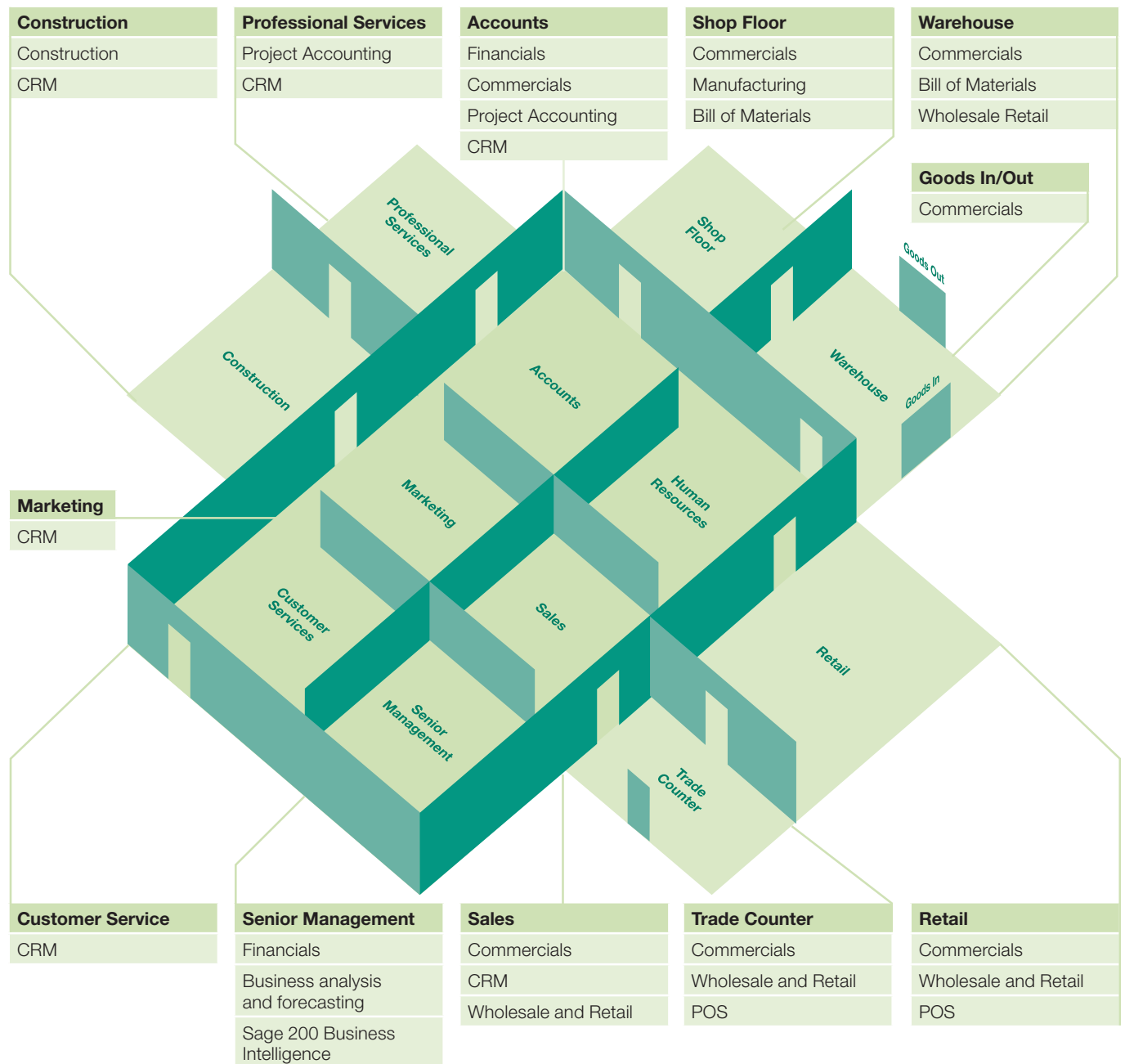sage

Sage 200
Commercials

Contents

"Our extensive customer research shows that customers want suites of integrated software that work together across their business and their processes. With the Sage 200 suite, we aim to provide our customers with that software, helping them to become as efficient as possible and get real insights into what is happening in their business."

Brendan Flattery, Managing Director,
Mid Market Division, Sage (UK) Limited.

Sage 200 Suite – software to meet your business needs

The Sage 200 Suite provides integrated software for every part of your business, from accounting to customer service, from the shop floor to sales and professional services to retail.

