciation management

- Depreciation of an asset or a CGU grouping a number of assets
- Integration of goodwill amounts
- Determination of reversal ceiling

Write-off of fixed assets

- For different reasons: sale, scrapping, termination of direct financing lease or cancellation
- Intra-group transaction: partial contribution of asset, merger, demerger

Financing management

- Equipment subsidies: management of a number of subsidies for the same asset, or a number of assets for the same subsidy
- Direct financing lease contracts: lessor, validity, maturity schedule, associated assets
- Portfolio management: exercise of purchase option, cancellation, maturity

Inventory management

- Registration of fixed assets using bar code technology
- Fixed asset inventory by reading bar code labels
- Comparison of inventoried situation with situation recorded in the Abel® X3 base: identification of differences
- Treatment of differences: assets shifted, assets not inventoried, etc.

Reporting

- Situation of a depreciation schedule: financial year or periodic
- Simulation of a depreciation schedule for a user-definable number of financial years or periods
- Comparative situation for 2 depreciation schedules
- Capital gains/losses on disposals
- List of fixed assets: entries, write-offs, components, etc.
- Direct financing lease credit commitments
- Annuities - financial depreciation comparative statement

Statements required by French law

- 2054 : fixed assets
- 2055 : depreciation
- 2855 : company car tax



Main functions

Customers

- Customer status: ordered, delivered, invoiced, group, payer and factor
- Multi-address, multi-delivery sites, multi-account ID
- Contact management by address
- Discount/bank charge management
- Multi-type and multi-maturity means of payment, with management of substitute means of payment
- Reminder management:
 - Multi-level reminders
 - Minimum threshold reminders
 - Unitary or general blocking/deblocking of customers on multiple criteria basis
- Factoring
- Commercial and financial monitoring
- Minimum order amount

Control of customer outstanding:

- Real time outstanding situation
- User-definable outstanding control (Site, File, blocking, etc.)
- Interrogations with audit trail from general to detail:
 - Analysis of commercial risk by site, company or file
 - Interrogation of aged trial balance
 - Interrogation of multi-control accounts
 - Interrogation of most recent transactions
 - Interrogation of commercial history
 - Interrogation of customer pricelists
 - Interrogation of customer base

Reps

- Calculation of rep commission by multi-criteria user-definition
- Multiple reps by order with automatic allocation
- Management of objectives by rep
- Allocation of reps by market sector
- Planning or recording of sales actions (meetings, calls, tasks, etc.)
- Printout of commission statements

Prospects

- Management and monitoring of prospects
- Monitoring of sales contacts
- Allocation to a market sector
- Conversion to customer

Carriers

- Management of carriers
- Charging by weight and volume, segment and region
- Invoicing by level
- Simulation tools

Product categories

- Groupings of products having similar management rules
- Quick creation of a product taking default management rules and values for the category
- Association of management rules concerning incoming and outgoing products
- Association of user-definable allocation rules
- Association of user-definable measurement rules

Products

- Via inventory or not, management of serial, lot and sub-lot numbers
- Sales products, services or after-sales
- Commercial catalogue type products, or kit with option and variant
- Substitution and/or replacement product
- Associated container (packaging)
- VAT and excise tax management
- Sales information (base price, theoretical mass, floor price, minimum margin, etc.) with input control
- Authorization for loan or back-to-back order
- Product reference, description and customizable units by customer
 - Interrogation of pricelist catalogue
 - Interrogation of stock by site
 - Interrogation of product costs
 - Interrogation and association of competing products
 - Interrogation of product range

Multi-units

- Inventory units
- Packaging units with fixed or variable conversion factor
- Commercial units (sales, purchases)
- User-definable unit conversion rules in case of off-take of another unit: unpacking, management of stock fractions, unit sub-division
- Inventory label management by packaging

Pricelists-discounts

- User-definable multi-criteria pricelists
- Management of pricelists by currency, coefficient, quantity or user-definable formula
- Management of free items
- Inter-company pricelists
- Pricelists applicable by date interval
- Pricelists applicable by line and/or document
- Discounts and expenses by line and total, by amount, percentage, aggregate or cascade
- Simulation of pricelist application
- Historical record of prices and discounts applied
- Pricelist catalogue
- Pricelist revisions
- Import of pricelists

