

# Sage ERP X3 Food & Beverage

## Addressing the Unique and Specialised Needs of Food and Beverage Producers

As a food and beverage processor or distributor, your company must effectively tackle the challenge of managing industry-specific requirements and legal mandates imposed on your business. Not only must you efficiently fill customer orders, manage recipes, control inventory and plan production in an increasingly competitive environment. You also must deal with the multitude of complexities resulting from increasing government regulations. Additionally, economic conditions have fuelled rising costs that are difficult to pass on to consumers. To be successful, you must be exceptionally focused on operational excellence. You can't afford any production errors, waste, spoilage, recalls, safety issues or other events that will adversely affect your business.

Fine-tuned to meet your specific industry requirements, Sage ERP X3 provides the advanced functionality you need to remain competitive in the face of these difficult challenges.

## Benefit from Process-Specific Functionality

Sage ERP X3 combines advanced manufacturing, distribution, warehousing, customer relationship management (CRM), and accounting functionality with application features that address the unique and specialised needs of your company, such as:

- Recipe management
- Shelf life management with expiration date control
- Quality management
- Sophisticated pricing and contract management
- Product packaging
- Highly repetitive and high volume process flows
- Catch weight management
- Weighing scales

## Comply with Government Regulations

Sage ERP X3 helps your company comply with FDA regulations (Bioterrorism Act, HACCP, etc.) by providing a convenient and efficient way to gather and monitor relevant process information and eliminating manual procedures throughout the manufacturing process.

## Benefits

### Streamlined Operations

- Singular functional integration & database
- Supports multiple manufacturing modes
- Advanced workflow engine
- Process-oriented user interface

### Increased Business Insight

- Embedded Business Intelligence engine by Business Objects™
- Real-time analytics and dashboards
- Extensive traceability and audit tools

### Enhanced Collaboration

- SOA/Web-native architecture
- Web Services (XML, UDDI, WSL, SOAP)
- MS Outlook integration
- Multi-company, multi-site
- Multi-country & language

### Reduced Costs

- Fast implementation
- No optional applications or interfaces
- Reduced training
- No technology lock-in (multi OS/DB)
- Easy administration and maintenance

### Increased Flexibility

- Multi-tier architecture scales from 10 to 1,100 users
- 4GL Integrated Development Environment
- Fast parameterization adapts to organisational changes

“Sage ERP X3 had the advanced technology, ease-of-use and right sized implementation methodology we needed to help position us for continued growth”  
Louise Goodman, Controller,  
Blount Fine Foods

## Protect your business

In order to help minimize the risks of a product recall, Sage ERP X3 provides complete forward and backward lot traceability for each ingredient and end item. A full audit trail and archive of historical transactions is maintained for multi-year periods. The fully integrated quality control process rigorously enforces inspections to assure item conformance to any required characteristics, operational tolerances or expected results.

## Achieve operational excellence

Sage ERP X3 also offers differentiating functionality that fosters cost reductions and customer service improvements – features like multi-site planning, finite capacity scheduling, user-defined workflow, real-time business intelligence and integrated automated data collection. Plus, it can be deployed as a Web and/or desktop application in Windows, Unix or Linux environments.

### Manufacturing

- Process and mixed-mode manufacturing
- Recipe and batch management
- Catch weight management (optional)
- Weighing scales (optional)
- Product packaging
- Work schedule management
- MPS/MRP
- Technical data configuration
- Costing
- Quality assurance
- Capacity planning

### Inventory

- Multi-level warehousing: location, lot and sub lot
- Forward and backward lot traceability
- Shelf life management with expiration date control
- Movements and transactions
- RF data acquisition
- Quality control
- Costing
- Replenishment

### Purchasing

- Purchase requisitions
- Encumbrance accounting
- Requests for proposals
- Purchase orders
- Multi-level approval processing
- Sub-contracting
- Invoice tracking
- Pricing and contract management
- Supplier returns

### Finance

- General ledger
- Budgeting
- Allocations
- Fixed assets
- Analytical accounting
- Accounts receivable / Accounts payable

### Sales

- Open pricing
- Quotes and contracts
- Order entry
- Product configuration
- Inventory allocations
- Delivery scheduling and shipping
- Invoicing
- Customer returns
- Sales commissions

### CRM

- Marketing campaigns
- Sales force automation
- Customer support

## Sage ERP X3 Application Footprint



The Datel logo consists of the word "Datel" in white, bold, sans-serif font, centered within a solid red square.The Sage logo features the word "sage" in a green, lowercase, sans-serif font with rounded letterforms.

Business Partner

A large version of the Sage logo, featuring the word "sage" in green, lowercase, sans-serif font with rounded letterforms.

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## About Datel

Datel is Sage's largest Business Partner in the UK and is acclaimed as its leading systems integration specialist. Headquartered in Warrington, Datel also has offices in Leeds and the Netherlands employing a loyal team of over 140 highly-skilled people who look after its growing base of over 900 customers worldwide.

We specialise in:

- Sage ERP X3
- Sage 200
- Sage Line 500
- Sage ERP 1000
- Sage CRM
- SalesLogix

We also have our own in-house products which we have developed to integrate with, and sit alongside, Sage solutions. Known as Datel FUSION, the suite of products enhances and extends the functionality provided by the core Sage applications.

Datel looks after a broad ranging base of customers including those in the following sectors:

- Distribution
- Manufacturing
- Food and drink
- Chemical Processing

Typically they are mid sized companies who rely upon Datel to make the most of their investment with Sage.

We pride ourselves in our approach to doing business. We seek to know and thoroughly understand our customers and their businesses so, in turn, we can appreciate fully all of the issues and challenges they face. Only then can we presume to offer a solution that will make a real difference to the way they do business. Everything Datel does is guided by our belief in providing only the very best in customer service.

To find out more about our products and services, visit our website at [www.datel.info](http://www.datel.info)