Construction
Construction
CRM

Professional Services
Project Accounting
CRM

Accounts
Financials
Commercials
Project Accounting
CRM

Shop Floor
Commercials
Manufacturing
Bill of Materials

Warehouse
Commercials
Bill of Materials
Wholesale Retail

Goods In/Out
Commercials

Marketing
CRM

Customer Service
CRM

Senior Management
Financials

Business analysis and forecasting

Sage 200 Business Intelligence

Sales
Commercials
CRM
Wholesale and Retail

Trade Counter
Commercials
Wholesale and Retail
POS

Retail
Commercials
Wholesale and Retail
POS

Notes
CRM - Customer Relationship Management
POS - Point of Sale

Sage 200 Commercials

Sage 200 Commercials adds to the solid foundation of Sage 200 Financials, automating the delivery of your customer orders with effective stock management. By responding to product and pricing demands quickly and effectively you can maintain customer loyalty and customer satisfaction and you have the complete control required to manage your supply chain. In addition, tight integration with Sage Payment Solutions enables credit control, and customer service staff, to quickly and easily accept credit card payments from customers.

The Commercial module contains the following:

- Sales Order Processing

- Purchase Order Processing

- Stock control

- Price book

Across the Sage 200 Suite, users also have access to workspaces which have been designed to give you business critical information 'at a glance' on your desktop. Their design makes it quicker and easier to access related information. The designer tool enables advanced users to configure user defined workspaces to meet specific requirements, allowing each individual user to have a customised workspace to meet their individual requirements.

Sage 200 Sales Order Processing

Our Sales Order Processing module gives you control of the entire sales order process, from raising a quotation or an order and ensuring stock availability, to dispatching goods and creating the invoices. All documentation is produced efficiently as part of this workflow, such as delivery notes and invoices. Additionally picking lists and order acknowledgment documents can be produced if required.

- **Choice of Full, Rapid and Trade Counter order entry**

  - Rapid order entry mode uses standard pricing and delivery addresses, so that orders can be entered with just a few keystrokes. If more information needs to be recorded against the order the option to switch to full order entry is provided.

  - Full order entry mode allows for full flexibility – you can change discounts and add non-stock items, free text items etc.

  - Trade Counter order entry quickly creates an order, allocates and dispatches stock, generates and prints an invoice in one process.

- **Margin and discount analysis -** Authorised staff can view the margin of a sales order at overall and line item levels, to allow instant price negotiation. In addition the sales order displays realised profit that takes into account any changes to the cost pricing. The discounts applied to a particular item can also be called up - allowing customer queries to be easily answered.

- **Search categories and alternative items -** Using the custom search categories for each stock item, products matching customer requirements can easily be located during the sales order entry process. For example, if a customer requires a white bathroom cabinet, this information can then be used to create a short list of applicable stock items. Alternative items can also be instantly called up if the desired item is out of stock.

- **Sales order details are easily accessible -** At the point of booking stock in, you will be notified of outstanding sales orders waiting for those items and allow allocation if required.

- **Integration -** By working with the Stock, Price Book modules and the Sales Ledger, the Sales Order Processing module ensures that pricing control and credit management are handled smoothly and efficiently. Once orders are processed, all relevant information is updated automatically throughout the system, including stock records, customer balances, VAT return and management reports.

- **Process foreign currency orders -** Sage 200 enables your customers to place orders with you in their own currency, and all order documentation is produced using the appropriate currency. Exchange rates are controlled by you and applied either at order entry or at the invoicing stage. This allows you to manage the risk of exchange rate fluctuations.

- **Quotations and Pro Formas -** Using existing templates you can quickly create quotations for existing customers and new customers who may not have an existing account. Creating new account customers on the fly and converting quotations to sales orders are simple tasks. Pro Forma invoices can also be created with ease and converted to sales orders.

- **Advanced sales order management -** Sage 200 manages repeat orders in a very straightforward way. You can also manage back-to-back orders (in conjunction with the Purchase Order Processing module) and drill down on sales orders to view linked purchase orders.

- **Fulfilment methods -** Customer orders can be fulfilled using a number of methods; from your own stock, from a supplier via stock or from a supplier direct to the customer.

- **Allocation methods -** Stock can be allocated to sales orders in a number of ways; by product group, use by dates, sell by dates, bin number order, user defined order and much more.