Inter-company/Inter-site

- Management of automated sales flows between sites of the same company, or between sites of different companies:
 - Inter-company pricing
 - Sales orders generated automatically from purchase orders
 - Open orders generated automatically from purchase orders
 - Inter-company invoicing with generation of purchase invoice control on customer site
- Management of logistic flows between sites of the same company, or between sites of different companies:
 - Inter-site deliveries
 - Inter-site incoming goods reception taking corresponding delivery stock characteristics
 - Customer or inter-site returns taking corresponding supplier return stock characteristics
 - Immediate inter-site stock transactions for geographically adjacent sites

Sales documents

- User-definable input transactions by user (quick input)
- User-definable sales cycles:
 - Quotation/Order/Invoice
 - Order/Invoice
 - Quotation/Order/Delivery/Invoice
 - Order/Delivery/Invoice
 - Delivery/Invoice
 - Check-out counter invoice
- Automatic or manual numbering
- Unlimited document/document links
- Management of printable document header, footer and line texts
- Identification by business code

Multi-level configurator

Choice of products, options and variants

Creation of technical data

Integrated into the quotations or orders

Quotation

- Input/printout of quotations for customers or prospects
- Delivery address, dispatch site, delivery time on quotation line
- Real time margin calculation
- Control of minimum margin and/or floor price and/or minimum amount and/or quantity by user
- Interrogation and justification of prices applied
- Monitoring of validity dates
- Status of quotations in process
- Calculation and printout of pro forma invoices

Orders

- User-definable order type:
 - Trading orders
 - Loan orders
 - Open orders (delivery program, delivery lead/lag management)
- Input/printout (order acknowledgement) of orders for customers and prospects, with automatic prospect/customer conversion
- Management of additional clauses
- Order situation (traceability of delivery notes, invoices, etc.)
- Interrogation and justification of prices applied
- Total or partial conversion of quotations
- Delivery address, dispatch site, delivery time, carrier, etc. on order line
- Real time margin calculation
- Management of back-order items
- Control of minimum margin and/or floor price and/or minimum amount and/or quantity by user
- Order book
- Calculation and printout of pro forma invoices
- Generation of purchasing back-to-back orders (direct or acceptance) or for line manufacture
- Management of down payments with blocking of the order where appropriate

Allocation

- Customer reservation with validity limit dates
- Allocation of reservations to orders
- Allocation of stocks manually or automatically with user-definable criteria
- Manual or automatic deallocation
- Global or detailed allocation
- Management of stock shortages
- Interrogation of allocations

Logistics

- Generation of pick lists or manual creation
- List of products to be delivered
- Management of delivery round codes
- Partial or total deliveries of order or order lines
- Direct deliveries of materials to a subcontractor
- Management of packaging, packing lists and packing labels
- Printout of pick lists, delivery notes, etc.
- Management of carriers and associated expenses
- Management of customer returns with or without quality control

Stock

- Traceability
- Interrogation of actual or forecast stock with initial availability date
- Interrogation of stock details
- Interrogation by storage site or consolidated
- Interrogation of stock quantities in course of transfer and in transit (inter-site or inter-company)

Loans

- Import and printout of loan delivery notes
- Monitoring of loan outstandings
- Traceability by serial and lot numbers
- Management of returns
- Invoicing of non-returned goods

Invoicing

- User-definable invoice type
- Printout of invoices with number of copies user-definable by customer
- Automatic or manual creation

- Invoicing by customer, order, delivery note, delivery site or period
- Printout of invoice statement by customer, by period
- Automatic or manual invoicing of service calls (visit, parts)
- Automatic or manual invoicing of maintenance contracts (revisions by index in particular)
- Automatic invoicing of inter-company stock transfers

Accounting integration

- Customer invoices
- Invoices to be raised
- Management of down payments
- Accounting for stock variations

Taxes

- VAT on debits and credits
- Intracommunity VAT
- Excise taxes in amount and percentage
- Formulas applicable to excise taxes (threshold, quantity, etc.)

