



# Sage 50 Manufacturing

Manufacturing software that puts  
you in control of your business

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“Good things happen when people work together. That’s why we work closely with our Business Partners. They’re the people who install your software and they’re local to you. They receive full training and support from us, so you can be sure you’re getting an outstanding service.”

**Paul Stobart, Managing Director,  
Sage (UK)Limited**

# Sage - Working for Manufacturing

## Sage has been providing software and support to manufacturing businesses for more than 20 years.

Over this time we've built up a deep understanding of the needs of all sizes and types of business. We've used this insight to constantly develop our products and services in order to meet the increasingly demanding requirements of our customers. It's this approach that's made us the world's leading supplier of business management solutions.

## The Sage Network

Working at a local level is important to us. Through our close relationship with Business Partners and Developers, we can offer our expertise on your doorstep. This lets us provide the right manufacturing solution for you, whatever the size and nature of your business. With over 760,000 customers in the UK and over 80,000 in manufacturing, the network of people relying on Sage is growing.

## Sage Manufacturing Software

We're well placed to provide integrated manufacturing systems. These systems control the whole manufacturing process, from planning materials and costs, to monitoring real-time works orders. Our software gives your company greater control over its manufacturing processes by effectively scheduling work, tracking resource use and improving business analysis.

## Sage Manufacturing software addresses the key concerns of businesses within this industry:

- **Cash-flow management** - reduces stock and receivables
- **Cost reduction** - through materials, labour and overhead reduction
- **Product quality control** - tracks components throughout the production and delivery process
- **Sharing information** - with integrated systems that share data across your company.

Our goal's to streamline processes between manufacturers, suppliers, the shop floor and customers, to help your business run at optimum efficiency and profitability. We've designed our range of manufacturing software to put you in total control of your business systems, whatever you produce.

## Adapting To Changing Markets

We've always been known for offering powerful, efficient and adaptable solutions, backed by excellence in customer service and support. We've built this reputation by adapting to meet your changing business requirements. Working in the manufacturing industry, you'll no doubt have a similar aim; to produce quality products at competitive prices in a timely way and to do so with optimum service, to meet the varying requests of your customers.

## Integrated Operations For A Competitive Advantage

While efficient resource planning and production management are pivotal to a successful manufacturing process, if you're able to quickly analyse facts and spot developing issues, it can make all the difference to your profitability. Whether you're tracking costs on a works order or defining items on a bill of materials, integrated software helps you to link your manufacturing and finance operations. This can help you gain that elusive competitive edge in the manufacturing business arena.

We've focused on speed of implementation and ease of use to develop a range of solutions that avoids making things too complex. It provides you with rapid return on your investment, as well as a low cost of ownership.

Our software helps you deliver high levels of service and enables you to respond quickly to new business opportunities.

Sage 50 Manufacturing software gives you the flexibility to meet specific user requirements throughout a wide range of manufacturing industry sectors, across multiple production environments from discrete to agile, making standard or configured products. We also cover the specific needs of project-based manufacturers.

# Sage 50 Bill of Materials

For smaller businesses wanting to manage their bill of materials.

**Sage 50 Bill of Materials follows your bill of materials process from beginning to end. It breaks down the manufacturing operation into easy-to-access areas, including materials, labour, machines, operations and reports. The vital information you need to control costs and maintain efficiency is available throughout the system, to encourage your business to work at maximum productivity and profitability.**

## **Manage Unlimited Components**

To offer you control over even the most complex manufacturing processes, there's no limit to the number of components that you can enter on a bill of materials, and no limit to the number of sub-assemblies or levels. Also, you can enter details of manufacturing operations, including both labour and machine costs. Input further information for sub-contract, piece-work and tooling costs.

## **Avoid Shortage and Downtime**

To make it easy for you to explore alternatives, the product information utility allows for an unlimited number of alternative suppliers for each stock item, along with lead times, cost prices and suppliers' part numbers. To alleviate the need for time-consuming manual calculations, the powerful trial kitting facility instantly shows material, labour and machine requirements for any given quantity of a manufactured item. It also identifies shortages and enables you to explore a variety of management issues.

You have the option of applying a scrap percentage against each component line or the header on a bill of materials. You can apply this against a product or sub-assembly for easy stock control maintenance.

