

Sage ERP X3 Medical Devices

Addressing the Unique and Specialised Needs of Medical Device Manufacturers

As medical device manufacturer, you are focused on running efficient discrete production activities, yet you must meet the same stringent guidelines as pharmaceutical/life sciences companies that have formula-driven production processes. Your company's success depends on having a fully integrated solution for addressing the challenging demands of your industry, including compliance with industry standards, strict quality assurance requirements, short product life cycles and multiple subcontractors.

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.

Functionality Tailored to Your Needs

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:

- Full lot and serial number traceability
- Electronic signatures with transaction audit traceability
- Quality management
- Sophisticated pricing and contract management
- Sub-contracted operations and supply chain control
- Post-sale service and support
- Extensive device history
- Advanced order fulfillment and inventory allocation procedures

Comply with Industry Standards

Accessing the information required for compliance reporting is a time consuming process. Sage ERP X3 helps your company 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 parameterisation adapts to organisational changes

“No matter what business philosophy we adopt, we’re confident Sage ERP X3 can handle it.”

Chuck Davis,
VP of Operations UreSil

Protect your business

Your success depends on your ability to produce superior products. You must follow closely controlled processes to develop and manufacture products that meet the strictest quality standards. If a defect does occur, you need to take immediate action not only to prevent consumers from serious health problems or death, but also to protect the viability of your business.

In order to help minimise the risks of a product recall, Sage ERP X3 provides complete forward and backward lot traceability. 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

Manufacturing

- Process and mixed-mode manufacturing
- Formula management
- 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 control
- Forward and backward lot traceability
- Product serialization
- Shelf life management with expiration date control
- Movements and transactions
- RF data acquisition
- Quality control
- Costing
- Physical counting
- Replenishment

Purchasing

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

Finance

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

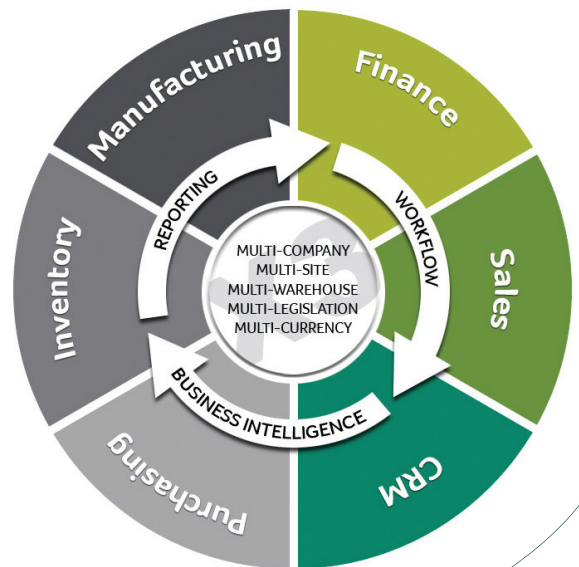
Sales

- 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