Sales Order Processing	
Order documentation	Order acknowledgements, picking lists, delivery notes and invoices.
User privileges	Configurable user rights for margin calculation, discounting and other options.
View stock availability	Availability of stock across locations can be easily viewed at order entry.
Flexible order cycle	Configure the system to match your company's workflow.
Goods returned/Credit note facility	
Prospect quotations	Quotations can be created for prospect customers who do not have an account. On conversion of the quote you will be prompted to create a new account or link the prospect to an existing account.
Stock allocation	Stock can be allocated to Sales Orders in a number of ways, including by product group. In addition stock usage can be improved by allocating stock by priority, either by date, sell by date, by bin order, by first in first out or a user defined order.
Stock reporting	Full stock reporting is available.
Foreign currency orders	Accept orders in up to 100 currencies.
Prioritise customers when fulfilling orders	You can rate each customer by importance to ensure that stock is allocated to your most valuable customers first.
Support for flexible pricing and discounts	In conjunction with the Price Book, complex pricing schemes can be easily adopted and managed.
Price and availability queries	Quickly deal with speculative 'price and availability' queries for customers, with applicable discounts.
Control of tax code	It easy to override the stock item stock tax code using the tax code on the customer record.
Multiple invoice layouts	A default layout and a customer specific layout can be created.
Sales order profitability	Sales orders record original 'estimated' profit for stock items and a 'realised' profit which is updated either at point of dispatch or invoice. True Sales Order profitability is therefore recorded as the actual cost of the item is posted back to the order/order line.
Part exchanges	Negative free text items are allowed on a sales order to represent any part exchanges agreed as part of an order.
Multiple delivery addresses	Orders can be delivered to a number of different customer delivery addresses.
Full link 'Back to Back' orders	A Purchase Order can be raised automatically against an item that is not normally carried in stock.
Managing orders	Customer order templates can be saved for repeat orders and run on a weekly, monthly, quarterly or user-defined basis. In addition new orders can be created based on a previous one, to save re-keying the same information.

Sales Order Processing (Continued)	
Order comments lines	Can be used internally, for example on a picking list, or can appear on customer documentation.
Order consolidation	Multiple orders can be grouped onto a single sales invoice.
SSD (Intrastat) return	Required entries for these returns are collected automatically.
Custom analysis codes	Analysis codes at order header and order line level can be used for reporting.
Archiving	Older information can be archived to speed up performance, but is readily available for viewing and analysis.
Create Purchase order from Sales Order	A single or multiple purchase orders can be generated directly from the sales order entry screen. This functionality eliminates the need to use the 'generate orders' feature for users who wish to generate individual purchase orders for individual sales orders. Saves the user time as they no longer have to access a different menu to generate purchase orders.

Purchase Order Processing

Sage 200 manages the entire Purchase Order Processing procedure, from creating a purchase order to checking goods received against purchase order and supplier invoice. Automated processes help you to manage your supply chain with confidence and efficiency - ensuring that the correct goods are always received and paid for.

- **Straightforward supply chain management -** Sage 200 allows you to easily manage all your Purchase Orders, quickly finding individual orders and drilling down to view the details.

- **Integrates fully with other Sage 200 modules -** By working with the Stock Module, Purchase Ledger and Sales Order Processing, the Purchase Order Processing module ensures that once goods are received they are available to your customers. As soon as the invoice is matched with goods received, all relevant information is updated automatically throughout the system, including stock pricing, supplier balances, and VAT return and management reports. Full links to the Sales Order Processing module allow you to see which customer orders are linked to a particular purchase order.

- **Manual or semi-automatic Purchase Order Processing -** You can create Purchase Orders manually if you wish; alternatively, the system can compile lists of what you should order based on shortfall (by warehouse, if necessary) and what's required for back-to-back orders. You can then choose who to buy from and what to pay. At the point of booking stock in, you will be notified of outstanding sales orders waiting for those items and allow allocation if required.

- **Full matching of POs to invoices and deliveries -** 2-way or 3-way GRN matching is supported, and Sage 200 calculates a running total when matching invoice line items to orders - making it easier to spot errors as you go.

- **Disputed invoices -** Sage 200 allows you to record invoices and flag them up as under dispute. Therefore, no invoice will go through to the Purchase Ledger until the dispute has been resolved - either by accepting it 'as is' or matching it to further deliveries or a credit note. Disputed item reports can also be generated.

- **Full Back to Back ordering -** When you enter a sales order for an item not normally carried in stock, a purchase order can be automatically raised to the item's supplier. However, you have the flexibility to choose whether to use on-hand stock first - ensuring stock that is managed and controlled efficiently.

- **Direct Delivery -** Purchase Order items can be delivered to a number of delivery addresses including your premises, customers, suppliers and ad hoc addresses.

- **Process foreign currency orders -** Sage 200 enables you to source goods worldwide, purchasing in up to 100 currencies.

- **Purchasing control -** Sage 200 controls the purchasing process every step of the way. Ensuring that only authorised personnel place orders, to rejecting unexpected or incorrect deliveries, highlighting any invoice discrepancies and allowing for committed costs.

- **Landed Costs -** Sage 200 supports landed costs and will display the individual costs and overall order cost associated with importing goods on a purchase order.

