



Sage X3

for Discrete Manufacturing



Manufacturing industry is constantly evolving. In order to stay competitive in volatile markets where products have ever shorter life spans, with very fast moving technical changes and with customers who are becoming more and more demanding, discrete manufacturing companies must rise to new challenges.

To meet these challenges the industry must engage all stakeholders in the value chain and implement continuous improvement processes like Lean Manufacturing. A collaborative approach is required to plan and optimize all components of the supply chain both internally and externally.

Industry Solution	Sage X3 for Discrete Manufacturing			
Industries	Hight Tech	Automotive & components	Industrial Machinery & equipment	
Business Processes	Assemble to order	Make to order	Make to stock	Engineer to order
Business Challenges	Innovation and reduce time to market	Increase production efficiency and reduce costs	Enhance customer services	Improve internal and external collaboration

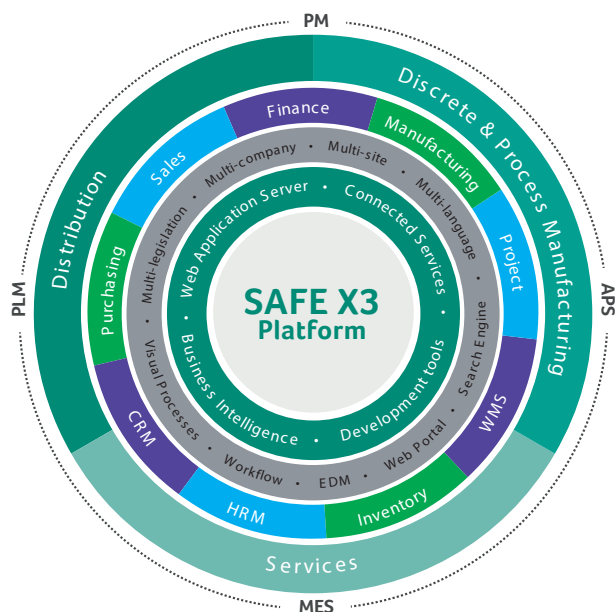
Your main challenges

Innovation and reduce the time to market

From R&D to Production Sage X3 for Discrete Manufacturing helps to reduce the time to market with PLM integration (Product Life Cycle Management) you can integrate BOMs from CAD and manage their life cycles. For each new project, you can define and track the tasks, monitoring time and managing costs. Sage X3 for Discrete Manufacturing helps you improve the new product development process through better collaboration between R&D and production departments.

Increase production efficiency and reduce costs

The flexibility and support for a lean manufacturing approach in Sage X3 for Discrete Manufacturing allows you to employ various modes of manufacture (Make to stock, Make to order, Engineer to order and mixed mode) and track manufacturing with MES (Manufacturing Execution System) processing. Sage X3 for Discrete Manufacturing provides real-time control and visibility of production schedules, capacity, shop floor activities and an overview of cost control.



Benefits

- Closer collaboration
 - Greater agility in your business
- Reduce costs
 - Continuous improvement and operational excellence
- Improved Customer Experience
 - Services innovation and customer responsiveness

Enhance customer service

With the integrated CRM functions, Sage X3 for Discrete Manufacturing provides a comprehensive view of your customer information. You can quickly determine order status and product availability and for each project, a progress report and financial balance sheet.

The CRM function can also manage the after-sales support service with monitoring of equipment delivered to each customer and analysis of all activities.

Improve internal and external collaboration

Designed for the web, Sage X3 for Discrete Manufacturing provides a collaborative Web 2.0 Portal environment that optimizes information sharing.

Each user has a custom workspace (indicators, documents, web access and RSS...). A graphical process view and workflow system helps users adopt best practice.

Sage X3 for Discrete Manufacturing provides the advanced functionality you need to remain competitive in the face of difficult challenges

- Sage X3 for Discrete Manufacturing provides a flexible, innovative platform that enables you to increase efficiency throughout your processes thanks to: BOM management - Product configuration - Project management - PLM integration - Quality management - Cost Accounting - MTS/ATO/MTO/ETO - Capacity planning - MES integration - Sub-contracting - Workflow - Radio Frequency data acquisition - CRM support
- Sage X3 for Discrete Manufacturing offers a choice of production management methods; by job, order, or inventory. Technical data can be defined by cost centers, and individual resources and can be used in the production process sheet management function.
- Sage X3 for Discrete Manufacturing also provides monitoring

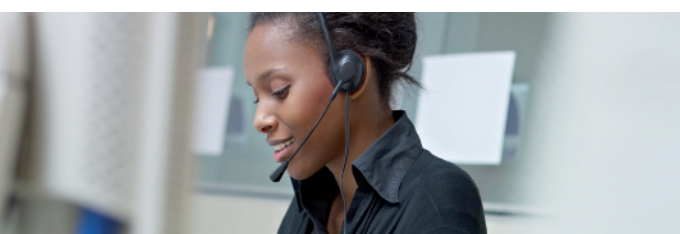
of stock quantities, a management control function with calculation of budget and actual costs, a finite capacity production scheduling function, a planning function incorporating a production coordination program, calculation of net requirements, and an overall production management function. Various performance indicators are available, ensuring optimum production performance and quality.



The Sage Group plc is a leading global provider of business management software to small and medium sized companies, creating greater freedom for them to succeed. Sage understands how and why each business is unique. We provide products and services that suit varying needs, are a pleasure to use and are secure and efficient. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and entered the FTSE 100 in 1999. Sage has over 6 million customers and more than 13,500 employees in 24 countries covering the UK & Ireland, mainland Europe, North America, South Africa, Australia, Asia and Brazil. For further information please visit www.sage.com

Sage X3

Sage X3 is Sage Group's global ERP solution for mid-sized companies and subsidiaries of large groups with international demands. For over 10 years Sage X3 has been a proven and comprehensive ERP solution addressing mid-market companies' specific requirements and challenges in industries from manufacturing and services, to distribution and many more. Sage X3 has presence in more than 60 countries worldwide, with 260 resellers and more than 2,000 consultants in its ecosystem. Over 4,000 customers have chosen Sage X3 because it is easy to use, rapid to deploy, and cost effective.



Data World Solutions Limited
Expert in Business Management Solutions

Address: 18/F., Manhattan Centre, 8 Kwai Cheong Road, Kwai Chung, Hong Kong

Tel : 852 2185 1717 Fax : 852 3151 7828

Website: <http://www.dataworld.com.hk/dws> Email: info.solutions@dataworld.com.hk