sage X3

ERP for Distribution

Comprehensive Industry-specific Solution for *Distribution*

Solid and Powerful Platform

Manage All Aspects of Distribution Business from Importing to Delivery

Expand Your Market and Control Your Costs

Stock Import & Purchase Management	Inventory & Warehouse Management	Transportation & Logistics	Sales Management
Financials	Analytics & Reporting	360° View of Business	CRM & e-Marketing

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WORLD'S TOP 3 ERP SOLUTIONS PROVIDER
OVER 6,000,000 CORPORATE CUSTOMERS ACROSS 150 COUNTRIES

Powerful Capabilities for
Wine Distribution

▶ Fully integrated distribution functionalities

▶ Global sourcing, importing/exporting and inventory management

▶ Supplier exchange monitoring to ensure quality and compliance

▶ Real-time monitoring and inventory optimization

▶ Native mobile apps for sales and purchasing

Introduction

The wine distribution industry is complex, highly regulated and faces unique business challenges. Wine distribution companies are regulated by a number of agencies, and each requires detailed reports concerning distribution.

They also need accurate cost information. Sage X3 | *ERP for Wine Distribution* fully supports the industry's requirements. Now, you could tackle the challenges with the power of Sage X3 | *ERP for Wine Distribution*.

Sage X3 | *ERP for Wine Distribution* is an integrated solution enabling you to manage all aspects of business operations more efficiently from purchasing, importing, warehouse and inventory, sales, accounting, to delivery and customer services.

Sage X3
ERP for Wine Distribution
Comprehensive ERP Solution

- Import & Purchase Management
- Inventory & Warehouse Management
- Transportation & Logistics
- Sales Management
- Financials
- CRM & e-Marketing
- Analytics & Reporting
- 360° View of Business

Results you can expect with Sage X3 | ERP for Wine Distribution

Improve real-time visibility across the global supply chain to ensure transparency for all stakeholders–from suppliers to customers.

Empower a mobile sales force with visibility into customers, stock, past purchases, quotes, promotions and conditions.

Optimise purchasing decisions and margins, and manage supplier quality and performance.
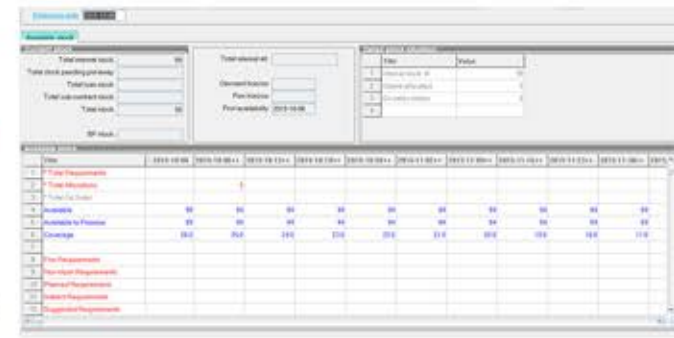
Manage sales force assignments with ease, and track corresponding targets and commissions.

Sage X3 | ERP for Wine Distribution

A fully functional solution to meet the needs of wine distribution

Effectively Manage the Import and Purchase Process

In Wine Distribution industry, being able to deliver the correct amount of the right products, at the right price, and at the right time is essential. However, importing products from overseas suppliers can be extremely complex. Sage X3 | *ERP for Wine Distribution* helps you achieve perfect order fulfillment to get your customers the right products, price and quantity at the right time.

Sage X3 | *ERP for Wine Distribution* helps you manage and track imports on land, in the air, or at sea. With full visibility into your imports you can consolidate, track, and manage multiple purchase orders and shipments to reduce container loads and vessels to save time and money, as well as provide outstanding customer services.

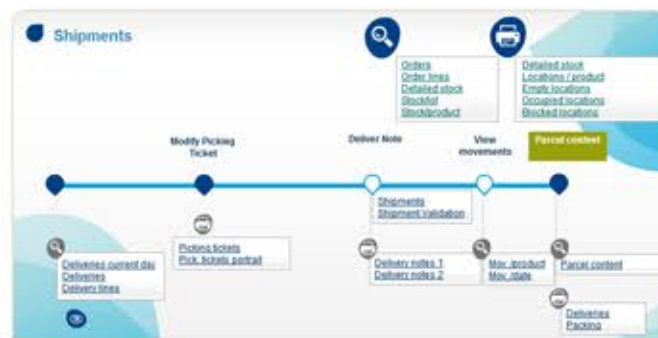## Streamline Inventory and Warehouse Picking Process

Sage X3 | *ERP for Wine Distribution* gives you the real-time inventory numbers you need to make informed day-to-day decisions. The software maintains highly accurate figures for quantities on hand, on order, and available to sell. This data helps ensure that the customer service staff can give accurate answers to customer inquiries and that online visitors can query the collection quickly and easily. Your mobile salespeople also access the application and can obtain live inventory numbers and place new orders.