Purchase Order Processing

Direct delivery	Back to Back orders raised can be marked to be delivered direct to the customer's address.
Label printing	Labels can be printed as part of the stock booking in process.
Stock allocation	Users can be notified of outstanding Sales Orders waiting for items and are provided with the option to allocate if required.
Order authorisation	A rule can be set up to require supervisor authorisation on orders.
Returns and credits	Manage the return of goods to your suppliers, recording reasons if required.
Order comments	Can be for internal use only or can appear on supplier documentation.
Foreign currency orders	Place orders in up to 100 currencies.
Transaction e-Mail	Purchase Orders can be sent electronically to suppliers via BASDA-compliant XML messages.
Order matching	Good received can be matched to purchase orders, supplier invoices and delivery notes.
Cancelled Orders	Record cancelled line items for analysis.
Goods received	Prices can be updated at the goods received stage, per stock item.
Multiple delivery address	Orders with your suppliers can be delivered to a number of different addresses, including your own different premises, customers, suppliers, sub contractors and ad hoc addresses. You can mix addresses on the same order if required.
Automatic accrual	Ensures that management reports are accurate between receipt and invoicing of goods at period ends.
Preferred suppliers	Flags attempted use of non-specified suppliers.
SSD (Intrastat) return	Required entries for these returns are collected automatically.
Custom analysis codes	Analysis codes at order header and order line level can be used for reporting.
Archiving	Older information can be archived to speed up performance, but is readily available for viewing and analysis.
Landed costs	Stock items can be flagged as using landed costs, which can either be a percentage cost or fixed amount.

Stock Control

Whether your requirements are simple or complex, Sage 200 provides a complete inventory and warehouse management solution. Optimising stock levels, keeping costs to a minimum and satisfying the needs of your customers are all benefits of the Stock Control module

- **Stock record details are easily accessible -** Sage 200 has an intuitive user interface, which allows you to call up the full details of an item quickly and easily. All information can be viewed in an instant, including supplier details, stock levels, stock location and stock history. This means you always know how you arrived at your current stock levels – by understanding where your products came from, where they are now, when they were sold and at what price they were sold. From summary information, you can quickly drill down to transaction level.

- **Serial number controlled stock items -** Each item can have a serial number allocated to it; you can choose whether this has to be unique. For added flexibility you can specify whether the serial number must be entered when goods are received. Serial numbers can be automatically generated, to include dates and prefixes. In addition serial-numbered items can be specified on a picking list, or defined during the 'pick and pack' process. Serial-numbered items can have 'Sell By' and 'Use By' dates associated with them, with a shelf life expressed as number of days. In addition each item can store up to 15 pieces of extra information, for example inspector references and QA standards.

- **Batch number controlled stock items -** Items can be associated with a batch number. As with serial numbers, you have full flexibility on the recording and generation of batch numbers. You can specify whether items for sale must be taken from the same batch.

- **Unlimited suppliers for stock items -** You can specify unlimited alternative suppliers for each stock item with details, including price history, lead time, part reference and purchase history. Against each supplier a last price and list price can be recorded (including an import option), either price can be used when raising purchase orders.

- **Units of measure -** You can buy, store and sell the same stock items in different quantities. For example, you could buy tiles by the pallet, store by the box and sell by the square metre.

- **Search categories -** Sage 200 allows you to set up unlimited categories to suit your product lines; these can be used for reporting purposes or to assist in locating products during the sales order entry process.

- **Inactive stock items -** You can set a flag to make a stock item inactive, so that it can't be ordered but remains on the system with full history.

- **Internally-issued goods -** Stock issued internally to individual areas of a business (as opposed to the departments defined in the Nominal Ledger) can be recorded to assist in monitoring internal usage. Furthermore, an option to specify whether a stock item is available to sales orders, helps control items which are only used internally.

- **Stock taking procedure -** With Sage 200, you can produce reports to assist in making comparisons between physical stock amounts and computer stock levels. You can also make adjustments to the total stock if appropriate, to deal with any anomalies in these levels. Cyclical stock takes are supported - i.e. scheduling counts for individual items as required.

- **Manage stock in multiple locations -** If your business operates one or more locations (for example, warehouses divided into bays), Sage 200 can help you manage these effectively. Each location can be operated independently in terms of replenishment, sales, reporting and stock takes. You can also prevent sales from individual stock locations – for example, a bonded warehouse.

- **Landed Costs –** Extra costs such as customs duties associated with importing stock items purchased from abroad, can be catered for within Sage 200. Each supplier can have different costs associated with them per stock item, which are automatically utilised on a purchase order.

- **Integration -** The Stock module integrates closely with the Sales and Purchase Order Processing modules and the Price Book and ensuring that purchase orders are placed with the correct supplier at the right price and that sales orders are fulfilled efficiently. You can drill down from 'allocated' and 'on order' totals to the linked sales and purchase orders, to easily view which customers have been allocated a particular product. The Stock module also integrates with Sage 200 Bill of Materials.