Trade return

- Customs nomenclature integration interface and association with product records
- Recording of data required for trade returns (systems, functions, delivery conditions, etc.)
- Extraction function for flows to be declared, with possibility of modification of extracted information
- Return information verification statement
- Pre-defined IDEP interfaces
- Management of local trade return particularities (Portugal, UK, Italy, etc.)

Marketing

Competing products

- Competitor reference management
- Comparison of strengths and weaknesses by product

Call scripts

- Drafting and modification of questionnaires
- Collection of information during call campaigns
- Guided qualification of third party bases and contents

Marketing campaigns

- Monitoring of marketing campaigns and planned budget
- Detailed interrogation of campaigns and tree structure monitoring of marketing operations in process for comprehensive monitoring of the audit trail

Direct mailing wizard

- Selection of addressees
- Manipulation of panels generated from proposed targets
- Display of samples
- Message design or mailing shot retrieval
- Selection of dispatch method
- Creation of historical dispatch records
- Summary of returns in tabular form
- Access to detailed information for monitoring the complete audit trail

Call campaign wizard

- Definition and retrieval of panels
- Breakdown of calls by cross-related criteria
- Definition and retrieval of call scripts
- Interrogation of returns
- Access to information details for monitoring the complete audit trail

Trade show wizard

- Input of event characteristics
- Interrogation of returns
- Access to information details for monitoring the complete audit trail

Press campaign wizard

- Input of press campaign characteristics
- Interrogation of returns
- Access to information details for monitoring the complete audit trail

Sales actions

Prospects/customers

- Management of main and alternate reps
- Automatic integration of controls associated with conversion of a prospect into a customer
- For customers:
 - management of token credits and point debits
 - interrogation of customer bases
 - association of principals
- Planning or recording of sales actions (job, tasks, meeting, calls, service requests, quality requests, service contracts)
- Interrogation of the global pre-sales and after-sales historical record to establish an audit trail
- Interrogation of the customer base

Contacts

- Independent management of contacts
- Management of relations with third parties, companies, sites, users and accounts

Management of market sectors

- Segmentation of customer/prospect/contact portfolio
- Multi-criteria manual or automatic allocation of main and alternate reps

Calls

- Recording of incoming calls or programming of outgoing calls Association with a job
- Possible uncertain date management
- Automatic call-recording
- Management of call attempts
- Call number search
- Call cost search
- Execution of call scripts
- Planning of all sales actions: jobs, tasks, meetings, service requests

Meeting

- Meeting programming
- Association with a job
- Possible uncertain date management
- Control of multi-user time conflicts
- Direct deprogramming of conflicting users
- Management of resource reservations
- Meeting address search
- Planning of all sales actions: jobs, tasks, calls, service requests

Tasks

- Management of sales actions other than calls or meetings
- Association with a job
- Management of caller delay alerts
- Planning of all sales actions: jobs, meetings, calls, service requests

Jobs

- Management of competitors
- Monitoring of upstream/downstream sales cycles with process automation
- Management of associated jobs
- Integration of controls associated with raising quotations
- Planning of all sales actions: tasks, meetings, calls, service requests
- Historical quotation record by job

Customer support

Principals

- Management of several principals by customer
- User-definition of information managed concerning principals

Service-providers

- Management of partner service-provider skills
- Management of intervention fields
- Management of financial conditions for partnership

Products

- Automatic generation of the customer base on validation of sales transactions
- Specification of contract models (loan, warranty, service)
- Management of token credits and point debits
- Management of after-sale service catalogs
- Product typology: other, spares, labor, mission expenses, service contract
- Automation of stock issues for consumption of spares managed by stock

Customer bases

- Automatic generation and update on deliveries, returns
- Management of loaned items
- Management of physical location
- Breakdown by loaned item geographical location
- Interpretation of results by customer type: direct customer, wholesaler or retailer
- Historical records of associated service contracts (applicable coverage and warranties)
- Historical record of successive installations

Service contracts

- Possible qualification from a contract model
- Management of different types of service contract
- Definition of coverage application field, management of free items by range, component or expertise (possible addition of restrictive financial rules)
- Definition of coverage, management of free items by range, component or labor
- Definition of field of application with integration of cost constraints
- Automatic generation from sales transactions
- Automatic creation from accumulated purchase credits
- Automatic management of revaluations, renewal, etc.
- Calculation of invoicing maturity schedule
- Management of quality constraints by degree of severity
- Automatic invoicing
- Historical record of invoices, maturities and payments
- Historical record of revaluations and renewals

