



PRODUCT SUMMARY

Sage Production Management

*Improve agility, visibility,
and optimize to achieve growth*



sage Production Management

Sage Production Management offers companies a simple way to take control of their entire production process and regain control over their inventory.

This module is built on the Sage Business Object Framework providing a suite of warehousing and manufacturing capabilities to enhance an organization's existing Sage 100cloud solution.

It provides discrete and make-to-stock manufacturers and fabricators with the tools they need to achieve visibility into their entire production and distribution process. By centralizing the process in a way that is tightly integrated with Sage 100cloud; assemblers, manufacturers and fabricators always know their costs, the status of items, the material quantities and warehousing needs required to meet demand.

Sage Production Management is easily customizable to an organization's requirements. It is fully supported and simple to integrate and with an easy-to-use interface, users can unlock value from day one.

Sage Inventory Requirements Planning and Shop Floor are additional modules to Sage Production Management.

Benefits

- Increase agility with real-time data
- Remove production bottlenecks
- Optimize inventory
- Customizable to meet your requirements



Key benefits of Sage Production Management

Built on the Sage 100cloud framework, Sage Production Management combines the power of dual grids and batch processes to increase data entry efficiency, with easily customizable fields, tables and scripts.

More Accuracy

- Track all job-related attributes beyond a simple bill of materials
- Monitor costs vs budget in real-time
- Accurate, real-time reporting means you can track costs relative to budget and make quick adjustments to inventory, materials, and production processes with increased agility
- Support for labor tracking and other job-related attributes (e.g. overheads, direct A/P costs, and status) gives you a complete picture of production costs

Greater Visibility

- Achieve visibility into the entire manufacturing process
- Track the status of an item in real-time, enabling you to keep your customers up-to-date with the progress of their orders
- Improve customer satisfaction by maintaining accurate expectations
- Identify and remove production bottlenecks
- With the Shop Floor module, personnel can easily and conveniently perform labor transactions, material issue and material completion transactions, and update job statuses
- Improve capacity planning

Optimization and Increased Efficiency

- Automate processes and decrease manual processes
- Promote customer satisfaction through accurate status updates
- Real-time integrated inventory control system, with built-in controls, allows you to optimize inventory management
- The Inventory Requirements Planning module allows production data to be combined with data already available in Sage 100cloud to alert users when ordering is required
- Optimize inventory to reduce excess inventory and eliminate stock-outs
- Process data to receive alerts when re-ordering is needed
- Minimize the risk of errors from exporting sales order and spreadsheet data
- Customize fields, tables, and scripts to meet your unique needs



Features and additional modules

- Dynamic, real-time updating of inventory transactions in a Sage 100cloud feature only
- With its Visual Integrator function, automated data can be imported from almost any third-party system
- New work orders from multiple sources such as templates, open work orders, historical work orders, or manual inputs, with complete work order history
- Comprehensive work ticket editing for the entire life of the ticket
- Complete budget records for labor, materials and other direct costs
- One-click purchase orders for easier external processing
- Ultimate customization, employees have access to a user-friendly front end, accessible via Windows desktop or mobile device (iOS or Android)



Inventory Requirements Planning Module

Helps manufacturers and distributors to quickly take into account and evaluate demand, based on open sales orders and production material requirements. It also looks at supply, based on inventory stock levels (re-order points) and open purchase orders. Build times, lead times, and supply and demand functions are all combined to calculate the need for each inventory item.

Benefits

- Eliminate costly production delays
- Automatically generate purchase orders
- Automatically generate work tickets
- Report requirements by job

Shop Floor Module

Created specifically for production and warehouse personnel, Shop Floor for Sage Production Management provides a user-friendly visual front end accessible via Windows desktop or mobile device (iOS or Android). With the Shop Floor App, personnel can easily and conveniently perform labor transactions, material issue and material completion transactions, and update job statuses.

