

# A guide to making the most of ERP HEADtoHEAD



## About this guide...

Selecting a new ERP solution can be a time-consuming and daunting prospect.

But with a dedicated two-day event like ERP HEADtoHEAD, you can directly evaluate and compare ERP systems. It's the perfect opportunity to jump-start your ERP selection process and make inroads into finding the right solution for your business.

To help you make the most of that opportunity, we have created this guide to help you identify and assess the twelve solutions on show at the event.

**If you would like to find out more about Sage X3, visit us in the Expo Area at Stand 10 - or give us a call on 0844 417 0749 and book a one-to-one demo.**

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# Agenda Day 1: Tuesday 6th March 2018

08:00	Registration
09:15	Welcome
09:30	Elevator Speeches <b>Look out for Alan Simpson, Executive Chairman at Sage X3 reseller Datel.</b>
10:30	Networking in the Expo Area <b>Pop to the Sage X3 stand (Stand 10) to meet the team.</b>
10:50	Demo 1 <b>Come along to the Sage X3 Finance demonstration in room 'Voyager'.</b>
11:50	Break
12:10	Demo 2
13:10	Networking in the Expo Area <b>Come along to the Sage X3 stand for a cupcake and a look at the software in more detail (Stand 10).</b>
14:00	Preparing for ERP
14:45	Break
15:00	Demo 3
16:00	Networking in the Expo Area <b>Put your questions to our Sage X3 experts on Stand 10.</b>
16:30	Demo 4
17:30	Networking, drinks and canapes in the Expo Area <b>Look forward to seeing you for a drink at the end of Day 1.</b>

**Book a one-to-one Sage X3 demo:**  
Email  
sage@datelgroup.com  
to book a demo with us  
at the event or pop along  
to Stand 10 on the day to  
find out more.

**sage X3**

**STAND 10**

**DEMO 1 - YOUR SELECTION:**

**DEMO 2 - YOUR SELECTION:**

**DEMO 3 - YOUR SELECTION:**

**DEMO 4 - YOUR SELECTION:**

# Agenda Day 2: Wednesday 7th March 2018

08:30	Registration
09:15	Welcome
09:30	Demo 1
10:30	Networking in the Expo Area <b>Come along to the Sage X3 stand for a cupcake and a look at the software in more detail - Stand 10.</b>
11:00	Characteristics of successful ERP projects
11:30	Break
11:45	Demo 2
12:45	Networking in the Expo Area <b>Visit Stand 10 and ask our experts about Sage X3.</b>
13:30	Demo 3 <b>Visit room 'Discovery' to view the Sage X3 Procurement demo.</b>
14:30	Networking in the Expo Area <b>Last chance to visit the Sage X3 stand - Stand 10.</b>
14:45	Panel discussion: Avoiding ERP Implementation Mistakes
15:45	Wrap up
17:30	Event close

**Book a one-to-one Sage X3 demo:**  
 Email [sage@datelgroup.com](mailto:sage@datelgroup.com)  
 to book a demo with us at the event or pop along to Stand 10 on the day to find out more.



**DEMO 1 - YOUR SELECTION:**

**DEMO 2 - YOUR SELECTION:**

**DEMO 3 - YOUR SELECTION:**

# Product Overview

	Sage X3	Business World	Epicor ERP Version 10	IFS Applications	Infor CSI	Intact iQ	Microsoft Dynamics 365	Microsoft Dynamics NAV	Oracle ERP Cloud	SAP Business One	SAP S/4HANA	Workday	Notes
Accounting / Financials	✓												
Inventory Management	✓												
HR	✓												
Payroll	✓												
CRM	✓												
Project Management	✓												
Supply Chain Management	✓												
Reporting / Analytics	✓												
Point of Sale	✓												
Multi-Currency	✓												
Asset Management	✓												
Procurement	✓												
Marketing Automation	✓												
On-premise Platform	✓												
Cloud Platform	✓												

# Functionality Comparison

	Sage X3	Business World	Epicor ERP Version 10	IFS Applications	Infor CSI	Intact iQ	Microsoft Dynamics 365	Microsoft Dynamics NAV	Oracle ERP Cloud	SAP Business One	SAP S/4HANA	Workday	Notes
<b>FINANCIALS</b>													
General Ledger	✓												
Accounts Payable / Accounts Receivable	✓												
Fixed Assets	✓												
Budgeting	✓												
Analytics	✓												
Compliance Reporting	✓												
<b>PURCHASING</b>													
Purchase Planning	✓												
Purchase Request	✓												
Purchase Order	✓												
Sub-contracting	✓												
Receiving & Returns	✓												
Invoicing	✓												