Warranty claims

- Management of warranty coupons

Service requests

- Possible allocation of a principal by user
- Automatic allocation to a skill family
- Identification of range and associated after-sales service catalog
- Possible allocation by:
 - dispatching department
 - staff member
 - queue
 - sales department
- Automatic control of request coverage
- Automated date-stamping
- Consumption of points according to fixed and complementary debit rules
- Possible consumption of:
 - parts (stock management)
 - labor hours
 - mission expenses
- Automatic invoicing
- Search for and definition of solutions
- Planning and recording of intervention
- Planning of actions to be conducted and recording of actions closed
- Historical record of request status
- Historical record of modifications

Interventions

- Automatic search for competent and available staff
- Automatic search for competent and active service-providers in the domain concerned
- Control of time conflicts
- Reservation of resources
- Service address management
- Monitoring of spares consumption and stock issues
- Search for solutions in knowledge base
- Input of a report

Knowledge base

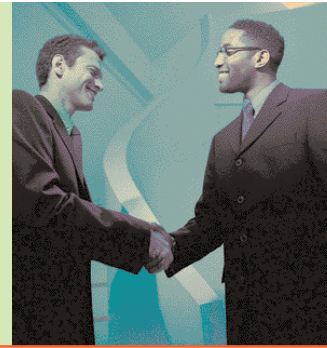
- Search for:
 - multiple keywords
 - initial request
 - solution
 - skill families
 - staff
 - creation date
 - content

Decision support tools

- Marketing plan
 - Tree overview of active operations and campaigns for comprehensive monitoring of the complete audit trail
 - Monitoring of marketing campaigns and their planned budget

- Agenda - pre-sales work plan
 - Management of sales rep time schedules
 - Outstanding activities: meetings, calls, tasks, jobs, marketing campaigns
 - Delayed activity alerts
 - Possible access to prospect/customer/contact historical record for each type of activity
 - Accelerated search for a call correspondent and call-forwarding function
 - Execution of call scripts
 - Audit trail, access to details of each activity
 - Possibility of recording reports
 - Search for third parties and contacts
 - Planning of all sales actions: jobs, tasks, meetings, calls, service requests
- Agenda - after-sales service work plan
 - Outstanding service requests not closed
 - Intervention outstanding and overdue
 - Dispatching schedule content
 - Workload statistics for staff and queues
 - Management of alternate staff
 - Search for:
 - solutions
 - service requests
 - by description
 - Planning or recording of intervention
 - Planning of actions to be executed and recording of actions closed
 - Recording of service requests
 - Identification of third parties or contacts
 - Interrogation:
 - service requests
 - queues
 - staff
 - skills
 - escalations
- Sage X3 Enterprise

Purchasing



Main functions

Supplier

- Supplier status: ordered, invoicing, paid and grouped
- Multi-address and multi-account ID
- Management of contacts by address
- Management of cash discounts/bank charges
- Multi-type and multi-maturity means of payment, with management of alternative means of payment
- Sales and financial monitoring
- Minimum order amount
- Multi-line orders
- Monitoring of supplier quality
- Supplier ranking
- Control of supplier outstanding:
 - real-time outstanding situation
 - user-definable outstanding control (blocking, etc.)
- Interrogations with audit trail from general to detail:
 - Analysis of commercial risk by site, company or file
 - Analysis of financial risk by site, company or file
 - Interrogation of multi-control accounts
 - Interrogation of most recent transactions
 - Interrogation of historical sales records
 - Interrogation of supplier pricelists
- Supplier reminder by undelivered orders for articles awaited

Product categories

- Groupings of products having similar management rules
- Quick creation of a product taking default management rules and values of the category
- Association of management rules concerning entries and issues
- Association of user-definable allocation rules
- Association of user-definable measurement rules

Products

- By stock or not, management of serial, lot and sub-lot numbers
- Sales, service or subcontracted service products
- Management of VAT and excise taxes
- Product reference, product description, units and minimum purchase quantities user-definable by supplier
- Identification of back-to-back order suppliers by product
- Management entities by product (Supplier, Purchaser)
 - Interrogation of pricelist catalogue
 - Interrogation of stock by site
 - Interrogation of product costs
 - Interrogation and association of competing products
 - Interrogation of product range