Benefits

- Capture production activities at the “manufacturing moment” with a mobile device
- Eliminate manual processes, inventory tracking, and paper documentation
- Ensure total production visibility to the shop floor
- Detect issues in real time for rapid or pre-emptive resolution

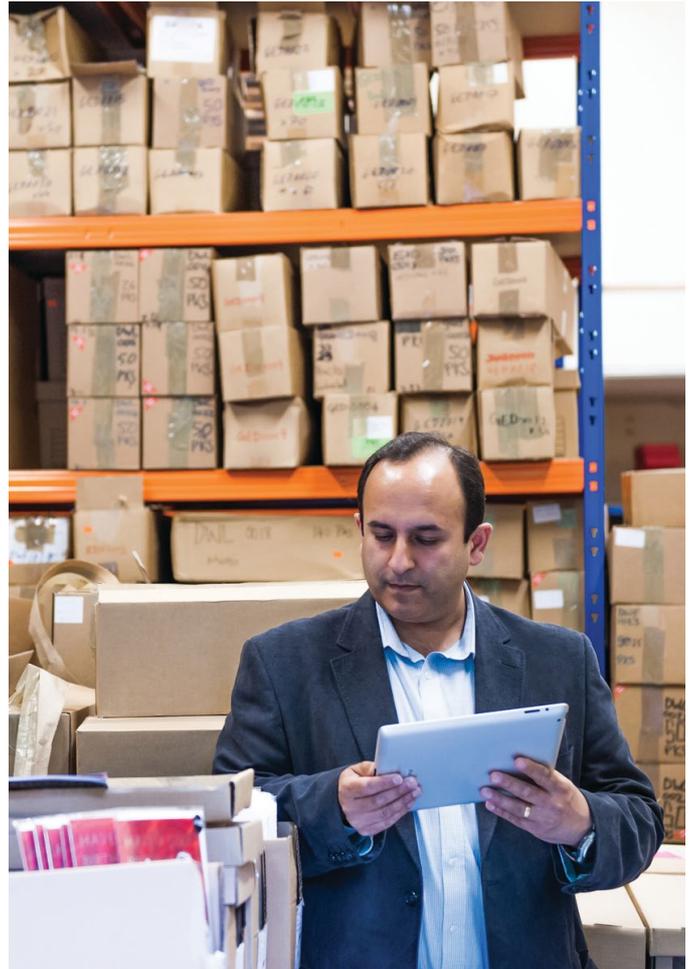
Target Organizations

Size: Small to medium businesses (typically 20 to 200 employees) with an annual revenue between \$1M and \$49M

Vertical: For discrete, make-to-stock manufacturers and fabricators with extensive warehousing and distribution needs.

Ideal Customers: Discrete manufacturers with the following needs:

- They only make to stock, and return items to inventory when completed
- They carry out minimal customization of their manufactured items
- They need to explode subassembly manufacturing into a single work ticket where the parent item is being made



Buyer Profiles

Frontline Warehouse Managers and Buyers:

At the production frontline, buying and warehouse managers need unparalleled visibility over a complex web of parts and processes. Maximising throughput and removing bottlenecks takes timely, accurate insight into stores, demand and capacity.

Sage Production Management makes managing inventory and demand simple with templated work orders, one-click purchase orders and complete budget records. Frontline teams are also equipped with the real-time information they need via desktop or mobile devices, enabling a faster, more responsive way of working.

C-Level Employees:

C-Level staff will be more concerned with the impact this app could have on the future of their business.

Sage Production Management provides full visibility of the entire production process, inventory and demand. While many companies may have data on one or more of these, the siloed nature of the information prevents strategic decision and planning vital to a growing manufacturing company.

With the real-time data and visibility provided, organizations will be able to optimize inventory, freeing up working capital to invest in growth. With additional benefits, such as cost tracking, increased customer satisfaction and optimized capacity planning, the potential of this powerful tool becomes even clearer.

Training time is a concern for those being trained and those who fund the training, so it's important to emphasize usability, round the clock support, and ease of implementation.

Talking Points

Achieve visibility into the production process

Thanks to real-time access to the status of every item and the time it will take to produce them, businesses can improve users satisfaction by setting accurate delivery expectations.

- New work tickets from multiple sources such as templates, open work tickets, historical work tickets, or manual inputs, with complete work tickets history
- Using the Shop Floor app for Sage Production Management, customers can gain visibility of production operations on the go and undertake transactional tasks

Increase agility

- With Sage Production Management, complex inventory management is automated to remove the need for manual data manipulation and export so that you can create purchase orders to ensure that materials are at levels necessary to meet production demand. The real-time integrated inventory control system with built-in controls also increases data integrity by minimizing errors
- By adding the Inventory Requirements Planning module, customers can combine sales order data, already available in Sage 100cloud, with manufacturing process data to alert users when ordering is needed for improved inventory control