Now, as orders come in, picking sheets are printed at the off-site warehouse. There the order is picked, packed, shipped, and acknowledged within the Sage X3 | *ERP for Wine Distribution* application. Then the shipping notice is available to the account department for production of invoices. With powerful Sage X3 | *ERP for Wine Distribution*, you can effectively process 100 or more orders each day with few staff.

Maintain Smooth Logistics Operation

Sage X3 | *ERP for Wine Distribution* helps you to manage all inbound and outbound transport. We provide you with a single console to enable you to perform all transport related activities with ease and efficiency by utilizing the maximum load capacity and reducing cycle time.

The advanced pick, pack and put-away rules facilitates multiple bins and location management, reduce manual intervention and increase effectiveness. Sage X3 | *ERP for Wine Distribution* provides you the convenience of identifying, sequencing and monitoring the Carrier load, selecting the Carrier and Broker and recording their charges to automatically create the Purchase Order for the services.

Accelerate Your Sales

Sage X3 | *ERP for Wine Distribution* provides the best experience possible for your customers while improving your top line performance. Sage X3 provides quick and easy access to information concerning products, price lists, discounts, and carriers. You can issue customer quotations, book orders, transmit order acknowledgements, manage contracts, view and allocate goods from stock, and manage the dispatch and loan of goods prior to invoicing.
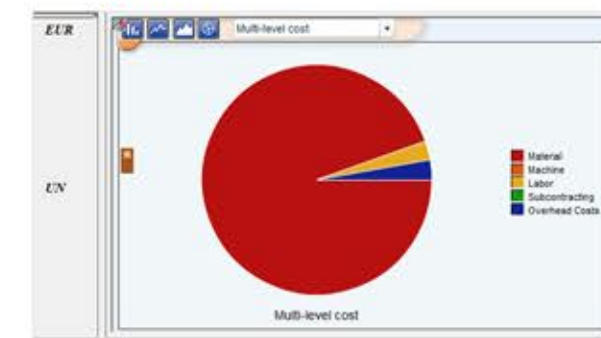
Comprehensive Accounting/Financial Management

The financial Management of Sage X3 | *ERP for Wine Distribution* helps businesses succeed by accurately presenting valuable financial information in a clear, understandable format. The powerful financial tools help you manage your company's complex finances. Features include full multicurrency capability, powerful bank reconciliation and tax reporting, flexible transaction processing options, powerful management of fiscal periods and informative dashboards for analytical reporting.

Maintain Accurate Cost Control Over Your Business

Another strong suit of Sage X3 | *ERP for Wine Distribution* application is the ability to accurately account for costs. You could use the bill of materials functionality to capture the accumulated costs of bottling, corking, and labeling its product. The ability to account for all the production costs helps you to set fair-value pricing for various products and distribution channels.

Boost Productivity with Intelligence Dashboard & Analytics Reporting

Detailed reporting is another asset for the distributor. Sage X3 | *ERP for Wine Distribution* enable you to quickly identify the profitability of customers, products and salespeople based upon weekly, monthly, quarterly or annual time frames. This helps your company view meaningful graphics for faster decision making, meet customer demand by focusing on high-volume products and quickly pinpoint top-performing salespeople and trend lines.

Grow Your Business with Complete CRM & e-Marketing Solution

Sage X3 | *ERP for Wine Distribution* provides you with a complete view of customer interactions. By integrating your sales, marketing and customer services functions, Sage X3 CRM & e-Marketing makes it easier for everyone inside your company to collaborate and share critical information.

Your sales team can sell proactively, identifying cross-sell & up-sell opportunities, progressing opportunities from lead to close, while your customer services team can manage customer cases effectively.

e-Marketing solution helps you to plan, execute and measure the success of every email marketing campaign. Responses can be analyzed in real-time and campaigns can be tweaked continuously to ensure that companies get the maximum return on investment from each to every campaign.

Sage X3 | ERP for Wine Distribution
Feature List

Import and Purchase Management

- Flexible shipment and container building using a variety of metrics
- PO, container, shipment and vessel tracking and management
- PO consolidation
- Receipt by container
- True landed cost visibility and management
- Transaction history of landed costs
- Direct shipment and drop shipment
- Multiple statuses and dates
- Lead-time management
- Mass update of receipt dates
- Import inquiry by sites

Inventory and Warehouse Management

- Consigned inventory and third-party inventory
- Inventory replenishment with or without MRP
- A multi-level warehousing and location management system
- Stock Management by physical location, lot and sub-lot, quality status, serial number, expiration dates and potency
- Inter-company, inter-site stock transfers and stock in transit management
- Forward or backward traceability
- A variety of inventory costing methods
- Paper or wireless receiving, put-away and picking
- Directed put-away
- Flexible bin, zone and location management
- UCC labeling, RFID and other compliance tools
- Lot tracking
- Inter-warehouse transfers
- Cross-docking, lay down areas and more
- Reserve, restrict and allocate inventory by customer or representative
- Route scheduling and fleet delivery