Multi-units

- Stock units
- Packaging units with fixed or variable conversion factors
- Commercial units (sales, purchasing)
- User-definable unit conversion rules for off-take in another unit: unpacking, management of stock fractions, unit sub-division
- Management of stock labels according to packaging

Pricelists-allowances

- Pricelist structure user-definable by supplier
- Multi-criteria user-definable pricelists
- Management of pricelists by currency, coefficient, quantity or user-definable formula
- Inter-company pricelists
- Pricelists applicable by date interval
- Pricelists applicable by line and/or document
- Discounts and expenses by line and total, by amount, percentage, aggregate and cascade
- Simulated application of pricelists
- Historical record of prices and discount applied
- Supplier catalog import

Inter-company / Inter-site

- Management of automated sales flows between sites of the same company, or between sites of different companies:
 - Inter-company pricelist
 - Trading sales orders generated automatically from purchase orders
 - Open orders generated automatically from purchase orders
 - Inter-company invoicing with generation of purchase invoice control on customer site
- Management of logistic flows between sites of the same company, or between sites of different companies:
 - Inter-site deliveries
 - Inter-site incoming goods reception taking corresponding delivery stock characteristics
 - Customer or inter-site returns taking corresponding supplier return stock characteristics
 - Immediate inter-site stock variations for geographically adjacent sites

Sales documents

- User-definable input transactions (quick input)
- User-definable purchase cycle:
 - RFQs/purchase requisition/order
 - Purchase requisition/call for tenders/order
 - Call for tenders/order
 - Order/invoice
 - Order/incoming goods reception/invoice
 - Order/invoice/incoming goods reception
 - Direct invoice
- Automatic or manual numbering
- Unlimited document/document links
- Management of printable header, footer and document line texts
- Identification of job code by line

RFQs

- Management of requisitions (multi-product and multi-supplier)
- Printout of requisitions by supplier
- Integration of purchase requisitions
- Comparison of RFQs
- Replies and reminders
- Generation of pricelist lines

Authorization for expenditure

- Real time management of budget monitoring
- Budget control (with warning or block) by amount or quantity, with overrange ceiling by user
- User-definable signature circuits for purchase requisitions, orders and open orders with supplementary circuit in the event of budget overrange
- Management of main and alternate signatories, permutation
- Workflow engine integrated into the circuit
- Automatic preliminary commitment (purchase requisition) and commitment (order)
- Disengagement from the preceding step on each flow step
- Automatic generation of entries and direct allocation of actual by budget line (accrued payables, accrue income, credit notes outstanding, invoices, complementary invoices and credit notes)
- Audit trail from purchase requisition, order, and reception of invoice to corresponding voucher

Purchase requisitions

- Input and printout of purchase requisitions
- Interrogation and justification of prices applied
- General or sales purchase requisitions

- Integration of stock with replenishment proposals
- Integration of RFQs
- Balance of manual or automatic purchase requisitions
- Generation of orders according to accreditation
- Interrogation of associated orders

Supplier orders

- Input and printout of supplier purchase orders or open orders with delivery program
- Orders for general or sales purchasing
- Management of additional clauses
- Management of down payments
- Integration of stock replenishment proposals, purchase requisitions and subcontract orders
- Integration of RFQs
- Automatic generation of back-to-back orders from customer orders with traceability (direct or reception)
- Balance of manual or automatic purchase orders
- Management of back-orders
- Interrogation and justification of prices applied
- Order situation (traceability, reception, invoices)
- Interrogations with audit trail:
 - Interrogation of incoming goods and invoices
 - Interrogation of purchase requisitions consumed

Decision support tools

- Buyer workload
 - consumption of proposals, purchase requisitions and back-to-back orders
 - choice of supplier
 - possibility of modifying customary back-to-back order supplier
 - generation of conventional, inter-company or inter-site orders
- Global schedule
 - multi-site analysis by product family or product
 - identification of critical orders
 - grouping of orders
 - generation of orders, delivery requests or purchase requisitions
- Work schedule
 - single-site, single-product analysis
 - order grouping
 - generation of orders, delivery requests or purchase requisitions