# Functionality Comparison (continued)

	Sage X3	Business World	Epicor ERP Version 10	IFS Applications	Infor CSI	Intact iQ	Microsoft Dynamics 365	Microsoft Dynamics NAV	Oracle ERP Cloud	SAP Business One	SAP S/4HANA	Workday	Notes
<b>SALES</b>													
Configurator, Pricing and Discounts	✓												
Quotes and Contracts	✓												
Order Entry	✓												
Stock Enquiries and Allocation	✓												
Packing, Delivery and Returns	✓												
Invoicing, Credit Notes, Export Declarations	✓												
<b>STOCK MANAGEMENT</b>													
Warehouse and Location Management	✓												
Stock Movements and Balances	✓												
Costing	✓												
Replenishment and Transfers	✓												

# Functionality Comparison (continued)

	Sage X3	Business World	Epicor ERP Version 10	IFS Applications	Infor CSI	Intact iQ	Microsoft Dynamics 365	Microsoft Dynamics NAV	Oracle ERP Cloud	SAP Business One	SAP S/4HANA	Workday	
<b>STOCK MANAGEMENT (CONTINUED)</b>													<b>Notes</b>
Import Tracking	✓												
Quality Control and Sampling	✓												
Costing	✓												
Replenishment and Transfers	✓												
<b>CUSTOMER SERVICE</b>													
Contacts Management	✓												
Customer Marketing	✓												
SFA	✓												
Warranty Management	✓												
Service Orders Management	✓												
Knowledge Base	✓												



# Functionality Comparison (continued)

	Sage X3	Business World	Epicor ERP Version 10	IFS Applications	Infor CSI	Intact iQ	Microsoft Dynamics 365	Microsoft Dynamics NAV	Oracle ERP Cloud	SAP Business One	SAP S/4HANA	Workday	
<b>PRODUCTION MANAGEMENT</b>													<b>Notes</b>
Configurator, Options and Variants	✓												
BOM Planning, Formulas & Recipes	✓												
Routings and Scheduling	✓												
Work and Cost Centres Management	✓												
Traceability, Quality Control and Analysis	✓												
Order Release	✓												
<b>OTHER</b>													
HR	✓												
Payroll	✓												

## Product evaluation: Finance

Software author:

Software partner / reseller:

Software name and version demonstrated:

General navigation:

Financial & management reporting:

Cash flow forecasting:

Other:

## Product evaluation: Production

Software author:

Software partner / reseller:

Software name and version demonstrated:

General navigation:

Planning, scheduling and production orders:

Product costing:

Other:

## Product evaluation: Procurement

Software author:

Software partner / reseller:

Software name and version demonstrated:

General navigation:

Supplier quotation management:

Purchasing approval process:

Other:

## Product evaluation: Sales

Software author:

Software partner / reseller:

Software name and version demonstrated:

General navigation:

Sales order processing / Sales quotation management:

Sales pricing and rebates / Sales product configuration:

Other:

## Product evaluation: Projects

Software author:

Software partner / reseller:

Software name and version demonstrated:

General navigation:

Project planning:

Project costing, billing and reporting:

Other:

# Product evaluation: HR

Software author:

Software partner / reseller:

Software name and version demonstrated:

General navigation:

Self-service:

Performance appraisals:

Other:











## About Sage X3

Sage X3 is a global business management solution that encompasses a wide range of financial and distribution modules, including workflow, integration tools and visual process maps. All this is available in modern, easy to use software designed to improve the profitability of both domestic and international businesses.

Ideal for manufacturing, distribution and service-led businesses, Sage X3's world class capability to integrate information and processes across different departments offers a complete overview of business activities, simplifying data analysis and fostering the adoption of best practices.

With capacity for up to 2,000 users, Sage X3 accelerates business processes. Easier to deploy and more flexible than traditional Enterprise Resource Planning (ERP) software, Sage X3 ensures a quick return on investment through improved customer service, flexible reporting tools and data synchronisation.

