

# Sage ERP X3 Pharmaceuticals

## Addressing the Unique and Specialised Needs of Pharmaceutical Manufacturers

Manufacturers in industries such as pharmaceuticals and nutraceuticals are under increasing pressure to maintain their competitiveness while simultaneously complying with an increasing array of regulatory requirements. From thinning pipelines and skyrocketing operating costs to calls for lower prices and a greater regulatory burden, pharmaceutical companies are confronted with unprecedented challenges that are expected to radically transform the industry.

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:

- Formula management
- Weight calculations
- Potency management
- Full lot control and traceability
- Electronic signatures with transaction audit traceability
- Quality assurance and control
- Sophisticated pricing and contract management
- Sub-contracted operations and supply chain control
- Advanced order fulfillment and inventory allocation procedures
- Product packaging

## 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



## 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

## Key Features

### 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



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 lowercase, green, sans-serif font.

Business Partner

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

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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)