Measurement of stocks

- Monitoring of costs
- Last purchase price, Weighted average cost, FIFO, LIFO, last price, standard price, discounted standard price and simulated price
- Market access coefficient
- Adjustment of supplier invoice (amount, quantity, currency exchange rate)
- Adjustment of complementary invoice (carrier invoice)

Stock

- Traceability
- Interrogation of actual or forecast stock with initial availability date
- Interrogation of stock details
- Interrogation by storage site or consolidated
- Interrogation of historical stock variation records
- Interrogation of stocks in transfer or transit (inter-site or inter-company)

Calculation of requirements

- Replenishment on threshold/periodic/inter-site
- Calculation of net requirements
- Calculation according to safety stocks

Reception

- Direct reception or order line pick list
- Reception of inter-site or inter-company deliveries
- Reception of subcontractor services
- Detailed or quick dock reception with management of storage plans for completing stock information
- Management of positions, supplier or internal lots and serial numbers
- Reception situation (invoices, returns)
- Printout of stock labels
- Treatment of pending transactions and stock shortages

Quality assurance

- Management of lot and sub-lot numbers
- Management of serial numbers
- Management of stock status: accepted, rejected, checked
- Management of stock sub-status details
- Definition of quality control records
- Quality control procedures with analysis request
- Expiry date management
- Upstream and downstream traceability management

Returns

- Creation of returns by selection of reception lines or direct input
- Re-integration of quantities returned against order
- Generation of corresponding credit note

External or group supplier invoices

- User-definable invoice type
- Recording and verification
- User authorization of payment instruction level
- Invoice/receiving slip/order matching
- Credit note/return/invoice matching
- Complementary invoices and credit notes
- Breakdown of invoice total data by line
- Value adjustment of stock variations according to invoice differences

Accounting integration

- Accrued payables
- Credit notes receivable
- Supplier invoices
- Preliminary commitments and commitments with budget control
- Management of down payments
- Accounting for stock variations

Taxes

- VAT on debits and credits
- Intracommunity VAT
- Excise taxes by amount and percentage
- Formulas applicable to excise taxes (threshold, quantity, etc.)

Trade returns

- Integration interface for customs nomenclatures and association with product records
- Recording of data required for trade returns (Systems, functions, delivery conditions, etc.)
- Extraction function for flows to be declared with possibility of modification of extracted information
- Verification status of information to be declared
- Interfaces with pre-defined IDEPs
- Management of local trade return particularities (Portugal, UK, Italy, etc.)

Stocks

Principal functions

Product categories

- Groupings of products having similar management rules
- Quick creation of a product taking default management rules and values for the category
- Association of management rules concerning entries and issues
- Association of user-definable allocation rules
- Association of user-definable measurement rules

Product base

- Technical information
- Management information
- Commercial information

Multi-units

- Stock units
- Packaging units with fixed or variable conversion factors
- Commercial units (sales, purchasing)
- Rules for user-definable unit transformation in the case of take-off of another unit: unpacking, management of stock fractions, unit subdivision
- Management of stock labels according to packaging

Multi-sites and multi-company

- Multi-site and multi-company transfer orders
- Inter-site replenishment
- Replenishment of pick list positions and subcontracting positions

Multi-warehouse

- Stock access control:
 - By user group
 - By transaction type

Multi-location

- Location definition
- Fixed or random storage
- Location policy
- Release policy
- Consigned inventory and third party inventory

Quality assurance

- Management of lot and sub-lot numbers
- Management of serial numbers
- Management of stock status: accepted, rejected, checked
- Management of stock sub-status details
- Definition of quality control records
- Quality control
- Management of expiry dates
- Management of upstream and downstream traceability

Stock variations

- Reception, quick reception in dock, storage plan
- Internal movements, assemblies, disassemblies
- Preparation and delivery
- Customer and supplier returns
- Inventories
- Inter-company and inter-site movements

Stock aggregate totals

- Physical stock
- Allocated stock
- Reserved stock
- Controlled stock
- Available stock
- Ordered stock
- Forecast available stock
- Stock shortage
- Transferred stock
- Stock in transit