Stock control

Serial/Batch number controlled items	Track high value items, items which need to be purchased, stored, sold in batches or other items requiring a unique ID.
Sell By and Use By dates	Serial and batch traceable items can have 'Use By' and 'Sell By' dates associated with them. In addition each traceable stock item can have an automatically calculated use by date specified as a number of days, weeks, months or years.
Traceability	Each serial or batch numbered item can store up to 15 pieces of additional information, such as QA standards and inspector references. Traceable numbers can also be automatically generated, improving accuracy and reducing the time taken to enter new serial and batch numbers.
Flag for 'built only' items	The 'built and bought' setting caters for stock items that are only ever manufactured and purchased, avoiding situations where stock only items are purchased by mistake.
Sales Order setting	Stock items that are components and therefore never sold can now be excluded from the sales order process.
Comprehensive stock records	Full details of your products are readily to hand, with the ability to add fuller and more detailed product descriptions for use on websites, invoices and other documents. An inactive flag can be set and removed per item to prevent sale, while retaining full history for reporting purposes.
Manage stock in multiple locations	Set up multiple warehouses and bins to manage stock levels independently.
Flexible Costing methods	FIFO, Standard and Average costing methods are supported, plus actual costs for batch and serial numbered items.
Archiving	Older information can be archived to speed up performance, but is readily available for viewing and analysis. Traceable items can also be archived.
Units of Measure	Buy and sell the same stock item in different units, for example by tile, crate or pallet.
Search Categories	Custom fields can be populated with keywords which can be used to narrow the search for particular products, for example white bathroom cabinets.
Comment lines	Default comments from the stock file can appear on picking lists and dispatch notes, which are useful for giving specific instructions to your dispatch team; you can also amend or replace these comments at order entry.
Alternative stock	If the first choice is out of stock, the system will suggest the nearest alternative equivalent stock item.
In-built stock taking procedures	Supports cyclical stock taking for individual items.
Internally-issued goods	Track internal use of stock items.
Attachment of files to a stock record	Attach technical specifications, product images or other documents to each stock record.
Service-type stock	Store details of service-type items - for example, carriage, labour rates and service charges.
Custom analysis codes	Three customisable fields can be populated for each stock transaction, for detailed reporting.
Negative items	Stock levels of negative stock items can be recorded on the system to give a 'real' stock level value.
Bin numbering	Bins located at each warehouse can be given their own numbering based around your warehouse policy.
Supplier price lists	A list and last price can be stored against a stock item linked to a supplier (including the option to import prices). A further option allows definition of which price is used at the point of ordering.
Landed costs	Stock items can be flagged as using landed costs, which can either be a percentage cost or fixed amount.
Label printing	Labels for stock can be automatically generated.

Price Book

Price Book allows you to easily manage prices and discounts across your customer base. Sage 200 supports two types of pricing schemes - discount-based and price-band based, and allows you to create 'communities' of customers to attach to either kind of scheme - or - combinations of the two.

- **Unlimited prices per item -** Sage 200 offers unlimited price bands for each stock item. These bands can be used and named as you wish - for example, a trade price, retail price, web price etc. The currency for each price band can also be specified.

- **Unlimited quantity breaks for discounts -** You can set up discounts based on as many quantity breaks as required.

- **Customer price and discount groups -** You can create customer price groups or 'communities' to attach to individual price schemes.

- **Import and export prices -** You can import and export price lists in .csv or .xml formats, Making it easy to create and manipulate special promotional price lists, then restore the original pricing when required.

- **Complex pricing made simple -** Sage 200 Price Book is powerful enough to support very complex pricing models. However, this is made simple to manage with a summary screen showing you which price bands and discounts apply to each customer.

- **Price book validation during sales order entry -** When entering sales orders, you can instantly see the margin on an individual product sale (if authorised to do so). Additionally, you can see how the price for each item has been arrived at - helping answer customer queries quickly.

- **Integration -** Price Book links fully with the Sales Order Processing and Stock Control modules to ensure that your pricing schemes are consistently and correctly implemented.

Price Book	
Unlimited prices per item	Unlimited price bands can be created for each item and renamed.
Price band on a customer record	The ability to link price bands and default discount groups to customers can also be done within the customers record itself.
Multi-currency	Price bands can be allocated to up to 100 different currencies.
Customer price and discount groups	Create customer price groups or 'communities' to attach to individual price schemes.
Unit of measure pricing	Set a specific price for each unit of measure, for example bottle, case and crate.
Unlimited quantity breaks	
Margin calculation	If authorised, margins can be displayed during order entry to facilitate price negotiation.
Discount calculation	If authorised, the discounts making up a price can be displayed during and after order entry to quickly answer customer queries.
Import/Export	Price lists can be imported and exported from spreadsheets.
Price lists	Create price lists showing standard prices or for specific customers or customer groups.
Price band deletion	Unused price bands can be deleted.

