

BROCHURE

# Sage 100cloud for Manufacturing

*An integrated solution to help discrete  
manufacturers decrease costs  
and grow revenue*



# Don't struggle with manual processes and inflexibility

The Fourth Industrial Revolution and emerging technologies are transforming the manufacturing industry. Manufacturers are preparing for growth off the back of it.

But keeping pace with constantly changing manufacturing requirements and staying ahead of the competition can be a significant challenge without the right process management tools.

Even manufacturers who have invested in technology solutions are struggling to keep pace with industry changes and business growth.

71% of manufacturers say they purchased their ERP systems and accounting software in the last 10 years, but 39% say they aren't confident that their current systems can keep up with business growth in the next 5 years. What's more, 46% say they aren't satisfied with the ease of accessing business information with their current systems.

It's not just technology challenges that abound. According to research by IDC, 80% of manufacturers need to restructure their organizations - with data at the core - to increase speed, agility, efficiency, and innovation.

If you don't have a complete, unified view over your cost estimation, quoting, sales, job planning, purchasing, scheduling, tracking, and data collection, it can be almost impossible to achieve your goals and remain competitive.



# Improving visibility across your manufacturing processes

The most successful manufacturers have complete visibility across their organizations - powered by a modern business management solution that brings together critical business functions, such as sales, marketing, finance, and operations, together in a single point of truth.

## **Understand all your costs**

Having a complete understanding of cost of time, labor, materials, and equipment means that you can take decisive action at the right time.

## **Gain quick and precise quote-to-production**

To stay competitive in a constantly changing business environment, it's essential to have access to real-time material, inventory, and cost data to create accurate quotes that reflect real-time cost, material availability, and production schedules.

## **Adapt to real-time changes**

Be it material availability, shipment delays, labor issues, or downtime, manufacturers need to be prepared for any scenario. Having a real-time view of your production cycle ensures you can make quick adjustments and communicate job status to customers.

## **The answer - Sage 100cloud for Manufacturing**

Sage 100cloud for Manufacturing is one of the most stable and feature-rich business management solutions available. Built for security and compliance, it can be customized to meet your unique needs, no matter what your goals.

And with a wide range of integration capabilities available, you can be sure your organization and your people can perform at the top of their game.

Sage 100cloud for Manufacturing has unique features designed to optimize your operations, including:

- Inventory requirements planning - quickly assess demand based on sales and receive alerts for re-ordering and production requirements
- Inventory advice - gives you the power to collect, collate, and process your inventory data in real-time and gain deep competitive insight
- Alerts and workflows - enables you to streamline routine manual processes to save time better spent on higher value goals like growing your business
- Product configuration - achieve fast, accurate estimates and sales orders, and a comprehensive bill of materials
- Barcoding - process multiple transactions and enable shipping and receiving staff to collect data rapidly and accurately, with support for handheld devices

**sage** 100cloud  
for Manufacturing

# A unified solution to drive better performance

## **Customized processes to meet the specific needs of your business**

From financial management to inventory management, Sage 100cloud for Manufacturing ensures your workflows, cross-functional data sharing, and reporting operate seamlessly to help you make insight-driven business decisions.

And with a comprehensive portfolio of add-on solutions, you can be sure that you can address even the most varied business needs.

## **Accurate financial management to give you greater focus**

Powerful management tools help eliminate manual processes and gain greater control over your operations. Use it to optimize both your short and long-term business performance by streamlining invoicing, eliminating accounting errors, and scaling your operations as you grow.

## **Optimized inventory and production to enhance growth**

Sage 100cloud for Manufacturing is designed with manufacturing needs in mind. Get detailed and accurate tracking and reporting throughout the entire production process—from forecasting and scheduling through to warehouse and delivery.

## **Simplified sales and order management to deliver on customer promises**

Empower your team to close more sales with Sage 100cloud for Manufacturing. Get the support you need to answer all customer questions with information at your fingertips and optimize your production process for a faster time-to-market.

**“We were able to understand our costs and were better able to establish product prices that supported success of the business.”**

---

- Dexter Odom, Owner, Dexter's Farm, Inc.

# How Dexter's Farm leverage Sage 100cloud to drive efficiency

**Industry:**

Food and beverage manufacturing

**Location:**

Georgia, United States

**System:**

Sage 100cloud

**Challenge:**

Dexter's Farm, Inc. was experiencing significant growth and needed an accounting system that would be powerful enough to handle the demands of its distribution operations, while also providing seamless integration with its existing desktop applications.

**Solution:**

The company implemented Sage 100cloud and now has the ability to process invoices, -to information, and other critical pieces of spreadsheet and database-based data in minutes rather than hours.

**Results:**

Dexter's Farm Inc. has achieved a seamless data interface which has made its operations more efficient, quicker, and stable. Profit analysis times have reduced from 5 hours to 15 minutes, daily close-outs can be completed in a minute and a half, and invoice searches are now available in an instant.



# One solution, limitless benefits

Sage 100cloud for Manufacturing is feature-rich, dependable, and highly customizable. With purpose-built modules designed to meet the needs of distribution businesses like yours today, it is flexible enough to adapt to your needs tomorrow.

Here's a quick look at how Sage 100cloud for Manufacturing can empower everyone in your organization to deliver the goods.

**Automation made easy:**

- Simplify everyday tasks and eliminate time-consuming manual data entry
- Detect unrecorded transactions
- Take control of security and accessibility
- Accelerate training and onboarding by taking advantage of Sage University Anytime Learning

**Intuitive database management:**

- Reduce the risk of errors
- Increase accuracy and communication
- Resize and anchor controls
- Improve performance

**Comprehensive reporting:**

- Combine data from across your organization
- Analyse, filter and aggregate data
- Accelerate data entry
- Provide sales teams with the information they need to close the deal

**Complete control:**

- Avoid the unexpected and make quicker, more informed business decisions
- Provide customers with the products they want, when they want them
- Ensure your cash flow can meet the needs of your business
- Make better decisions with improved visibility across financial and manufacturing processes

**In-depth inventory planning:**

- Improve stock control with Inventory Requirements Planning and minimize the risk of errors
- Track costs beyond a simple bill of materials and relative to budget
- Gain real-time item statuses to know where you are in the supply process
- Customization options to suit business need and eliminate time wastage

**Real-time inventory advice:**

- Gain competitive insights with Sage Inventory Advisor
- Reduce excess inventory and see significant returns invested in stock
- Cut the amount of time spent forecasting
- Remove bottlenecks, eliminate stock outs and improve profitability

**Proactive alerts and workflows:**

- See alerts for when an inventory lot is about to expire with Sage Alerts & Workflow
- Stay on top of your purchase orders with contextual alerts tied to your system
- Keep your projects on track by setting conditional alerts (edited)



Contact Sage or your Business Partner  
for more information:

Sage (US) Limited  
271 17th Street Northwest  
Atlanta, Georgia  
30363  
United States