Transportation & Logistics Management

- Route scheduling and optimization
- Bills of lading(BOLs) and picking slips
- Advanced pick, pack and put-away rules facilitating multiple bins and location management
- Management of loads by weight, volume or a combination thereof
- Automatic process of large shipments
- Quickly view transit time, freight charges etc.
- Combine multiple orders in a single shipment
- Immediately add accurate shipping charges to customer invoices
- Vessels and containers
- Multiple statuses and dates
- Receipt by container

Sales Management

- Quotation management
- Contract management
- Blanket order management
- Order management
- Inventory allocation
- Delivery scheduling
- Shipping management
- Invoicing
- Use a customized product configurator
- Carry out credit checking and customer ratings
- Create your own matrix of pricing rules
- Calculate sales commissions
- Track and manage all open items
- Create your own cash collection process
- Manage customer reminders

Financials Management

- Integrated general ledger(G/L), accounts payable(A/P) & accounts receivable(A/R) /Cash
- Invoice types(invoice, credit note, debit note, proforma)
- Unique numbering(supplier invoices)
- Legal information management
- Automatic calculation of open items based on the payment terms
- Cost accounting
- Expenditures
- Budget & Commitments
- Proactive credit, collections and chargeback management tools
- Financial reporting
- Fixed Asset management
- Delinquent account management
- Automatic bank reconciliation
- Integrates with Excel and other 3rd party tools
- Tools help you reduce, resolve and recover chargebacks

Analytics & Reporting

360° View of Business

- Detailed margin analysis into customer, supplier and brand-level profitability analysis
- Above- and below-the-line visibility, including allowances, chargebacks and more
- Real-time drill down access
- Business intelligence tools
- Detailed market penetration and opportunities through placement tools
- Track business performance by territory, sales representative, customer and product
- Build strong relationships with prospects and customers
- Standard and customizable reports and inquiries
- User-defined alerts, dashboards and key performance indicators (KPIs)

CRM & e-Marketing Management

CRM Management:

- Contact management
- Opportunity management
- Sales forecasting
- Quotes & orders
- Lead management
- Interactive dashboard
- Reporting
- Find/Advanced Find
- Group management
- Classic Microsoft Outlook plug-in
- Mobile device support
- Data import
- Case management
- Solutions/Knowledgebase management
- Campaign management
- Outbound call handling
- Manage relationship types
- Email management
- User management
- Territory /Security management
- Workflow
- Preconfigured escalations
- Professional user management

e-Marketing Management:

- Track open rate, click rate, top link clicked, response & share
- Track, device distribution, email client distribution
- Track email growth, spam complaint, bounce, unsubscribe and much more
- Integrated with CRM system
- Real-time response analysis
- Get fail delivery report
- A library of highly designed templates

Sage X3 | ERP for Distribution

Comprehensive Solutions | Professional Services

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Sage energizes the success of businesses and their communities around the world through the use of smart technology and the imagination of our people. Sage has reimagined business and brings energy, experience and technology to inspire our customers to fulfil their dreams. We work with a thriving community of entrepreneurs, business owners, tradespeople, accountants, partners and developers who drive the global economy. Sage is a FTSE 100 company with 14,000 employees in 24 countries.

Data World Solutions Limited
Expert in Business Management Solutions

Expert in Business Management Solutions
Total Business Management Solutions
Established in 1983, Data World is a leading total IT solutions provider specialized in end-to-end Business Management Solutions from Enterprise Resources Planning (ERP), Human Resource Management (HRM) and Customer Relationship Management (CRM) to IT infrastructure and Network Security.

World-class Solutions
Quality, Design and Technology
We provide world-class business management solutions to enterprises from Multi-national Corporation (MNC) to Small and Medium (SME) Business in the Greater China Region and other countries. Built on advanced technology with industry-specific design, our solutions deliver a reliable and standard yet highly adaptive and cost-effective management platform that enables individual enterprises in different industries to manage and develop their business.

Professional Services
Experience and Expertise
With over 30 years of experience and expertise in business management solutions for various industries, our teams of consultants and IT experts provide a comprehensive range of first-class professional services together with our array of enterprise solutions to fit customer-specific business needs in different industries.

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sage 300 (Accpac ERP) | sage X3 | sage CRM | EPICOR | DW-iHR

Contact US

Email
info.solutions@dataworld.com.hk

Website
www.dataworld.com.hk/dws

Hong Kong Head Office
Data World Solutions Limited
18/F., Manhattan Centre, 8 Kwai Cheong Road,
Kwai Chung, Hong Kong
Tel : 852 2187 2000   Fax : 852 3151 7828
www.dataworld.com.hk/dws

PRC Head Office - Shenzhen | Branch Office - Shanghai
Data World Solutions (Shenzhen) Limited
Flat H, 12/F Shang Bu Building, No. 68 Nan Yuan Road,
Fu Tian District, Shenzhen 518031, China
Tel : 86 755 8366 8906   Fax : 86 755 8366 8215