Sage 200 – Business Analysis and Reporting

- **Drill Downs/On Screen enquiries -** From the main Sage 200 screen and throughout the system, key user specific business information is readily available. Intelligent drill downs allow you to view detailed information, to transaction level if required. Additionally you can drill across to view all related information. For example, you can view the Nominal Ledger as a Profit & Loss and Balance Sheet, drilling down to view nominal accounts and all related transactions. Drill down from the customer record to individual transaction and view or print associated order or invoice details.

- **Excel Integration -** Enhanced Excel integration allows information from Sage 200 to be quickly and easily uplifted into an Excel spreadsheet without the need to re-key or manually export or import data. A library of Excel functions are supplied to allow financial and commercial information to be pulled into Excel for analysis. Sample spreadsheets are supplied for Profit and Loss, Balance Sheet and Key Performance Indicators. It is easy to amend these or create new spreadsheets to suit your own business.

- **Report Designer -** Sage 200 is supplied with over 250 ready-made reports covering all aspects of the system, plus a wide range of documents such as credit letters and invoice layouts for everyday use in your business. With the inbuilt Report Designer tool, you can easily customise these reports and documents or add new ones from scratch. New fields can be added using a wizard; using the in-built Expression Engine you can also add fields which calculate values 'on the fly', based on custom formulae. In addition logos and other graphics can easily be added to customise your reports and documents. When you run a report, a powerful filter helps you select the information needed. This includes any appropriate custom analysis codes. For example, you could run a sales report based on a particular region or salesperson. You can save particular 'reports' for future use and frequently-used reports can be added to the Sage 200 menu for easy access. Reports and other documents can be previewed, e-mailed, printed directly or sent to a print manager for printing at a convenient time. Access rights for the print manager can be set to ensure that sensitive documents are not accessed inappropriately.

- **Budgetary Control -** A key strength of Sage 200 is its advanced budgetary control plus, its ability to analyse the performance of cost centres and departments within your business. Analysis of budgets versus actuals can be viewed graphically, with the option of displaying up to five years of historical data and the coming year's budgets. By drilling down to the individual transactions you can easily see the detail behind those trends. Support is also provided for the consolidation of multiple companies, including those with different operating currencies.

- **Business analysis -** Sage 200 gives you the ability to analyse information across your business, such as top customers, best selling products and product history allowing for better and more pro-active decision making.

- **Analysis Tools -** Throughout the system, custom analysis codes allow you to analyse information in any way you want. You may choose for example, to categorise your customers by region, sales person and account type, so you can analyse sales performance across these categories.

Features	
Budgetary Control	The last 5 years of historical as well the current and next financial years budgets can be recorded for each nominal code; up to three custom budget profiles can be defined and applied.
Cost Centres and Departments	To help analyse the performance of different areas of your business, nominal codes can be assigned to different Cost Centres and Departments.
Graphical Analysis of Budgets vs Actuals	Display your current situation against budgets as well as viewing up to five years' historical data and the coming year's budgets.
Custom Analysis Codes	Throughout the Sage 200 system, custom analysis codes can be defined, allowing you to analyse information across many dimensions.
Sage Report Designer	A comprehensive range of ready-made reports and document layouts are supplied with Sage 200, along with a powerful report designer which can be used to tailor them. The report designer can also be used to create new documents and reports from scratch.
Graphically analyse and present data	(E.g bar chart shows turnover and aged balances).
Drill-Downs and Drill-Throughs	Throughout the Sage 200 system, key business information is readily available. You can drill down to view detailed information to transaction level if required and drill through to view related information.
ODBC Connectivity	Information from Sage 200 can be read by many other applications via industry-standard ODBC connectivity, for external analysis or other use.

The Sage 200 Suite – software overview

There are several Sage 200 modules for every part of your business. These modules can easily be added to your Sage 200 Solution:

Sage 200 CRM

Sage CRM forms part of the Sage 200 Platform therefore it sits at the core of the Sage 200 Suite. Every Sage 200 customer automatically receives 1 Sage 200 CRM user, therefore ensure you utilise this powerful module to its full capability. Sage 200 CRM is an internet-based CRM solution, designed to bring the real benefits of Customer Relationship Management (CRM) to your organisation. It's designed to be easy to use and deploy, affordable and packed with useful features. With Sage CRM, you can quickly analyse, manage and synchronise sales, marketing and customer service activities across all points of contact.