## **Minimise Lead Times**

Due to its integration with Sage 50 Accounts Professional software, Sage 50 Bill of Materials can calculate all material costs directly from your existing product file. In addition, you can add other manufacturing costs, such as labour and machine processes, to provide accurate product costings whenever you need them. Automatic links to the Sage 50 purchase order processing function allow you to quickly place orders, covering any material shortages. This enables you to maximise profits and lead times.

## **Features at a glance**

- Unlimited components on unlimited levels
- Unlimited materials, labour and machine costs
- Unlimited sub-contract, piece-work and tooling costs
- Trial kitting facility
- Alternative supplier information
- Uses Sage 50 Accounts Professional product files
- Operation templates
- Automatic purchase order processing
- Attach multiple documents/ drawings to each BOM
- Report Designer.

# Sage 50 Job Controller

For smaller businesses engaged mainly in one-off manufacturing.

**Sage 50 Job Controller provides all the functionality you need, if you work within a jobbing or non-repetitive environment. The powerful estimating tool enables you to provide accurate and timely quotations for work. You can allocate and issue stock against jobs, instantly updating your Sage 50 accounts. Raise invoices for all or parts of jobs and view actual costs versus estimates. Keep full control of each job as it progresses by continuously monitoring each one's profitability.**

## Helping Manage Your Projects

### Estimating Jobs

Sage 50 Job Controller contains a powerful estimating tool. It allows you to quote multiple batch sizes and has a fast-entry grid-style screen for creating estimates. Process estimates through the MPS/MRP facility or convert them directly to works orders.

Save time when you're creating estimates for similar jobs. You can copy all items, including operational expenses, from an actual works order. This captures everything that happened during the initial production, to provide an accurate estimate that can be easily amended to suit the new customer's requirements.

### Job Processing

When you're producing jobs, the software records costs against each project when you issue stock and when you assign manpower at each stage in production. You can then produce picking lists, route cards, operation cards and job sheets. Sage 50 Job Controller also includes an optional, but extremely powerful link to automatically make entries for cost of sales and work in progress.

## Traceability

Businesses are increasingly asked to conform to their customers' ISO9000 quality requirements. Sage 50 Job Controller enables manufacturers to satisfy those demands for better control by providing batch traceability for every component.

## Invoicing

When you've completed all or part of a job, Sage 50 Job Controller updates the job record so you can raise invoices and review each job's profitability. Invoices can be raised for services and/or parts.

## Actuals v Estimates

You can review actual costs against estimated costs, using the Sage 50 Job Controller's unique spreadsheet-style summary. Actuals which exceed estimates are displayed in red. A 'drill-down' facility supports the analysis and provides details of individual actual cost entries.



# Sage 50 Batch Controller

For smaller businesses engaged mainly in repetitive batch manufacturing.

**Sage 50 Batch Controller helps Production Managers control materials, labour and machine costs within busy manufacturing environments. The software helps manufacturers smoothly control production, works order processing and resource management, with full batch traceability for materials tracking.**

With Sage 50 Batch Controller at the heart of your production control and management system, you've a powerful system that integrates with the Sage 50 Batch Controller accounts package, to provide greater control of your business.

## Helping Manage Your Production

### Bill of Materials

This software incorporates all the capability of Sage 50 Bill of Materials, to provide unlimited components on unlimited levels so you can create detailed bills of materials for products to be manufactured, including an unlimited number of components and unlimited number of levels of build and with any number of sub-assemblies. You can easily identify shortages of materials and process those demands through to MRP, which will automatically raise purchase orders; selecting from a list of alternative suppliers. You can also include machine and labour operations as well as subcontract operations.

### Planning

The Master Production Schedule gathers information from Sage 50's Sales Order Processing as well as Sales Forecast and Make to Stock items, collating all demand onto one screen.

The MRP module then processes this information and also checks existing stock levels. It automatically calculates material shortages, both for bought-in and manufactured items and makes appropriate recommendations. Each stock item can have an unlimited number of alternative suppliers, along with lead times, cost prices, and suppliers' part numbers and minimum order quantity. Stock projection calculates predicted levels of selected stock items over any chosen time period. When you've accepted the recommendations, it automatically raises works or purchase orders as appropriate. At this stage, you can also generate work in progress valuations that can be manually or automatically updated into Sage 50 Accounts Professional.