Stocks

Interrogation of stocks

- Summary stock maturity schedule by period
- Detailed stock maturity schedule
- Interrogation with audit trail from general to detailed level:
 - Stock by site
 - Stock by lot
 - Stock by serial number
 - Stock by position
- Stock at a point in time
- Stock variations
- Allocation details
- Limited life stock
- Interrogation of upstream and downstream traceability by lot or item



Management of inventories

- Management of inventory sessions integrating inventory lists
- Continuous and complete inventories, inventories by position or product
- User-definable inventory transactions

Stock replenishment management

- Calculation:
 - economic quantities
 - replenishment thresholds
 - safety stocks
 - maximum stocks
- Calculation of net requirements
- Periodic replenishment
- Threshold-based replenishment
- Preparation zone replenishment

Measurement of stocks

- Standard price
- Discounted standard price
- Simulated price
- FIFO price
- LIFO price
- Weighted average price
- Last price

Analysis tools

- Consumption analyses
- Historical records
- Stock valuation statement
- Stock turnover, etc.

Accounting integration

- Stock variation accounting with aggregation criteria
- Multi-vector cost integration

Production

Management of production order starts

- Multi-product production start
- Multi-level production start
- Feasibility assessment
- Material and cost actions
- Marking function
- Smoothing of orders
- Production file
- Production monitoring (WO by WO or bulk)
- Management without work orders

Weighing management

- Weighing work plan for selection of work orders to be weighed
- Weighing and weighing reconciliation
- Weighing situation

Decision support tools

- Global schedule
 - multi-site analysis by product family or product
 - highlighting of critical orders
- Work plan
 - single-site, single-product analysis
 - grouping of orders
 - planner and supplier decisions and analysis
 - production statistics
 - utilization of resources
 - lateness analysis
 - delivery time analysis
 - operation performance
 - materials performance
 - production performance
- Interactive Gantt chart:
 - numerous possibilities for highlighting lateness and overloads,
 - load simulations,
 - calculation of a finite capacity production schedule

Interrogation

- WIP by product
- WIP load
- Projected stock at a point in time
- Material stock shortages
- Graphic workload analysis
- Allocation details
- Orders to be rescheduled
- Progress by WO
- Monitoring by WO
- Subcontracted operations

Automatic treatment

- Bulk allocation/deallocation
- Bulk marking/demarking
- Automatic production start
- WO suspension/reactivation
- Direct orders
- WO averaging and/or bulk operations

Parameter setting

- Management of imports/exports
- Parameter setting wizard
- Transaction generator
- Batch work management
- Workflow integration
- Documentation management

- Sage®

Main functions

Basic data management

- Product management:
 - Association of product categories and families
 - Different management methods (on order, by stock)
 - Assignment of replenishment policies, seasonal adjustment
 - Data used for management control
 - Production multi-units
 - Association of documentation
- Calog management:
 - Multi-catalog
 - Catalogs at a point in time
 - Bulk maintenance

Technical data management

- Management of schedules and time charts
- Management of cost centers
- Management of cost stations:
 - machine station, labor, subcontracting
 - multiple stations
 - management of schedule deviations
- Management of process sheets:
 - multi-process sheets
 - operations at a point in time
 - master process sheets
 - standard operation library
 - change of units
 - operation subcontracting
 - principles of interoperation marking
 - association of plans
 - technical data bulk maintenance

- Configuration of products and technical data via a configurator, also accessible for quotation and sales order management
- Definition of weighing centers
 - weighing box and box groups
 - authorized weighing units for different weighing stations
- Utilization of data generated by a configurator
- Optimization and analysis of the Gantt chart

Replenishment

- Replenishment by threshold
- MRP replenishment (on order, by stock)
 - user-definable replenishment policies (net requirement, technical lot, coverage and seasonalized safety stock)
 - traceability of requirement source (pegging)
- Inter-site replenishment based on signature of contract between two partner sites
- Management control
- Definition of measurement cost centers and general expenses
- Calculation of forecast costs (standard cost, discounted standard cost, simulated cost, budget cost)
- Calculation of production cost (forecast/actual)
- WIP measurement
- Analysis of differences by product
- WIP accounting interface (stock variations and time consumed)
- Multi-vector cost interface

Planning

- Management of consumption forecasts
- Production coordination program (multi-site, use of macro-catalogs, macro-process sheets, operational orientation, budget, simulation)
- Calculation of requirements
 - multi-sites
 - analysis of proposals
 - rescheduled messages



Choose expertise with Sage X3 Enter

Sage programs are selected by many companies each year for management of all types of business activity in France and internationally. Over 4,700,000 customers worldwide use Sage management solutions every day.