Sage 200 Project Accounting

Sage 200 Project Accounting is a highly configurable and flexible costing module, ideally suited to businesses running projects or providing services. It can be adjusted to suit particular industry needs, whether the requirement is for a simple costing and analysis structure or for a more detailed one. Sage 200 Project Accounting provides you with in-depth analysis and reporting features, ensuring that projects remain on track and profit levels are maintained.

Sage 200 Web Time & Expenses (WTE)

The Sage 200 Web Time & Expenses (WTE) module allows Sage 200 Project Accounting users to enter and track their timesheet and expense claims remotely using a web browser. The system can be configured in a number of ways, for example supporting users who enter their timesheets and expenses online (using an internet connection) or through a company intranet. One of the additional benefits of the Sage 200 WTE module is that the user does not require Sage 200 to be installed on their PC to allow the entry of timesheets and expenses.

Sage 200 Construction

Sage 200 Construction provides business-wide efficiency for companies operating in the construction sector. From helping you to keep within contract budgets, to complying with complex and ever-changing HMRC legislation, to reducing your costs and managing your cash flow, Sage 200 Construction is ideally suited to businesses with more complex contracting requirements. Many of your processes are supported, from receiving the initial enquiry to the final accounting, leaving you free to focus on building a profitable business.

Sage 200 Manufacturing

With our vast industry experience, we are perfectly placed to provide integrated systems that control the whole manufacturing process, from planning materials to monitoring real-time works orders. Sage 200 Manufacturing gives companies greater control over manufacturing processes through effective scheduling of work, close tracking of resource utilisation and improved business analysis.
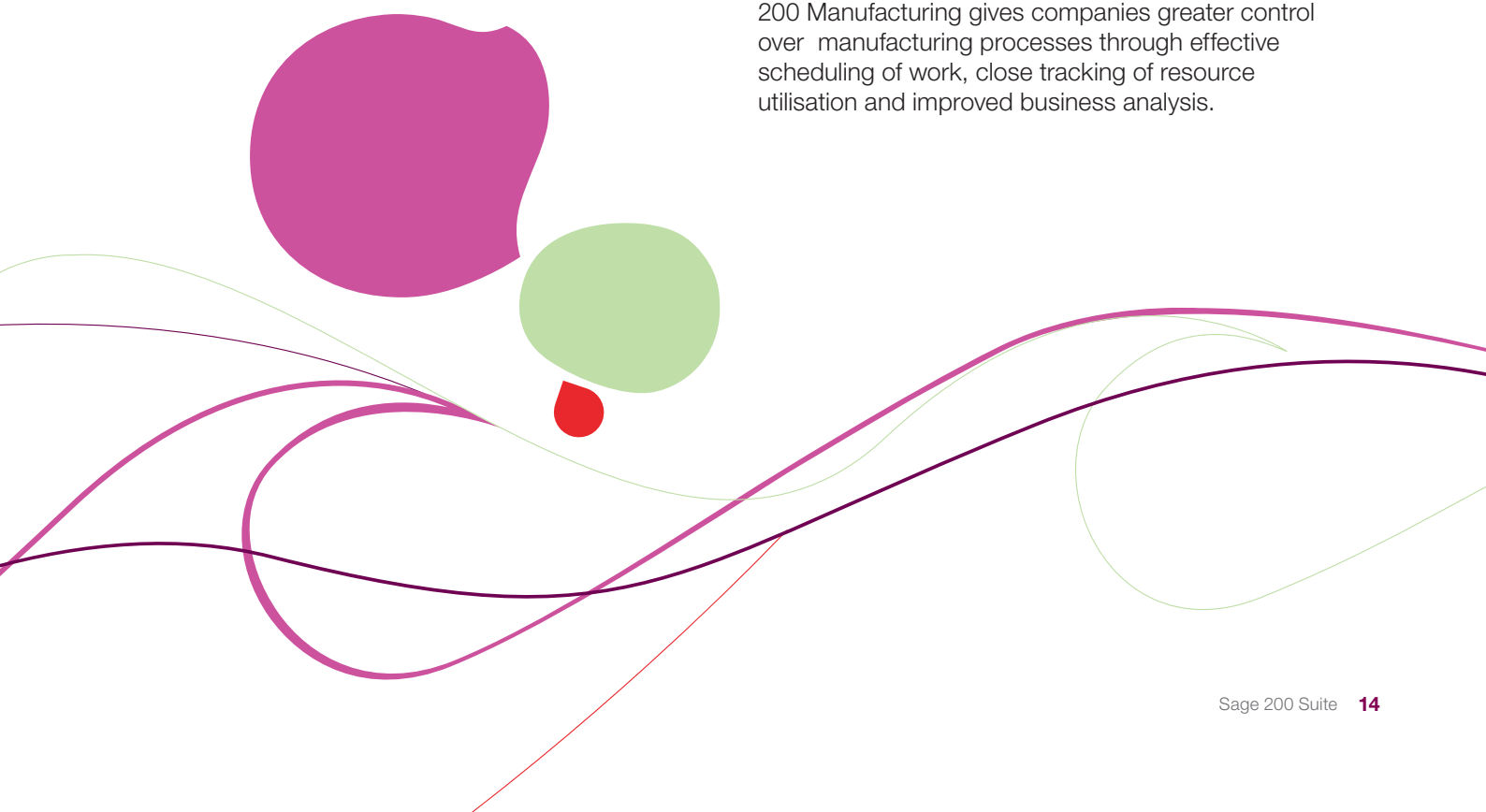
Sage 200 Wholesale and Retail