### Works Order Processing

Sage 50 Batch Controller creates works orders automatically or by manual entry from MRP recommendations. It automatically updates stock levels when you allocate and/or issue stock against the works orders. You can then produce picking lists, route cards, operation cards and job sheets. After the work order's completed, it automatically updates the stock, to enable you to despatch your goods immediately.

There's also the facility to backflush through lower level sub-assemblies. This automatically issues all your components through each of the levels and places finished items into stock. Sage 50 can then consolidate one delivery note from a number of different sales orders.

### Materials and Finished Product Traceability

You can track the movements of materials from receipt, through your production processes to despatch. Even if there are multiple stock locations for components, raw materials or sub-assemblies. The powerful 'Find' facility allows instant recall of any GRN record. If your processes involve issuing a batch number to finished products, the software can record this, enabling you to trace it to the customers who received it.

### Certificates of Conformity

Certificates of Conformity can be produced on demand to confirm products are manufactured to ISO 9001 quality standards.

# Sage 50 Manufacturing Controller

For smaller businesses engaged in repetitive batch and one-off manufacturing.

**Sage 50 Manufacturing Controller combines all the capability of Batch Controller and Job Controller into one powerful product. Manufacturing Controller also includes a powerful planning engine 'powered by Preactor'**

It gives you all the functionality you need to control material, labour and machine costs in a busy mixed-mode manufacturing environment. It smoothly controls production planning, works order processing and resource management, with full traceability for materials tracking.

**Graphical Planner powered by Preactor'**

Preactor International's the market-leading specialist for planning and scheduling software. Working in partnership with Preactor, we've created a specially configured integrated Graphical Planner, to give you a planning tool to calculate and run resource plans for all demands.

You can produce and save different plans for the same set of demands, so you can assess the impact on resources, for example, if you need to add overtime or extra shifts. Sequence production and produce schedules either 'forwards' from a start date or 'backwards' from a due delivery date. Sage 50 Manufacturing Controller easily identifies resource bottlenecks and manipulates the plan, as required. View complete jobs by operation or individual resource schedules.

**The most powerful Sage 50 Manufacturing software**

Sage 50 Manufacturing Controller is an integrated solution that incorporates all the functionality of:

- Sage 50 Bill of Materials
- Sage 50 Job Controller
- Sage 50 Batch Controller



# Integration with Sage 50 Accounts Professional

**Sage 50 Bill of Materials integrates seamlessly with Sage 50 Accounts Professional. Specifically, it links into the purchase order processing and stock modules. The other Sage 50 Manufacturing software also has nominal, sales and purchase ledger links available, if you wish to use them.**

When you add components to your bill of materials, you can use existing codes from your Sage 50 product file. And if the code doesn't exist, the system flags this and asks if you'd like to create one. Sage 50 then automatically creates one for you.

## **Sage 50 Accounts Professional**

Sage 50 Accounts Professional's a powerful business management system. With efficient cash and stock management, automatic financial reports and instant summary information, Sage 50 Accounts Professional creates one for you.

We work with professionals to offer a host of features that take the strain out of keeping accurate accounts. This includes the Audit Assistant, which validates your books, checks for duplicate or unusual transactions and helps make sure your figures balance. Sage 50 Accounts Professional also includes a suite of VAT audit reports that are approved by HM Customs and Excise.

For such an advanced system, it's really easy to use. Features like the Month/Year End Assistants and automation of repeat orders mean that previously time-consuming processes can become a simple routine. You can also deal with customers and suppliers in foreign currencies and send/receive orders, quotes and invoices by email.

If your accounting, sales, warehouse and management people need regular access to the software, Sage 50 Accounts Professional can make your life easier. Up to six people can use it at any one time.

# Industry Focus

**Sage operates throughout the manufacturing industry and we've gained success and experience in helping you by building specialist knowledge that's unique to different sectors.**

We provide Manufacturing solutions for more than just small to medium sized businesses. Sage offer a range of Suites including Sage 50, Sage 200 and Sage 1000, covering both the SME, and the lower to upper mid-market.