Regularly placed under the microscope and subsequently commended by the analysts since its market launch in 1999, the Sage X3 Enterprise ERP system has been acquired by over 1000 companies. The exceptional range of functions incorporated in this product, combined with its parameter definition power, makes it particularly efficient for managing all types of industrial, trading and service activity. With the Sage X3 Enterprise industry-specific business solutions, designed by Sage or certified Sage X3 Enterprise partners, you will find solutions specifically adapted for a broad spectrum of economic sectors.

Browse to our web site www.sageadonix.fr to learn more about Sage X3 Enterprise business solutions and numerous customer testimonials.

“Process management is much improved”

AGRICULTURAL COOPERATIVE SAN SEBASTIAN –
Extraction of oil (Spain)

“Sage X3 Enterprise enables us to integrate the management of all the cooperative functional areas. We were first interested by the large functional scope, which was going hand in hand with its scalability. Additionally, it was important for us to know that we could deal with a worldwide recognized software provider and that it was possible to run the implementation on a day to day basis with a local partner .”

“We were then able to make a global analysis and a narrow control of each plot profitability.”

“Sage X3 Enterprise speeds customer service”

CRP INDUSTRY – Distribution of automotive and industrial products (USA)

“Sage X3 Enterprise provided a solid entry point in the warehousing area, was reasonably priced, and we felt we could be fully operational in a quick timeframe (...) Its broad functionality base and ability to be customized for our size of operations made it an attractive selection.”

“Order cycle times are much improved with orders going out the same day or next. We can now allocate inventory regardless of whether it’s against on-hand stock, backorders or receipts coming in from overseas (...) With improved visibility into realtime information comes the ability to manage exceptions better and adjust quickly to meeting changing customer needs.”

“We realized significant improvements in sales, purchasing, production control and accounting”

PEBEO - Chemicals (Europe, Canada, USA)

“Sage X3 Enterprise (...) conformed to what we were already using from a business functionality standpoint. Additionally, the manufacturing functionality was improved even more and actually, we saw that we could make improvements in all areas.”

“With Sage X3 Enterprise, our company’s information base is now centralized in Gemenos (France) and no longer scattered across the world. Consequently, we no longer need to maintain stock and software externally. The subsidiaries continue to be autonomous, but their data and management tools are more local. We’ve eliminated problems with data transfer, the subsidiaries no longer make substantial technical request, and they need only have a PC and internet connection to make it all work.”



“The gain in productivity is substantial”

COLETICA - Active principles and technologies for the cosmetics industry - (France)

“We were looking for a long-term solution, a rugged product capable of adapting to our very special requirements, with a realistic budget and characteristically tight completion times. We chose Sage X3 Enterprise because this program could handle our conventional accounting and sales management requirements with ease, while adapting to our specific needs with its 4GL and entry points (...) In fact we simply “shrouded” existing standards functions to adapt them to our business, and this is where we found the great strength of Sage X3 Enterprise.”

“We now do what we did before, but better and with between one and two fewer staff. The gain in productivity is substantial! Thanks to Sage X3 Enterprise, we can monitor quantities, costs and quality in minute detail. We have all the advanced functions for group accounting and reporting. With Sage X3 Enterprise, we have met the target set 100%. We must now go much further: the product has enormous potential which we are still far from exploiting in full.”

“The foundation appealed to Sage X3 Enterprise to improve management control of all activities”

FCCN – Foundation for the National Scientific Computation (Portugal)

“The FCCN needed a software capable of integrating all the transversal information flows of the foundation, which is composed for several organic units.”

“Sage X3 Enterprise is an ERP that fits the foundation! Rich, powerful and flexible, it is very easy to customize and to adapt to the future necessities of our organization”.

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