Designed to enhance Sage 200 Commercials with retail, wholesale and trade counter functionality, this module provides invaluable support for any business operating within these environments. It offers you a complete stores, retail and merchandising management system that will enhance your backoffice control and point-of-sale effectiveness. In addition, Wholesale and Retail integrates with Sage 200 POS, so that changes in your stock file, prices and promotions need to be applied only in one system. This eliminates duplication of data entry and amendments.

Sage Point of Sale (POS)

Sage POS is an electronic point of-sale (EPOS) system suitable for any business that needs to conduct quick, accurate and secure transactions with its customers. Typical businesses already deploying Sage POS software include retailers, wholesalers, telesales operations, catering outlets, leisure centres and visitor attractions. User-friendly and fully customisable to suit your business processes, the software can be installed on a single till or on multiple tills at various locations. It supports hardware from several point of sale manufacturers.

Sage 200 Business Intelligence

The Sage 200 Business Intelligence (BI) solution enables you to extract real intelligence about business from data accumulated every day in the normal course of operations. Sage 200 BI provides a powerful analysis and reporting tool which transforms data into meaningful intelligence. Sage 200 BI can be used and understood by all users as there is no technical knowledge or pre-requisites required to use the tool. Initially Sage 200 BI enables analysis of financial data within Sage 200, with further analysis cubes reporting on Commercial and CRM data set to follow in 2009. Sage 200 BI ensures you receive the maximum benefit from your business systems and data helping organisations in all sectors to build a significant competitive advantage.

Sage 200 Suite

	Sage 200 Financials	Sage 200 Commercials	Sage 200 Project Accounting	Sage 200 CRM	Sage 200 Manufacturing	Sage 200 Bill of Materials	Sage 200 Wholesale and Retail	Sage 200 POS	Sage 200 Construction	Sage 200 Business Intelligence
Accounting and Payroll	✔		✔							✔
Supply chain and distribution		✔		✔		✔	✔			
Project management and billing	✔	✔	✔	✔						
Sales management		✔		✔						
Contact Management				✔						
Customer management, service and support				✔						
Marketing management				✔						
Retail and wholesale		✔					✔	✔		
Construction	✔	✔		✔					✔	
Manufacturing and production		✔			✔	✔				
Business forecasting, reporting and analysis	✔			✔						✔

To find out how our software can help your business visit www.sage.co.uk/manufacturing or call our Customer Development Team on 0845 111 9988.

Value added support

The Sage Business Advice Team

For help in selecting exactly the right Sage software for your business, phone one of our experienced Business Advisors. They will discuss your needs, provide you with detailed product information and, if appropriate, put you in touch with a local Sage Accredited Business Partner.

Sage Annual Licence Plan

The Sage Annual Licence Plan (SALP) ensures that your Sage 200 Suite product continues to support your business as it grows. You will benefit from legislative updates for Sage 200 software, access to business guides, special promotional offers and product upgrades.

Finance Options from Sage

At Sage, we recognise the upfront costs associated with purchasing and installing a new IT system can often be a barrier to acquiring the solution your business really needs. This is why we have created a variety of finance options, allowing you to spread the cost of payment, and enabling you to purchase the best possible solution for your business, with no compromises.

A network of support

Thanks to our unrivalled customer service and close relationships with Business Partners and Developers, we can provide the right business software for you – whatever the size and nature of your company. With over 5.5 million Sage customers worldwide - 700,000 in the UK - the network of people relying on Sage software is growing. You will find many of your customers and suppliers among them.

Microsoft® SQL options

Sage 200 requires an approved third-party database management system to operate - currently Microsoft SQL Server. In addition, we offer highly recommended Microsoft Software Assurance - allowing you to adopt updated versions of Microsoft SQL as they become available and certified for Sage 200.

For more information, please contact your Sage Business Partner:

System Requirements
The hardware requirements for Sage 200 will vary depending on the usage pattern on each workstation. Please see www.sage.co.uk or consult your Sage Business Partner for details.

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