We've a nationwide network of accredited manufacturing Business Partners who specialise in specific market sectors. This means that they talk your language and understand your unique needs, so they can recommend the optimum solution for you.

## Industry Expertise

Sage Manufacturing has a track record of delivering tangible improvements to manufacturers in sectors such as:

- Automotive
- Basic metals and fabricated products
- Chemicals
- Electrical and optical equipment
- Food and beverages
- Furniture
- Machinery and equipment
- Pharmaceuticals
- Rubber and plastic products
- Transport equipment.

Here are a handful of examples:

## Electronics

The electronics industry is one of the fastest moving technology environments in manufacturing.

This highly competitive marketplace poses a continual challenge to the organisations within it. Not only is it about keeping up with the latest technology, but it's also about having to manage fluctuating lead times and product obsolescence, while keeping ahead of the competition.

Our electronics customers include:

- Assembly & Control Technology Ltd
- Bassett Electronics Systems Ltd
- Cotswold Micro Systems
- Duracell Wrexham
- Evesham Electronics
- Motorola Ltd
- Multicell International Ltd
- Sinclair International Ltd
- Tyco Electronics UK Ltd.

## Food and Drink

The food and drink industry places many unique demands on application software because of the nature of the end product, which can be the result of a recipe rather than pure bills of material. A large number of products have a fixed shelf life which, in some instances, can be very short. This places an onus on any supplier to produce the correct goods and ship them on a consistently short time cycle.

Our food and drink sector customers include:

- J N Nichols (Vimto) plc
- Nesco Ltd
- Rachel's Dairy Ltd
- Roach Bros Ltd
- Slush Puppie Ltd
- Sun Valley Ltd

- Suncrest Associates Ltd
- Wylve Valley Foods
- Yeo Valley Organics Ltd.

## Furniture

In today's consumer-led marketplace, customers want more choice, lower prices and shorter lead times. It means you need systems in place that give you complete control over the manufacturing process, from order entry to delivery.

Our furniture customers include:

- Cabinet Design Ltd
- Draycott Furniture Ltd
- The Cabinet Factory
- Universal Bedding and Upholstery.

## Chemicals, Blending and Distribution

The chemical industry places many unique demands on application software due to the nature of the end product, which can be the result of a formulae rather than pure bills of material. A large number of products have a fixed shelf life, which in some instances can be very short. This places an onus on any supplier to produce the correct goods and ship them on a consistently short time cycle.

Our customers in the chemical sector include:

- Akzo Nobel Charles Tennant & Co Ltd
- Clariant UK Ltd
- Degussa Fine Organics
- Vortex Group plc

# Sage Overview for Manufacturers

## For small manufacturers

### **Sage 50 Manufacturing**

Sage 50 helps you become more efficient, make the best use of your stock production capacity and control your stock investment. Our range covers entry-level software for businesses looking to automate their bill of materials through materials planning-compliant solutions that help manage the entire manufacturing process. If your focus is batch production, 'one-off', jobbing shop and mixed-mode, we've specific offerings available.

## For medium manufacturers

### **Sage 200 Manufacturing**

Sage 200's built on the Microsoft®.NET platform. It's powerful manufacturing, financial and trading software with unrivalled usability and customisation capability. Sage 200 offers the ideal 'out of the box' solution for complex manufacturing business processes.

## For larger manufacturers

### **Sage 1000 Manufacturing**

Sage 1000's our single business management software. It's designed to span operations across mid-sized businesses and offers you a fully integrated Enterprise Resource Planning software solution. Encompassing manufacturing, finance, services, distribution, customer relationship management (CRM) and e-business operations, Sage 1000's completely configurable to meet your company's specific needs.

It supports configure-to-order, batch engineering and controls associated material, inventory and processing costs. On the shop floor it monitors and reports on issues and events to ensure maximum productivity and makes it easier to manage your own resources and subcontractors. Sage 1000 supports you in meeting the requirements of broad markets or individual customers.

**To find out how we can help,  
call us on 0845 111 9988.**





**For more information, please contact your Sage Business Partner:**



**Or call the Sage Business Development Team on 0845 111 9988**

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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 larger 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)