### Multiple currencies

Simplify your international transactions with Sage X3's multi-currency processing features. Giving aggregated views of the financial activities across regions and countries, Sage X3's Dimension functionality allows you to calculate the value of transactions and generate reports in several currencies.

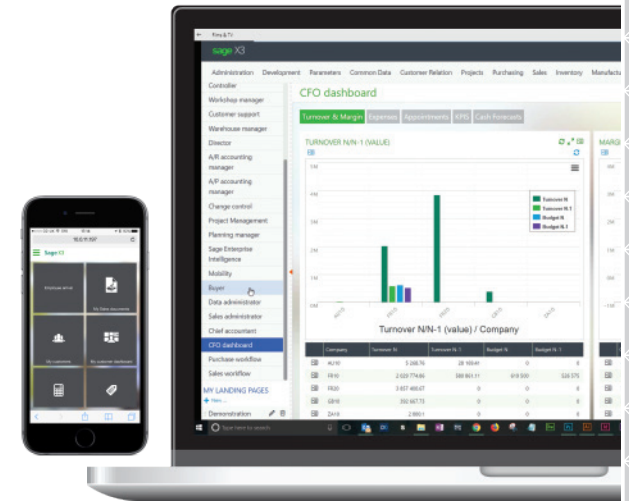
### Different divisions

With Sage X3, you can easily keep control of your business with a holistic view of your whole company. The consolidation features allow you to set-up both individual and cross divisional analysis and reporting, for a customisable, detailed overview of your business groups.

### Several languages

Expand your business into new countries without language constraints with Sage X3. The powerful multi-language dictionary enables users to operate in their local language, using terminology they are familiar with.

# sage X3



### Global access

The infrastructure of Sage X3's data centre can be easily deployed and supported around the globe. As one of the world's largest business management software companies, Sage offers an International Division that can provide local implementation and support services in virtually every country.

### Legal and fiscal flexibility

Used in more than 60 countries around the world, Sage X3 can be configured to include specific legislations so that you can meet the legal and financial requirements of any country. Support your international operations, wherever your business takes you.

**Come along to the Sage X3 stand and take a look at the software in more detail - Stand 10.**

# About Datel - Sage's leading UK Business Partner

Visit us at **Stand 10** in the Expo Area

Datel has been implementing and supporting Sage solutions for over thirty years. Today, we are Sage's largest UK Strategic Partner, with a 170-strong team delivering Sage solutions and complementary technology across the UK and Ireland.

No one knows Sage better. We've grown by listening to our customers, adding value to their business, and operating with openness and integrity. Over 1,000 organisations rely on us to support their Sage solutions which drive and manage their business growth.

## Meet the Team:

### Alan Simpson, Executive Chairman

Datel founder and Executive Chairman Alan Simpson established the company in 1981. In partnership with Sage for over 35 years, Alan has worked closely with businesses to implement best-of-breed enterprise management solutions to drive efficiency and growth.



### Ian Mowbray, Pre-Sales Manager

Ian Mowbray is a business development expert with over 12 years' experience in pre-sales and pre-sales management. Ian has extensive knowledge of Sage solutions, delivering tailored demonstrations to businesses operating across a range of industries throughout the UK and Ireland.



**datel**

**sage Partner**

### John Loftus, Pre-Sales Consultant

John Loftus assists businesses in identifying the Sage solution that will most effectively support and grow their organisation. With over 25 years of industry experience in manufacturing, John's specialist expertise ranges from procurement and stocking processes to warehouse management, distribution and production.



### Geoff Green, New Business Sales Consultant

Geoff Green guides businesses in the selection of their ERP system, advising them on potential solutions to help them achieve project success. With over 18 years' experience in business management and development, Geoff's expertise includes manufacturing processes, business process re-engineering and financial management.



### Junior Hewitt, New Business Sales Consultant

Junior Hewitt helps businesses identify their ERP requirements, ensuring they select the best business management solution to maximise their return on investment. Junior's expertise includes sales and distribution processes, helping businesses understand the change process when moving ERP systems and ERP software automation.



### Natalie Young, Business Development Manager

Natalie Young ensures Datel's Business Advisory Consultants have the resources and knowledge they need to effectively guide businesses in the first steps of their system selection journey. Natalie has a wealth of experience in working with businesses across many sectors and industries who are selecting a new solution and evaluating Sage X3.