Mitigate inaccuracies

- Customers can track costs beyond a simple bill of materials. Support for tracking labor and other job-related attributes (like overheads, direct A/P costs, and statuses) means that manufacturers can get a complete picture of what it costs to produce an item. As they always have current and accurate cost reporting, manufacturers can track costs relative to budget in real-time and adjust inventory, materials, and production processes with increased agility
- Dual grids and batch processes ensure data entry efficiency

Driving business growth

- Use real-time data insights to identify bottlenecks and optimize inventory, freeing up capital to invest in growth

Improve efficiency

- Sage Production Management removes the need for manual data manipulation and the real-time integrated inventory control system with built-in controls automates this process for you and issues a purchase order for outside processing with one click of a button
- Customers can customize fields, tables, and scripts to meet the unique needs of their growing business without the need for manual processes
- Add Inventory Requirements Planning to combine sales order data with manufacturing process data to alert users when ordering is needed



Key Discovery Questions

How do your inventory turns and fill rates measure against industry averages? Do you have internal targets for improvements for those metrics? How do you expect to meet them?

Do you struggle with overstocks or stock-outs? Do changes in demand catch you out?

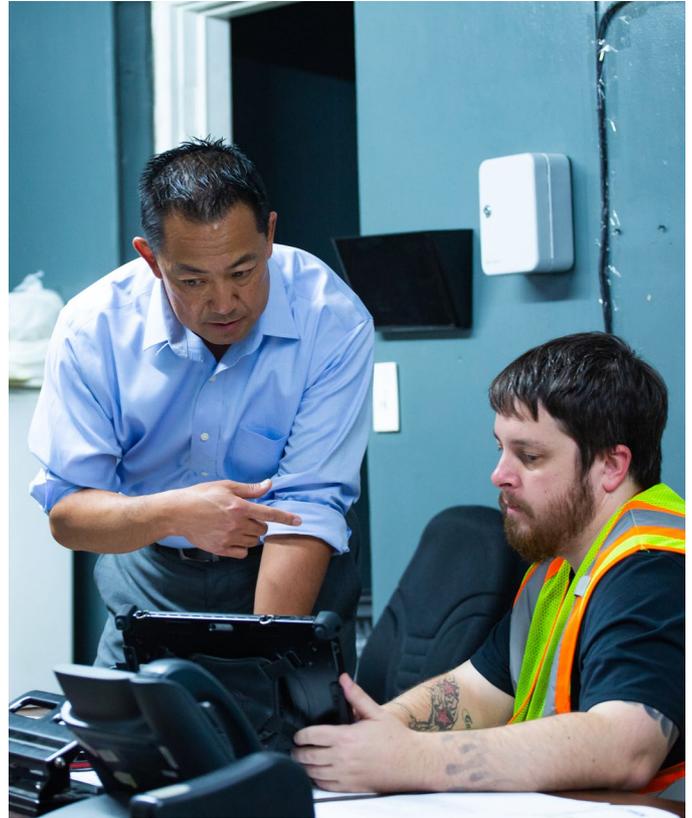
Are you reliant on spreadsheets for forecasting? How would you rate your ordering process? Do you suffer from changes to ordering and forecasting when key employees are sick or on vacation?

Is your data currently in siloes? Are your warehouse processes disparate or fragmented?

Do you suffer from production bottlenecks? Does this result in exceeding delivery expectations? What processes do you currently have in place to try to mitigate this?

Do you have visibility over the entire manufacturing process?

How long does it take to provide an inventory or materials report outside of the normal reporting cycle? Is it easy to get quick and accurate answers to ad hoc inventory/material questions?



Objection Handling

“Our current process of using spreadsheets is fine”

Answer: Sage Production Management integrates multiple data sources, protecting the integrity of the data (for example from human error) and enables usable visualization. The data is updated in real-time, and the solution is scalable, which is not achievable with spreadsheets.

“We tried a system before, it didn’t work”

Answer: What problems did you encounter? Sage Production Management is fully integrated into your Sage accounting system providing a more comprehensive view. Our customers see a return on investment within one year and achieve an order volume increase of 100% without increasing staff.

“We use x already”

Answer: Sage Production Management is fully integrated into your Sage accounting system providing a more comprehensive view of your entire manufacturing processes. Data is updated real-time and our customers achieve an order volume increase of 100% without increasing staff.

“We can’t afford to invest in another system”

Answer: Our customers see a return on investment within one year and achieve an order volume increase of 100% without increasing staff. Sage Production Management will also significantly reduce the amount of time spent on planning, ordering and forecasting. This will help your business to grow.